

# 2015 DIRECTORY

**BUILDING OPERATING MANAGEMENT'S**

**NFMT<sup>®</sup>**

**National Facilities Management & Technology Baltimore**

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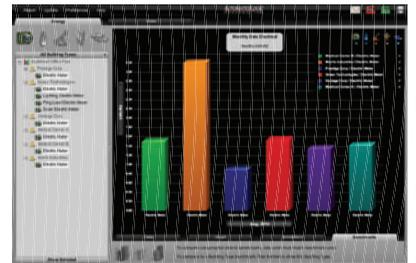
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# BUILDING OPERATING MANAGEMENT'S **NFMT**<sup>®</sup>2015

National Facilities Management & Technology March 10-12, 2015 • Baltimore

## Schedule

### Tuesday

8:00 – 11:50 a.m. ....Conference Sessions  
 Noon – 4:00 p.m. .... Expo 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. .... Expo Hall Open  
 2:45 p.m. .... \$1,000 Drawing  
 3:10 – 5:00 p.m. ....Conference Sessions  
 4:10 – 6:30 p.m. ....Women in FM Panel  
 and Reception

### Thursday

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

# Welcome to NFMT 2015

There's a lot of truth to the adage "Rome wasn't built in a day." It takes dedication, resources and a great deal of time to create something that can withstand the myriad tests of time, whether that something is a country, a facility, or a career.

Welcome to NFMT 2015, where three days of networking, exhibits and learning can help you build a successful future in facilities management. As we kick off our 15th year, we are committed to making the time you spend here the most valuable it can be, with an unbeatable mix of our long-standing, high-quality sessions and networking, presented alongside exciting new offerings, including:

- The brand new **Public Sector Trends** track is dedicated to highlighting the industry-leading innovations taking place in an array of government buildings. From the Whole Building Design Guide to COBie to the Federal Buildings Personnel Training Act, the sessions in this track provide food for thought for the entire facilities management universe.
- Our editor-led, exclusive sessions shine the spotlight on Young Professionals, Workplace Violence, Ebola Response, Women in the Industry, New Generation Technicians, and Sustainable Landscaping. Each panel discussion has been developed by editors of *Building Operating Management*, *Facility Maintenance Decisions* and [HealthCareFacilities.com](http://HealthCareFacilities.com) and feature facility professionals who can speak personally to these impactful topics.
- The industry's largest exhibit hall includes nearly **100 new exhibitors** for 2015—you'll want to be sure to spend some time touring the latest technologies and solutions that can boost your building's performance, and your visibility within your organization.

We know the value of time—and we appreciate you spending this time at NFMT. Let's work together to keep building this industry and advancing the role of facilities management. It won't happen in a day, but these three days will help make a difference. By being a part of NFMT 2015, you will too. Enjoy the show.

Sincerely,

Bob Wisniewski



President and CEO  
NFMT and Trade Press Media Group





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## Platinum Sponsors:

### AUTOMATEDLOGIC

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Automated Logic is a leading provider of innovative building management solutions. For more than 30 years, ALC has been dedicated to designing easy-to-use building automation systems that provide the highest possible energy efficiency, while ensuring occupant comfort. Automated Logic is a part of UTC Building and Industrial Systems, a unit of United Technologies Corp.



#### Co-Sponsor of the Opening Night Networking Party • Booth #1300

BACnet International is the international organization that encourages successful use of BACnet in building automation and control systems through interoperability testing, educational programs and promotional activities. Community membership includes a who's who list of top tier companies and industry professionals involved in the design, manufacturing, installation, commissioning and maintenance of control and other equipment that use BACnet for communication.

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## NFMT Partners



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Booth #1013



Booth #2652



Booth #2686



Booth #2566

## Gold Sponsors:



AV sponsor • Booth #1907



\$1,000 Daily Drawing Co-Sponsor • Booth #2129



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Women in FM Panel and Reception Sponsor • Booth #2350

## Silver Sponsors:



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Booth #2654



professional grounds  
management society



Booth #915



National Institute of  
BUILDING SCIENCES

Booth #1115



Booth #923



**MARYLAND**

Booth #1012

# Show Highlights

## Tuesday



### General Session – FMXcellence: Honoring Top FM Teams

8:00 a.m. – 8:50 a.m. • Room 316

Join us for the sixth installment of Building Operating Management's FMXcellence Recognition program. This year we are featuring the following notable initiatives: adidas' greenENERGY Fund, Fred Hutchinson Cancer Research Centers' successful lean staffing program, Sheridan College of Technology and Advance Learning's strategic energy plan and University of Arizona Facilities Management's apprenticeship program.



Jenna Elmer



Bob Cowan

Jenna Elmer, SPHR Assistant Director of Human Resources for Facilities Management University of Arizona

Bob Cowan, Director of Facilities Fred Hutchinson Cancer Research Center

Elizabeth Turnbull Henry, Senior Manager for Energy & Environment, greenENERGY Fund adidas Group - Corporate Real Estate



Elizabeth Turnbull Henry



Herbert Sinnock

Herbert Sinnock, CET, CEM, CMVP, LEED GA Manager, Sustainable Energy Systems, Office for Sustainability Sheridan Institute of Technology & Advanced Learning

## Thursday

### General Session – Facilities Management in the Headlines: What Would You Do?

8:00 a.m. – 8:50 a.m. • Room 316

Want to stay a step ahead with your facility operation plans? Join us for this new, highly interactive session that will feature discussion and participation from the audience to determine the best-case outcome for specific situations. These situations will be anything from natural disasters to workplace violence. Our panel of experts will help you navigate through these real-life scenarios and encourage you to think outside of the box. Anticipating and planning for occurrences like the ones that will be discussed will help bolster and improve your facility plans.

#### Panelists

John T. Shea, CEO, Division of School Facilities  
The New York Department of Education

Kendra Gastright, Director, Office of Facilities Management and Reliability  
Smithsonian Institution

Lenny Jachimowicz  
Vice President Operations - Engineering and Guest Experience, Global Operations  
Marriott International, Inc.

### VIP \$50 Hourly Giveaway

**Very Important Person** — that's right, you! We're talking to you. Make sure to pick up your VIP Pin at registration and wear it in the Exhibit hall for your chance to win \$50 on the spot. One winner will be selected every half hour during expo hours. Good luck!

### \$1,000 Daily Cash Drawing • Booth #2499

Tuesday 3:45 p.m. • Wednesday 2:45 p.m. •  
Thursday 1:45 p.m.

Who wants to be \$1,000 richer? Or maybe the question is who doesn't want to be? Either way, make sure you enter a ballot for your chance to win \$1,000. Your lucky ballot is in your tote bag. Get it stamped at booths 2129 and 2223 and then join us for the daily drawing. You must be present to win, please see the enter-to-win ballot for all rules and regulations. Good luck!

Sponsored by:



**POLARIS**



**Lunch Coupons** Everyone will have worked up appetites come lunchtime, so NFMT provides a complimentary \$8 off lunch coupon, found in your tote bag. The coupon is only redeemable at the food stations inside the exhibit hall.

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**Social Media** We love to hear from our attendees all year round. Share your thoughts and opinions, participate in contests, and stay up to date on all facilities management information, specific NFMT details, and a whole lot more.



Please make sure to use our official hashtag -

# #NFMT15

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Booth 2301

**BELIMO**

Booth 2627

**Continental Control Systems LLC**

Booth 2681



Booth 2419

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Booth 2121



Booth 1909

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Booth 1300

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# Networking Opportunities

## Formal Networking:

### Tuesday

#### Opening Night Networking Party

4:00 – 5:00 p.m. • Pratt Street Lobby

Join your fellow facility professionals in celebrating the first day of NFMT. Walk on over to the Pratt Street Lobby for light food options, drinks and fun discussion. All attendees and exhibitors are welcome!

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BUILDINGS

### Wednesday

#### Solutions Exchange

7:45 – 8:50 a.m. • Pratt Street Lobby  
Coffee and Conversations

These interactive discussions regarding the critical topics of facilities management provide a unique networking and learning opportunity. As you sit among your peers, join in on the exchange of ideas facilitated by industry experts. Each table discussion lasts 20 minutes before it's time to move on to the next one. Participants have the chance to engage in up to three table discussions. Please see pages 10-11 for more information.

## Informal Networking:

#### Lunch Tables

Here's an easy, fun challenge for you: meet three new people during lunch in the exhibit hall. On Tuesday, Wednesday and Thursday, sit with someone new, introduce yourself and chat about the industry or anything else you wish. How much easier can it get to make new connections?

#### Women in FM Panel and Reception

4:10 – 6:30 p.m. • Room 316

Our Women in Facilities Management panel has become a highlight for many attendees at NFMT. Join us for the seventh annual panel discussion, featuring a few of the industry's leaders. This interactive session brings up points that we all want to know more about, and proves to be an interesting and thought-provoking session for everyone. After the panel discussion, join us for an 'after-party' on the terrace across from room 316. Light appetizers and drinks will be provided. See you there!

Women in FM is Sponsored by:



QUALITY OF LIFE SERVICES

#### Young Professionals Happy Hour

6:00 – 8:00 p.m. • Pratt Street Ale House

Calling all young professionals! We're moving the fun over to the Pratt Street Ale House for a few drinks after the conference sessions wrap up. Meet new people and make new FM friends. We're looking forward to a great time! Advanced registration required.

### Thursday

#### Young Professionals Panel

10:00 – 10:50 a.m. • Room 321

Back for a second year, join our panel of young professionals as they discuss a number of increasingly important issues related to a young FM-ers world. These panelists will shed some light on developing your FM career, and discuss the juggling act that many young FM's play today. Join us as we take a better look at this next generation of facilities managers.

#### Conference Sessions

You're surrounded by like-minded professionals all day, for three days in a row at NFMT. Strike up a conversation with your neighbor during a session! It's amazing how much you can learn from other people in your industry.

## GSA Industry Day

Wednesday

**W1.49 • Room 349 • 9:00 a.m. - 9:50 a.m.**

Driving Efficiency: Federal Buildings Personnel Training Act (FBPTA) Program Update

**W2.49 • Room 349 • 10:00 a.m. - 10:50 a.m.**

Federal Buildings Personnel Training Act (FBPTA) Implementation: Three Government Agencies in Action

**W3.49 • Room 349 • 3:10 p.m. - 4:00 p.m.**

Achieving Tangible Results: How to Build a Talent Management Program Using FBPTA and FMI

## Business taking place at NFMT

Please note, these are private meetings and advanced registration is required.

**NIBS FMOG Meeting**

Tuesday

Room 331 • 2:00 p.m.

**BOMA Baltimore**

Chapter Lunch In Exhibit Hall

Thursday • 12:00 p.m.



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# Solutions Exchange

Attend Solutions Exchange and join industry experts as you participate in short, interactive discussions on changing technology and trends.

## Wednesday, March 11

### 7:45-8:50 AM

### PRATT STREET LOBBY

Choose up to THREE topics from the list below:



#### **Sustainable Spray Polyurethane Foam (SPF) Roofing and Adhesive Solutions**

Join the discussion on the advantages of selecting a SPF roofing solution. It offers excellent retrofit applications, reducing the need to tear off much of the existing roof. This system is renewable and resistant against hurricanes and mechanical damage.

#### **THE BLUE BOOK Building & Construction NETWORK**

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#### **Successful Bid Management Strategies**

This discussion is geared towards managing your project and bidding process from start to finish. We will talk about finding the right vendors for projects/repairs and how to better expedite the communication process. We will also review different methods for document distribution and vendor management to save time and money.



#### **The Top Five Action Items To Reducing Maintenance Costs**

Attend this discussion to learn how to reduce maintenance costs in all types of facilities and organizations with five (5) simple action items.



#### **Intelligent Equipment – Internet of Things Meets the Commercial HVAC World**

Address the current state of building automation and future technology trends



#### **Benefits of Going Mobile with your CMMS**

Has your facility considered implementing a mobile maintenance program but needs help getting started? This discussion will include keys to successfully implementing mobile maintenance, tips on choosing the right mobile devices for your facility, recommended strategies for overcoming common challenges and pitfalls and results that can be achieved.



#### **(Un)Intelligibility in the Workplace: Design Changes and Noise Mixed with Emergency Communications**

Change in workplace design has created an increase in distracting noise lowering productivity. The need for Unintelligibility is on the rise. With more collaborative spaces and denser material utilization, sound masking becomes one of the only solutions to manage noise. However, that is juxtaposed with the need for Intelligibility when it comes to communicating during the event of an emergency. As codes are further adopted, such as NFPA 72, better communication designs are required.



COMMERCIAL SOLUTIONS

**Energy Retrofits: Window ROI & Comfort – The Whole Story**

Learn more about an innovative, envelope-first approach to energy management that optimizes your building’s performance and helps you get envelope improvements funded faster. We’ll discuss previously overlooked methods for monetizing energy savings associated with reduced air infiltration and improved occupant comfort that can more than double the ROI. Plus, we’ll help you identify your best candidates for envelope improvements so you can prioritize your upcoming energy retrofit projects.



**How Facility Management Is Changing in 2015**

Today’s facility manager must focus on much more than maintenance and inventory management. In 2015, he or she must keep up with new standards and codes and train on emerging trends and technologies (like BIM and LEED). Facility managers must also consider new ways to recruit and teach new hires as a record number of boomers retire. Attend this session to discuss why online training may be key to the success of facility professionals (including building, property and plant managers) in 2015 and beyond.



**The Risks and Rewards of Solar Systems**

See sustainability as a business opportunity as well as an essential part of your facility. Attendees will learn about some of the current federal tax incentives that are making solar installation a financial possibility at many facilities.



BUILDING TRUST



**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.





# Membership

## Welcome to our NFMT Members!

We are excited to welcome you to NFMT 2015! Take advantage of all your membership has to offer.

### During NFMT

#### NFMT Handouts Available Now for Members Only!

Only members have access to the handouts during the conference. Log in to the members only section of the NFMT 360 website to view and print any available sessions. If you became a member on-site this week, your username and password will be emailed next week.

#### Member Lounge on the Exhibit Floor Booth #713

We know the exhibit floor is large, the member lounge is your chance to take a break and re-charge your batteries or your phone. The lounge is open during exhibit hours all three days and is the place to pick up your shirt, grab a refreshment, relax and eat your lunch.

#### Drink Coupons at Opening Night Reception

Each NFMT member will receive one drink coupon for an alcoholic mixed drink at our opening night party. As always, beer and soda is complimentary to all attendees.

#### Members Only Shirt

Pick up your NFMT Member shirt at the member lounge – booth 713. Multiple sizes are available but on a first come, first served basis.

### After NFMT

#### Conference Videos

As an NFMT Member you'll receive exclusive access to full conference video sessions filmed right here in Baltimore. The 30+ conference videos from this event will be posted for members on March 23.

#### Past Event Video Library

In addition to the 30+ videos filmed at NFMT 2015, members have access to over 100 previously filmed events including NFMT Vegas 2014 and NFMT 2014. This gives you access to a robust library of quality content.

#### Webcasts

In addition to past conference videos, you'll also have access to our library of over a dozen member-only NFMT webcasts.

### Future Events

Just a reminder, your NFMT membership gives you the same great opportunities and offerings at other NFMT events throughout the year. Join us at NFMT High-Performance Buildings in Fort Worth, TX June 2-3 and NFMT Orlando October 27-28.

### Join Today

If you are interested in becoming a member please visit booth #713 for more information or to join today!

The following sessions will be filmed for NFMT members:

### TUESDAY

#### 8:00 A.M. – 8:50 A.M.

TG.16 FMXcellence: Honoring Top FM Teams

#### 9:00 A.M. – 9:50 A.M.

T1.18 The Art of Competitive Bidding and Negotiations  
T1.27 Energy Efficiency in Multi-Tenant Office Buildings

#### 10:00 A.M. – 10:50 A.M.

T2.18 The Impact of Emerging Technologies on Facilities Management  
T2.27 An Introduction to OLEDs: The Other Solid-State Lighting Technology

#### 11:00 A.M. – 11:50 A.M.

T3.18 Six Points of Focus for the Building Operator  
T3.27 Five Rules for Speaking with the CEO and CFO  
T3.41 BIM2FM: Capturing Design & Construction Information for Building Operations and Facility Management

### WEDNESDAY

#### 9:00 A.M. – 9:50 A.M.

W1.21 Optimizing HVAC Efficiency: Strategies for Savings  
W1.37 Putting the Green into Green Buildings by Focusing on Operations' ROI  
W1.41 Facility Life Cycle Asset Management

#### 10:00 A.M. – 10:50 A.M.

W2.21 Sustainability and High-Performance Buildings: FM Practitioners Guide  
W2.37 Recognizing Best Practices in Grounds Management  
W2.41 The Data Center Hybrid

#### 3:10 P.M. – 4:00 P.M.

W3.37 ADA for Facilities Operations  
W3.45 OSHA's Enforcement and Significant Changes in 2015 NFPA 70E  
W3.47 (Un)Intelligibility in Workplace Design

#### 4:10 P.M. – 5:00 P.M.

W4.16 Women in Facilities Management 2015 Roundtable  
W4.37 Performance Based Contracting for Facility Services  
W4.45 Preventing Snow Load Collapse of Large Box Buildings

### THURSDAY

#### 8:00 A.M. – 8:50 A.M.

RG.16 Facilities Management in the Headlines: What Would You Do?

#### 9:00 A.M. – 9:50 A.M.

R1.21 Young Professionals Panel  
R1.39 Achieving Zero Waste: Transitioning from the 3Rs to the 3Cs  
R1.49 Sustainability in the Federal Government

#### 10:00 A.M. – 10:50 A.M.

R2.21 Preparing the Next Wave of Leaders  
R2.39 Improve Risk Management Through Cleaning  
R2.49 Optimizing Preventive Maintenance

#### 2:10 P.M. – 3:00 P.M.

R3.37 NFMT Talks: Leadership  
R3.39 Innovations in Landscape Technology & Chemistry  
R3.45 Making the Move to Centralized Facilities Management (CFM)

#### 3:10 P.M. – 4:00 P.M.

R4.37 NFMT Talks: Maintenance  
R4.43 Fire Alarm/Suppression Systems: Reducing Problems, Lowering Cost

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Source: Independent laboratory nail climb test against 2014 low VOC PB Blaster Penetrating Catalyst Product. WD-40 Specialist Rust Release Penetrant Spray with Blu Torch Technology travels up a nail 2x faster than the competitor. August 2014.

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# Sessions At-A-Glance

## TUESDAY, MARCH 10

### 8:00 A.M. – 8:50 A.M.

#### Room Course Session Title

316 TG.16 FMXcellence: Honoring Top FM Teams

### 9:00 A.M. – 9:50 A.M.

#### Room Course Session Title

318 T1.18 The Art of Competitive Bidding and Negotiations  
 321 T1.21 Building an Effective FM Team in a Networking Centric World  
 324 T1.24 Do We Really Want Intelligent Buildings?  
 327 T1.27 Energy Efficiency in Multi-Tenant Office Buildings  
 330 T1.30 FMX Revisited: Munich Reinsurance America  
 339 T1.39 Zero-Waste: The Path to Lean Process Design for Facility Operations & Maintenance  
 341 T1.41 Uninterruptable Power Supply: Trends and Opportunities  
 343 T1.43 How to Protect Against Workplace Violence  
 345 T1.45 Using Predictive Analytics for Facility Budget Forecasting  
 347 T1.47 Technology for a Global Workforce  
 349 T1.49 COBie: a tutorial for an FM Game-changer, Part A

### 10:00 A.M. – 10:50 A.M.

#### Room Course Session Title

318 T2.18 The Impact of Emerging Technologies on Facilities Management  
 321 T2.21 High Impact Facilities Organizations  
 324 T2.24 Making the Most of Energy Star  
 327 T2.27 An Introduction to OLEDs: The Other Solid-State Lighting Technology  
 339 T2.39 Innovative Green Cleaning Technologies that Save Money  
 341 T2.41 Protecting Your Facility from Power Failure  
 343 T2.43 Implementing NFPA 70E for Arc Flash Safety  
 345 T2.45 What Does 'Sustainable Landscaping' Mean Today?  
 347 T2.47 How to Create Win-Win FM Outsourcing Partnerships by Keeping People Incentivized  
 349 T2.49 COBie: a tutorial for an FM Game-changer Part B

### 11:00 A.M. – 11:50 A.M.

#### Room Course Session Title

318 T3.18 Six Points of Focus for the Building Operator  
 321 T3.21 Survivability of the FM: Utilizing Expertise Instead of Management, Direction and Control  
 324 T3.24 The Real Meaning of Total Cost of Ownership  
 327 T3.27 Five Rules for Speaking with the CEO and CFO  
 337 T3.37 FMX Revisited: Gilbert Public Schools Energy Management Plan  
 339 T3.39 Designing Successful Public Space Recycling Programs  
 341 T3.41 BIM2FM: Capturing Design & Construction Information for Building Operations and Facility Management  
 343 T3.43 ADA Compliance: An Ounce of Prevention is Worth a Pound of Cure

345 T3.45 Strategic FM Outsourcing: It's Not About the Contract  
 347 T3.47 Leveraging Maximo Data for Increasing Labor Utilization

### NOON – 4:00 P.M.

#### EXPO HALL OPEN

### 3:45 P.M.

#### \$1,000 CASH DRAWING - BOOTH #2499

### 4:00 P.M. – 5:00 P.M.

#### OPENING NIGHT NETWORKING PARTY IN THE PRATT STREET LOBBY

## WEDNESDAY, MARCH 11

### 7:45 A.M. – 8:50 A.M.

#### SOLUTIONS EXCHANGE IN THE PRATT STREET LOBBY

### 9:00 A.M. – 9:50 A.M.

#### Room Course Session Title

318 W1.18 Strategic Alignment of Your CMMS  
 321 W1.21 Optimizing HVAC Efficiency: Strategies for Savings  
 324 W1.24 ISO 55000 Changing the Conversation  
 327 W1.27 Why LEDs? Why Now?  
 330 W1.30 Reduce Energy Costs at Your Health Care or Research Facility  
 337 W1.37 Putting the Green into Green Buildings by Focusing on Operations' ROI  
 339 W1.39 Tax Incentives for Facility Improvements  
 341 W1.41 Facility Life Cycle Asset Management  
 343 W1.43 Energy Audits for Existing Buildings: It's like (nearly) free money!  
 345 W1.45 New-Generation Technicians: Recruitment, Training and Retention Strategies  
 347 W1.47 Addressing Moisture in Concrete for Roofing and Flooring Applications  
 349 W1.49 Driving Efficiency: Federal Buildings Personnel Training Act (FBPTA) Program Update

### 10:00 A.M. – 10:50 A.M.

#### Room Course Session Title

321 W2.21 Sustainability and High-Performance Buildings: FM Practitioners Guide  
 324 W2.24 Simplifying Lighting Controls  
 327 W2.27 Energy, Occupant Satisfaction and Your Facilities Budget: Can They Coexist?  
 330 W2.30 Essential Facility Compliance for the New Healthcare Executive  
 337 W2.37 Recognizing Best Practices in Grounds Management  
 339 W2.39 WBDG.org: An Extensive Online Resource for Sustainable Design & Net Zero Buildings  
 341 W2.41 The Data Center Hybrid

- 343 W2.43 The Business Case for Accessibility
- 345 W2.45 Tools to Ensure Meeting BIM Delivery Requirements
- 347 W2.47 LED Lighting: An Automation Armageddon
- 349 W2.49 Federal Buildings Personnel Training Act (FBPTA) Implementation: Three Government Agencies in Action

**11:00 A.M. – 3:00 P.M. EXPO HALL OPEN**

**2:45 P.M. \$1,000 CASH DRAWING - BOOTH #2499**

**3:10 P.M. – 4:00 P.M.**

- | Room | Course | Session Title  |
|------|--------|--|
| 321  | W3.21  | What is a High-Performance Building?   |
| 324  | W3.24  | Big Data for Energy Efficiency: Visualize the Invisible                                  |
| 327  | W3.27  | Real Green Energy Savings  |
| 330  | W3.30  | Five Key Steps in Managing Water Systems To Reduce Legionella Risk                       |
| 337  | W3.37  | ADA for Facilities Operations  |
| 339  | W3.39  | Full-Spectrum Energy Management  |
| 341  | W3.41  | Generator Docking Stations: Backing Up the Back Up Plan                                  |
| 343  | W3.43  | In Emergency Response, Great Plans Are a Smart Thing; Training Is Everything!            |
| 345  | W3.45  | OSHA's Enforcement and Significant Changes in 2015 NFPA 70E                              |
| 347  | W3.47  | (Un)Intelligibility in Workplace Design  |
| 349  | W3.49  | Achieving Tangible Results: How to Build a Talent Management Program Using FBPTA and FMI |

**4:10 P.M. – 5:00 P.M.**

- | Room | Course | Session Title  |
|------|--------|--|
| 337  | W4.37  | Performance Based Contracting for Facility Services  |
| 339  | W4.39  | Technology and Maintenance Planning                  |
| 341  | W4.41  | DCIM Monitoring - Back to Basics                     |
| 343  | W4.43  | GHS: 2 Deadlines Hit in 2015: Are You Ready?         |
| 345  | W4.45  | Preventing Snow Load Collapse of Large Box Buildings |
| 347  | W4.47  | No More Gut Decisions: Business Analytics Made Easy  |

**4:10 P.M. – 6:30 P.M.**

- | Room | Course | Session Title  |
|------|--------|--|
| 316  | W4.16  | Women in Facilities Management 2015 Roundtable and Reception |

## THURSDAY, MARCH 12

**8:00 A.M. – 8:50 A.M.**

- | Room | Course | Session Title  |
|------|--------|--|
| 316  | RG.16  | Facilities Management in the Headlines: What Would You Do? |

**9:00 A.M. – 9:50 A.M.**

- | Room | Course | Session Title  |
|------|--------|--|
| 318  | R1.18  | Rapid Implementation Strategies for Maintenance Software                                 |
| 321  | R1.21  | Young Professionals Panel  |
| 324  | R1.24  | Building a Better Business Case for Your Facilities Master Plan                          |
| 327  | R1.27  | How Building Commissioning Drives Contractor Accountability                              |
| 330  | R1.30  | Lessons Learned from Ebola   |
| 337  | R1.37  | Sustainability Is Not a Four Letter Word   |
| 339  | R1.39  | Achieving Zero Waste: Transitioning from the 3Rs to the 3Cs                              |
| 341  | R1.41  | How Intelligent Building Technology Can Impact Your Business by Reducing Operating Costs |
| 343  | R1.43  | Making Sense of Fire Sprinkler System Inspection, Testing and Maintenance Reports        |
| 345  | R1.45  | Submeters: What, Why, When, and How  |
| 349  | R1.49  | Sustainability in the Federal Government   |

**10:00 A.M. – 10:50 A.M.**

- | Room | Course | Session Title   |
|------|--------|---|
| 318  | R2.18  | What You Really Need to Know about LED Lighting                               |
| 321  | R2.21  | Preparing the Next Wave of Leaders  |
| 324  | R2.24  | 10 Tips to Building a Better Maintenance Team                                 |
| 327  | R2.27  | Energy Efficiency: Taking Advantage of the World's Most Important Fuel        |
| 339  | R2.39  | Improve Risk Management Through Cleaning                                      |
| 341  | R2.41  | Labor & Employment Law Update   |
| 343  | R2.43  | Managing Grounds in Winter Months: Best Practices for Snow and Ice Management |
| 345  | R2.45  | CHP Solutions   |
| 347  | R2.47  | Finding the Value in Building Enclosure Commissioning                         |
| 349  | R2.49  | Optimizing Preventive Maintenance   |

**11:00 A.M. – 2:00 P.M. EXPO HALL OPEN**

**1:45 P.M. \$1,000 CASH DRAWING - BOOTH #2499**

**2:10 P.M. – 3:00 P.M.**

- | Room | Course | Session Title  |
|------|--------|--|
| 324  | R3.24  | Effectively Prioritizing Maintenance Work                  |
| 327  | R3.27  | Optimizing Energy Purchases with Energy Storage            |
| 337  | R3.37  | NFMT Talks: Leadership                                     |
| 339  | R3.39  | Innovations in Landscape Technology & Chemistry            |
| 341  | R3.41  | Understanding Surge Protection Devices                     |
| 345  | R3.45  | Making the Move to Centralized Facilities Management (CFM) |

**3:10 P.M. – 4:00 P.M.**

- | Room | Course | Session Title                                   |
|------|--------|---|
| 337  | R4.37  | NFMT Talks: Maintenance                         |
| 339  | R4.39  | Maintenance Planning and Scheduling Made Simple |
| 341  | R4.41  | 20 Low Cost/No Cost Ways to Save Energy         |
| 343  | R4.43  | Fire Alarm/Suppression Systems                  |

# Tracks At-A-Glance

## CRITICAL FACILITIES SESSIONS

| Room | Course | Session Title   |
|------|--------|---|
| 341  | T1.41  | Uninterruptable Power Supply: Trends and Opportunities  |
| 341  | T2.41  | Protecting Your Facility from Power Failure             |
| 341  | W2.41  | The Data Center Hybrid                                  |
| 341  | W3.41  | Generator Docking Stations: Backing Up the Back Up Plan |
| 341  | W4.41  | DCIM Monitoring - Back to Basics                        |

## ENERGY SESSIONS

| Room | Course | Session Title   |
|------|--------|---|
| 327  | T1.27  | Energy Efficiency in Multi-Tenant Office Buildings                          |
| 324  | T2.24  | Making the Most of Energy Star  |
| 327  | T2.27  | An Introduction to OLEDs: The Other Solid-State Lighting Technology         |
| 318  | T3.18  | Six Points of Focus for the Building Operator                               |
| 327  | T3.27  | Five Rules for Speaking with the CEO and CFO                                |
| 337  | T3.37  | FMX Revisited: Gilbert Public Schools Energy Management Plan                |
| 321  | W1.21  | Optimizing HVAC Efficiency: Strategies for Savings                          |
| 327  | W1.27  | Why LEDs? Why Now?  |
| 339  | W1.39  | Tax Incentives for Facility Improvements                                    |
| 343  | W1.43  | Energy Audits for Existing Buildings: It's like (nearly) free money!        |
| 327  | W2.27  | Energy, Occupant Satisfaction and Your Facilities Budget: Can They Coexist? |
| 321  | W2.21  | Sustainability and High-Performance Buildings: FM Practitioners Guide       |
| 321  | W3.21  | What is a High-Performance Building?  |
| 324  | W3.24  | Big Data for Energy Efficiency: Visualize the Invisible                     |
| 339  | W3.39  | Full-Spectrum Energy Management   |
| 327  | R1.27  | How Building Commissioning Drives Contractor Accountability                 |
| 345  | R1.45  | Submeters: What, Why, When, and How   |
| 327  | R2.27  | Energy Efficiency: Taking Advantage of the World's Most Important Fuel      |
| 327  | R3.27  | Optimizing Energy Purchases with Energy Storage                             |

## GREENING AN EXISTING BUILDING SESSIONS

| Room | Course | Session Title   |
|------|--------|---|
| 327  | T3.27  | Five Rules for Speaking with the CEO and CFO                          |
| 337  | T3.37  | FMX Revisited: Gilbert Public Schools Energy Management Plan          |
| 321  | W1.21  | Optimizing HVAC Efficiency: Strategies for Savings                    |
| 330  | W1.30  | Reduce Energy Costs at Your Health Care or Research Facility          |
| 337  | W1.37  | Putting the Green into Green Buildings by Focusing on Operations' ROI |
| 321  | W2.21  | Sustainability and High-Performance Buildings: FM Practitioners Guide |
| 321  | W3.21  | What is a High-Performance Building?                                  |
| 345  | R1.45  | Submeters: What, Why, When, and How                                   |
| 349  | R1.49  | Sustainability in the Federal Government                              |

## HEALTHCARE FACILITIES TODAY SESSIONS

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| Room | Course | Session Title  |
|------|--------|--|
| 330  | W1.30  | Reduce Energy Costs at Your Health Care or Research Facility       |
| 330  | W2.30  | Essential Facility Compliance for the New Healthcare Executive     |
| 343  | W3.30  | Five Key Steps in Managing Water Systems To Reduce Legionella Risk |
| 330  | R1.30  | Lessons Learned from Ebola   |

## LEADERSHIP AND CAREER ADVANCEMENT SESSIONS

| Room | Course | Session Title   |
|------|--------|---|
| 316  | TG.16  | FMXcellence: Honoring Top FM Teams  |
| 321  | T1.21  | Building an Effective FM Team in a Networking Centric World                               |
| 321  | T2.21  | High Impact Facilities Organizations  |
| 321  | T3.21  | Survivability of the FM: Utilizing Expertise Instead of Management, Direction and Control |
| 316  | W4.16  | Women in Facilities Management 2015 Roundtable  |
| 321  | R1.21  | Young Professionals Panel   |
| 321  | R2.21  | Preparing the Next Wave of Leaders  |

## MAINTENANCE AND OPERATIONS SESSIONS

| Room | Course | Session Title   |
|------|--------|---|
| 339  | T1.39  | Zero-Waste: The Path to Lean Process Design for Facility Operations & Maintenance |
| 345  | T1.45  | Using Predictive Analytics for Facility Budget Forecasting                        |
| 345  | T2.45  | What Does 'Sustainable Landscaping' Mean Today?                                   |
| 347  | T2.47  | How to Create Win-Win FM Outsourcing Partnerships by Keeping People Incentivized  |
| 318  | W1.18  | Strategic Alignment of Your CMMS  |
| 341  | W1.41  | Facility Life Cycle Asset Management  |
| 345  | W1.45  | New-Generation Technicians: Recruitment, Training and Retention Strategies        |
| 337  | W2.37  | Recognizing Best Practices in Grounds Management                                  |
| 330  | W3.30  | Five Key Steps in Managing Water Systems To Reduce Legionella Risk                |
| 337  | W3.37  | ADA for Facilities Operations   |
| 345  | W4.45  | Preventing Snow Load Collapse of Large Box Buildings                              |
| 318  | R1.18  | Rapid Implementation Strategies for Maintenance Software                          |
| 324  | R2.24  | 10 Tips to Building a Better Maintenance Team                                     |
| 343  | R2.43  | Managing Grounds in Winter Months: Best Practices for Snow and Ice Management     |
| 345  | R2.45  | CHP Solutions   |
| 347  | R2.47  | Finding the Value in Building Enclosure Commissioning                             |
| 349  | R2.49  | Optimizing Preventive Maintenance   |
| 324  | R3.24  | Effectively Prioritizing Maintenance Work   |
| 337  | R3.37  | NFMT Talks: Leadership  |

- 337 R4.37 NFMT Talks: Maintenance
- 339 R4.39 Maintenance Planning and Scheduling Made Simple

## MANAGEMENT STRATEGIES SESSIONS

- | Room | Course | Session Title   |
|------|--------|---|
| 318  | T1.18  | The Art of Competitive Bidding and Negotiations                 |
| 330  | T1.30  | FMX Revisited: Munich Reinsurance America                       |
| 345  | T3.45  | Strategic FM Outsourcing: It's Not About the Contract           |
| 347  | W3.47  | (Un)Intelligibility in Workplace Design                         |
| 316  | RG.16  | Facilities Management in the Headlines: What Would You Do?      |
| 324  | R1.24  | Building a Better Business Case for Your Facilities Master Plan |
| 341  | R2.41  | Labor & Employment Law Update                                   |
| 337  | R4.37  | NFMT Talks: Maintenance   |

## PUBLIC SECTOR TRENDS SESSIONS

- | Room | Course | Session Title  |
|------|--------|--|
| 349  | T1.49  | COBie: a tutorial for an FM Game-changer, Part A   |
| 349  | T2.49  | COBie: a tutorial for an FM Game-changer Part B  |
| 349  | W1.49  | Driving Efficiency: Federal Buildings Personnel Training Act (FBPTA) Program Update                  |
| 349  | W2.49  | Federal Buildings Personnel Training Act (FBPTA) Implementation: Three Government Agencies in Action |
| 349  | W3.49  | Achieving Tangible Results: How to Build a Talent Management Program Using FBPTA and FMI             |
| 349  | R1.49  | Sustainability in the Federal Government   |

## SAFETY AND SECURITY SESSIONS

- | Room | Course | Session Title   |
|------|--------|---|
| 343  | T1.43  | How to Protect Against Workplace Violence   |
| 343  | T2.43  | Implementing NFPA 70E for Arc Flash Safety  |
| 343  | T3.43  | ADA Compliance: An Ounce of Prevention is Worth a Pound of Cure                   |
| 343  | W2.43  | The Business Case for Accessibility   |
| 321  | W2.21  | Sustainability and High-Performance Buildings: FM Practitioners Guide             |
| 343  | W3.43  | In Emergency Response, Great Plans Are a Smart Thing; Training Is Everything!     |
| 345  | W3.45  | OSHA's Enforcement and Significant Changes in 2015 NFPA 70E                       |
| 343  | W4.43  | GHS: 2 Deadlines Hit in 2015: Are You Ready?                                      |
| 343  | R1.43  | Making Sense of Fire Sprinkler System Inspection, Testing and Maintenance Reports |
| 343  | R2.43  | Managing Grounds in Winter Months: Best Practices for Snow and Ice Management     |
| 343  | R4.43  | Fire Alarm/Suppression Systems: Reducing Problems, Lowering Cost                  |

## SUSTAINABILITY SESSIONS

- | Room | Course | Session Title  |
|------|--------|--|
| 339  | T2.39  | Innovative Green Cleaning Technologies that Save Money |
| 339  | T3.39  | Designing Successful Public Space Recycling Programs   |

- 339 W2.39 WBDG.org: An Extensive Online Resource for Sustainable Design & Net Zero Buildings
- 327 W3.27 Real Green Energy Savings
- 337 W4.37 Performance Based Contracting for Facility Services
- 337 R1.37 Sustainability Is Not a Four Letter Word
- 339 R1.39 Achieving Zero Waste: Transitioning from the 3Rs to the 3Cs
- 339 R2.39 Improve Risk Management Through Cleaning
- 339 R3.39 Innovations in Landscape Technology & Chemistry

## SYSTEMS SESSIONS

- | Room | Course | Session Title                               |
|------|--------|---|
| 330  | T1.30  | FMX Revisited: Munich Reinsurance America   |
| 324  | T3.24  | The Real Meaning of Total Cost of Ownership |
| 324  | W1.24  | ISO 55000 Changing the Conversation         |
| 324  | W2.24  | Simplifying Lighting Controls               |

## TECHNOLOGY SESSIONS

- | Room | Course | Session Title   |
|------|--------|---|
| 324  | T1.24  | Do We Really Want Intelligent Buildings?  |
| 347  | T1.47  | Technology for a Global Workforce   |
| 349  | T1.49  | COBie: a tutorial for an FM Game-changer, Part A  |
| 318  | T2.18  | The Impact of Emerging Technologies on Facilities Management  |
| 349  | T2.49  | COBie: a tutorial for an FM Game-changer Part B   |
| 341  | T3.41  | BIM2FM: Capturing Design & Construction Information for Building Operations and Facility Management |
| 347  | T3.47  | Leveraging Maximo Data for Increasing Labor Utilization   |
| 347  | W1.47  | Addressing Moisture in Concrete for Roofing and Flooring Applications                               |
| 345  | W2.45  | Tools to Ensure Meeting BIM Delivery Requirements   |
| 347  | W2.47  | LED Lighting: An Automation Armageddon  |
| 339  | W4.39  | Technology and Maintenance Planning   |
| 347  | W4.47  | No More Gut Decisions: Business Analytics Made Easy   |
| 341  | R1.41  | How Intelligent Building Technology Can Impact Your Business by Reducing Operating Costs            |
| 318  | R2.18  | What You Really Need to Know about LED Lighting   |
| 341  | R3.41  | Understanding Surge Protection Devices  |
| 345  | R3.45  | Making the Move to Centralized Facilities Management (CFM)  |

## THROWBACK THURSDAY SESSIONS

- | Room | Course | Session Title  |
|------|--------|--|
| 324  | R1.24  | Building a Better Business Case for Your Facilities Master Plan  |
| 324  | R2.24  | 10 Tips to Building a Better Maintenance Team                    |
| 324  | R3.24  | Effectively Prioritizing Maintenance Work                        |
| 343  | R4.43  | Fire Alarm/Suppression Systems: Reducing Problems, Lowering Cost |

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- Self-report to the appropriate professional organization using your NFMT CEU transcript

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NFMT Booth 2129

Tuesday

# Conference Sessions

## Tuesday

### 9:00-9:50 am

Management Strategies

**T1.18 • Room: 318**

#### The Art of Competitive Bidding and Negotiations

*Presenter(s): Nick O'Hare, Client Relations Specialist, StructureTec*

This session will cover best practices in obtaining the most competitive pricing for your projects without sacrificing quality, a component that purchasing agents often overlook. The single most important component in this process is a properly prepared set of specifications. This program highlights why specifications are important and, more importantly, what to look for to ensure that the documents provide the best possible pricing and quality outcome for the project. We will also cover important steps for a successful bid process.

LEARNING OBJECTIVES:

1. Understand the difference between getting quotes and a competitive bid process
2. Define the four main specification writing formats
3. Discuss how to prepare a project manual
4. Strategies for the competitive bid process

AUDIENCE INTERMEDIATE CEU: 0.1

Leadership and Career Advancement

**T1.21 • Room: 321**

#### Building an Effective FM Team in a Networking Centric World

*Presenter(s): Stormy Friday, MPA, Hon. FMA, IFMA Fellow, President, The Friday Group*

No longer can FM managers count on the talent within their organization staying as long as it used to. Instead of making a career out

of one FM organization, employees now anticipate making job changes as often as they change their cell phones! This workplace environment makes it difficult for FM Managers to establish a talent management strategy and build a team that is consistent and long lasting.

The realities of managing great and talented people are different, so understanding the new culture and expectations of the FM workforce are key to the success of building an effective FM team. This session identifies how the networked generation is different and provides guidance for FM managers on how to harness talent and make it work for the good of the FM organization. This session focuses on how managers and other FM professionals can maximize being connected and channel the energy to strengthen their FM organization.

LEARNING OBJECTIVES:

1. Analyze the networked FM organization culture for strengths and challenges
2. Identify how to become a successful leader in the networked workplace environment
3. Utilize the networked generation's talent to fullest potential within the organization
4. Establish a succession plan for a workforce with limited job commitment

AUDIENCE ADVANCED CEU: 0.1

Technology

**T1.24 • Room: 324**

#### Do We Really Want Intelligent Buildings?

*Presenter(s): Ben Dorsey, Vice President, Continental Industries, Inc. Chris Hollinger, Senior Product Manager, Integrated Systems, Siemens Building Technologies, Inc.*

This session will discuss two important parts of building automation. Part one: "Oh, No! It's ALIVE!" will explore the world of building intelligence and discuss the elements that are essential to achieving smart buildings. A case study will be cited. In the second part of the presentation: "Your Connected Facility," we will amplify our definition with connected building concepts and

## TUESDAY 8:00 - 8:50 AM

 Leadership and Career Advancement

### TG.16 • Room: 316 FMXcellence: Honoring Top FM Teams

Presenter(s):

*Elizabeth Turnbull Henry, Senior Manager for Energy & Environment, greenENERGY Fund, adidas Group - Corporate Real Estate*  
*Herbert Sinnock, CET, CEM, CMVP, LEED GA, Manager, Sustainable Energy Systems, Office for Sustainability, Sheridan Institute of Technology & Advanced Learning*  
*Jenna Elmer, SPHR, Assistant Director of Human Resources for Facilities Management, University of Arizona*  
*Bob Cowan, Director of Facilities, Fred Hutchinson Cancer Research Center*  
 Moderator *Edward Sullivan, Editor, Building Operating Management Magazine*

Over the past five years *Building Operating Management's* FMXcellence Recognition program has highlighted in-house facilities management teams that are making significant impacts on their organizations. This year we once again feature four impressive initiatives: adidas' greenEnergy Fund, Fred Hutchinson Cancer Research Centers' successful lean staffing program, Sheridan College of Technology and Advance Learning's strategic energy plan and University of Arizona Facilities Management's apprenticeship program. Hear first-hand from representatives of these organizations as they discuss the details of these inspiring programs.

LEARNING OBJECTIVES:

1. Clarify adidas' greenEnergy Fund
2. Review how Fred Hutchinson Cancer Research Center successfully adapted a lean staffing program
3. Observe the Sheridan College of Technology and Advance Learning strategic energy plan
4. Analyze the UAFM's apprenticeship program

AUDIENCE: BEGINNER CEU: 0.1

Tuesday

review implementation practices such as smart grid connectivity.

**LEARNING OBJECTIVES:**

1. Cite major contributing elements to building intelligence
2. Express one or more key benefits and enabling features of the connected building
3. Translate lessons learned from projects implementing advanced building intelligence and connected buildings practices

AUDIENCE INTERMEDIATE CEU: 0.1

Energy

**T1.27 • Room: 327**

**Energy Efficiency in Multi-Tenant Office Buildings**

*Presenter(s): David Herman, PE, LEED AP, Principal, EnerG Associates, LLC*

Multi-tenant office buildings present a tremendous opportunity for improving energy efficiency. Unlike owner-occupied buildings, managers and owners of multi-tenant office buildings encounter both perceived and real barriers that often prevent the implementation of energy efficiency measures throughout the entire property. Greater energy efficiency improves cash flow for building owners, increases asset value, reduces tenant turnover and makes available space more attractive. Case studies from multi-tenant office buildings will be presented as well as an overview of the ENERGY STAR score as a tool to understand a building's energy performance.

**LEARNING OBJECTIVES:**

1. List the principal sources and uses of energy in existing multi-tenant office buildings
2. Identify energy-savings opportunities in existing multi-tenant buildings
3. Understand the potential for savings through cost-effective building upgrades
4. Recognize the value of the ENERGY STAR score as a tool to understand a building's energy performance

AUDIENCE INTERMEDIATE CEU: 0.1

Management Strategies

**T1.37 • Room: 337**

**FMX Revisited: Munich Reinsurance America**

*Presenter(s):*

The presentation will cover the strategies used as part of the Sustainability program at Munich Reinsurance America, Inc. that have the company on track to permanently cut energy use and costs by 80 percent by 2016. This presentation will be an advanced level, interactive discussion with the facts, figures, details, and lessons learned of different technologies, funding strategies, and paybacks. Munich Reinsurance America, Inc. started its sustainability program in 2006, with site improvements at its 28 year old 400,000 square foot corporate headquarters in Princeton, NJ. Since the program started, the changes to the site project have an Internal rate of Return of over 20 percent, and a positive impact on the 1,000 person company's Income Statement averaging close to a million dollars per year. The presentation demonstrates value through the Simple ROI, Internal Rate of Return, Impact on Income Statement, and use of savings to fund future projects based on the actual costs and savings of the technologies and strategies used and offers suggestions (based on its experience) on how to potentially get through roadblocks for funding and culture change. The team was an honoree in the 2012 FMXcellence Recognition Program and in the 2014 Facility Maintenance Decisions Achievement Awards.

**LEARNING OBJECTIVES:**

1. Review a non product-specific explanation of projects, costs, and results from a portfolio of over 40 different sustainability projects
2. Understand funding strategies used (including ROI, use of "first to pay next", bundling, capital vs. expense cost appetites, Energy Policy Act credits, and mining for Prescriptive and Performance rebates)
3. Hear lessons learned: including using product research (mockups, site visits, peer information sharing, etc), ergonomics, and culture change to push projects

AUDIENCE INTERMEDIATE CEU: 0.1

Maintenance and Operations

**T1.39 • Room: 339**

**Zero-Waste: The Path to Lean Process Design for Facility Operations & Maintenance**

*Presenter(s): Martin C. P. McElroy, CFM, Principal, MartinCompany Management Consultants, Inc.*

In quality management circles, process design organizes inputs, operations and outputs for repetitive tasks. Think Six-Sigma. Famously, facility O&M focuses on non-repetitive work unless we can target opportunities to structure continuous improvement. Can we better define, document, continuously improve and enforce standards for the way we do things here? The Zero-Waste process model distills maintenance process improvement in major manufacturing, commercial and institutional facilities. Zero-Waste processes encompass safety, work scopes and standards, supervision, service contract management, material & equipment, information systems, training, finance & administration and customer relations. This how-to presentation enables participants to start or accelerate their lean journey.

**LEARNING OBJECTIVES:**

1. Describe core concepts and benefits of lean process design
2. Present case examples of lean work processes to increase operational reliability, extend asset life, and raise customer satisfaction and reduce costs
3. Illustrate methods and formats for process design development and discuss process implementation opportunities and pitfalls
4. Pinpoint metrics for the paybacks and value of lean processes

AUDIENCE INTERMEDIATE CEU: 0.1

Critical Facilities

**T1.41 • Room: 341**

**Uninterruptable Power Supply: Trends and Opportunities**

*Presenter(s): Rajan Battish, PE, ATD, LEED AP, Vice President, RTKL*  
This session introduces the basics of Uninterruptible Power Supply (UPS) and discusses application in small and large data centers. The major components of the UPS systems will be discussed including type and basic operations. The presentation will focus on standard sizes, topologies and operational features. Mr. Battish will present typical failures and risks in application of the UPS system for data centers and how to mitigate risk.

**LEARNING OBJECTIVES:**

1. Understand topology of Large UPS systems available on the market
2. Review current UPS technology trends
3. Understand UPS limitations in protection critical load
4. Discuss the benefits and drawbacks of transformerless and transformer-based UPS topologies

AUDIENCE INTERMEDIATE CEU: 0.1

## Tuesday

## Safety and Security

**T1.43 • Room: 343****How to Protect Against Workplace Violence**

*Presenter(s): Sean Ahrens, CPP, CSC, Global Practice Leader for Security Consulting and Design Services., Aon Global Risk Consulting Robert Lang, Professional Project Manager, Special Projects, Delta Moderator: Ronald Kovach, Managing Editor, Building Operating Management Magazine*

Like it or not, workplace violence, especially of the “active shooter” variety, has become a growing issue in emergency preparedness. Two security specialists, Robert Lang and Sean Ahrens, will address the topic and sharpen your knowledge of the issues. How can facility managers be proactive on workplace violence issues? What actionable items and potential vulnerabilities can they talk through ahead of time? The audience is encouraged to bring questions and concerns to the session.

## LEARNING OBJECTIVES:

1. Define what is workplace violence
2. Discuss how you can be proactive on workplace violence issues
3. Identify potential vulnerabilities to facilities

AUDIENCE INTERMEDIATE CEU: 0.1

## Maintenance and Operations

**T1.45 • Room: 345****Using Predictive Analytics for Facility Budget Forecasting**

*Presenter(s): Gopal Narayan, Assistant Director for Data Analytics, R&K Solutions Inc.*

The US Department of Defense owns a large, diverse facility portfolio and has a rigorous methodology to develop facility maintenance budgets. This session explores a case study that demonstrates the effects of facility maintenance funding on different types of facilities within this portfolio, and how predictive analytics techniques can mitigate the effect of low-quality data in budget formulation without the need for expensive data collection. The lessons learned from this study will help facility portfolio owners to balance the risk of large and unexpected facility-related expenses with the cost of a well-funded preventive/corrective maintenance program.

## LEARNING OBJECTIVES:

1. Understand the basics of facility budget formulation and forecasting
2. Identify common problems with budget forecasting techniques
3. Become familiar with state-of-the-art analytics-based methods for facility budget forecasting
4. Leverage lessons learned in using analytics techniques to create a defensible budget for by a large federal asset portfolio owner

AUDIENCE INTERMEDIATE CEU: 0.1

## Technology

**T1.47 • Room: 347****Technology for a Global Workforce**

*Presenter(s): Paul Head, II, Senior Manager, Ernst & Young Construction & Real Estate Advisory Services*

The world is more connected than ever. Companies are leveraging talent globally to effectively collaborate, compete and succeed. The CREIFM organization is a key change agent for that success, leveraging technology to empower the global workforce. This case study addresses one specific customer, but the principles will apply to any successful deployment.

## LEARNING OBJECTIVES:

1. Explain requirements alignment
2. Define standards development

3. Identify preparation, execution, repetition

4. Measure change management

AUDIENCE ADVANCED CEU: 0.1

## Technology, Public Sector Trends

**T1.49 • Room: 349****COBie: A tutorial for an FM Game-changer, Part A**

*Presenter(s): Kerry Joels, Government Affairs, TMA Systems Kimon Onuma, President and Founder, Onuma Systems Igor Starkov, President, EcoDomus Michael Tardif, Senior Partner, Building Life Cycle Information Group Doug Wood, Architect and Strategist, IBM*

The Construction Operation Building information exchange (COBie) is a standard format to collect and exchange building information through the different stages of the project; this is from design to operation. The presentation will provide an overview of COBie, which is part of the National BIM Standard-US, and available tools to enhance the users understanding and start their implementation. Using COBie as a tool to get new construction data quickly into your CMMS, CAFM, or IWMS system can save time and money. COBie gets the maintenance team up and running more quickly in a new structure, and can be used over the lifetime of the structure to save time and cost. The presentation will discuss Life Cycle Issues and address how COBie can be an effective tool over the entire life cycle of a building, and lead to more effective Facility Management. The presentation will look at how COBie and BIM will fundamentally change the value of facilities management to the host organizations. Information exchanges like COBie will involve the facilities manager from the beginning of a design process through the building life cycle.

## LEARNING OBJECTIVES:

1. Gain a basic understanding of COBie
2. Learn how to start implementing and taking advantage of COBie as facility managers
3. Understand the current and future state of COBie with regards to Facility Operation and Maintenance

AUDIENCE INTERMEDIATE CEU: 0.1

10:00-10:50 am

## Technology

**T2.18 • Room: 318****The Impact of Emerging Technologies on Facilities Management**

*Presenter(s): Damon Hernandez, Lead Tech, the digit group, inc.* Information Communications Technology (ICT) has become the 5th utility in facilities. Today, facilities managers must make decisions that affect how work gets done, how technology tools are creating the ICT environment, and how technology can be leveraged to manage Smart Buildings and Smart Cities. Join us to explore the technology forces that are driving change in the facilities management profession. Global and local market conditions, process redesign, and technology innovations are redefining the value of facilities management. Real world examples will be presented regarding projects, tools, and suggested next steps from Silicon Valley, Europe, China, Singapore, and the Middle East.

## LEARNING OBJECTIVES:

1. Construct a solution framework to address the holistic opportunities of an interconnected world as a best practice for your organization

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## Tuesday

2. Identify emerging technologies, standards and processes for your organization
3. Understand the effects of culture and technology on your work processes and workplace
4. Implement tools and services that provide measured success

AUDIENCE ADVANCED CEU: 0.1

Leadership and Career Advancement

### T2.21 • Room: 321

#### High-Impact Facilities Organizations

*Presenter(s): Robin Camarote, Founder and CEO, Craft and Atlas LLC  
Tim Harvey, Retired Division Chief, National Park Service, Park Facility Management Division*

Organizational impact is highly sought-after but difficult to plan for and even more difficult to measure. Many facilities operations and maintenance metrics rely on data that is important to facilities managers, (percent of work completed, utility usage rates, building condition ratios, etc.) but lacks meaning to others outside of the division. With this gap in mind, this discussion turns traditional facilities metrics on their side to look at organizational performance from the vantage point of the stakeholders. To start, we will take a brief look at today's common metrics. This will demonstrate the disconnect between what we rely upon internally to run an effective facilities operation and what our clients, tenants, visitors, students, and others view as necessary to have the best possible experience working or living in these assets. We'll explore the concept of asset/facility stewardship which includes an expanded view of the role and responsibilities of today's facilities managers while reviewing techniques to begin the challenging task of baselining and measuring impact.

LEARNING OBJECTIVES:

1. Review organizational impact
2. Understand performance measurement
3. Identify how to increase stakeholder engagement
4. Create a plan for strategic communications

AUDIENCE INTERMEDIATE CEU: 0.1

Energy

### T2.24 • Room: 324

#### Making the Most of Energy Star

*Presenter(s): Jean Lupinacci, Chief, Energy Star Commercial and Industrial Branch, U.S. Environmental Protection Agency*

If your concept of EPA's ENERGY STAR program starts and ends with Portfolio Manager, it's time to take another look at everything else the program has to offer busy facility managers. Partner feedback over 20 years has allowed the program to shape a suite of tools that are practical, easy-to-use, and have a track record of success. In this presentation, Jean Lupinacci, the chief of the ENERGY STAR program for Commercial Buildings and Industrial Plants, will lead the audience through the many off-the-shelf resources available to facility managers today.

LEARNING OBJECTIVES:

1. Discuss resource to ensure your energy management program is successful and sustainable
2. Specify tools to help get management support and buy-in
3. Review financial calculators
4. Understand EPA recognition...beyond ENERGY STAR certification
5. Name resources to engage employees and tenants

AUDIENCE INTERMEDIATE CEU: 0.1

Energy

### T2.27 • Room: 327

#### An Introduction to OLEDs: The Other Solid-State Lighting Technology

*Presenter(s): John Curran, President, LED Transformations, LLC*  
LEDs are the main topic of conversation when it comes to lighting. However, there is another solid-state lighting family member that is starting to attract attention. Organic Light Emitting Diodes, or OLEDs, are beginning to move from high priced novelty products to more mainstream illumination solutions. OLEDs offer new and exciting capabilities where the light becomes the luminaire. In this presentation, Dr. Curran will provide an introduction for those unfamiliar with the technology. Included will be a comparison of LEDs, highlighting the advantages and disadvantages that OLEDs offer, as well as what the future holds for this unique technology.

LEARNING OBJECTIVES:

1. Learn how OLEDs function and the fundamental differences between OLED and LED technology
2. Compare the performance between LEDs and OLED will be presented allowing attendees to plan where OLEDs could be an appropriate choice for future facilities projects
3. Understand how OLED's unique properties can change the design of facilities in terms of lighting
4. Review the aesthetic characteristics of OLEDs will be discussed so that facilities managers can understand the appeal of the technology to architects and lighting designers

AUDIENCE BEGINNER CEU: 0.1

Sustainability

### T2.39 • Room: 339

#### Innovative Green Cleaning Technologies that Save Money

*Presenter(s): Stephen P. Ashkin, President, The Ashkin Group, LLC*  
Over the past 10+ years, Green Cleaning has gone from niche to mainstream resulting in increased demand in almost every product category, which in turn has resulted in important innovations. Beyond the innovations such as devices that turn water into an effective cleaning solution; paper made with agricultural waste and rapidly renewable fibers; plastic can liners with 70 percent post-consumer recycled content; laundry and ware washing operations that reduce chemicals, energy and water; backpack vacuums with powerful new battery technologies; are just some of the examples of innovative new cleaning technologies. This session will focus on innovative Green Cleaning technologies that are easy to implement and that can save you money.

LEARNING OBJECTIVES:

1. Indicate which product categories are experiencing growth in the use of new green cleaning technologies
2. Identify specific types of green cleaning products and discuss their usability
3. Verify ways to implement green cleaning technologies and discuss their impact on a facility's budget

AUDIENCE INTERMEDIATE CEU: 0.1



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## Tuesday

## Critical Facilities

**T2.41 • Room: 341****Protecting Your Facility from Power Failure**

*Presenter(s): Michael Pope, Director of Education, EGSA*

This session will provide an overview of the reasons for the increasing rate of utility power failures and the challenges facing facilities during power failures. Loss of electrical power has many implications: closing a facility for the duration, security issues, lost production, loss of perishable good, physical discomfort, etc. Many facilities are protected from costly power failures by emergency or back-up generator sets. The Electrical Generating Systems Association (EGSA) will present important information to facility managers that have invested in, or that are considering investing in an emergency generator set.

## LEARNING OBJECTIVES:

1. Understand reasons for the increasing incidents of utility power failures
2. Review the selection of emergency generator sets
3. Learn some important considerations regarding a generator set installation
4. Understand how EGSA's educational programs can be a valuable resource for facility managers

AUDIENCE INTERMEDIATE CEU: 0.1

## Safety and Security

**T2.43 • Room: 343****Implementing NFPA 70E for Arc Flash Safety**

*Presenter(s): Daryn Lewellyn, Founder, Lewellyn Technology*

The practical application of NFPA 70E to real-world electrical safety programs and OSHA compliance can be confusing and at times overwhelming. In this intermediate-level presentation, Lewellyn Technology Founder, Daryn Lewellyn, equips attendees with the knowledge and perspective needed to implement this standard for electrical safety in the workplace. Changes found in the 2015 edition of NFPA 70E will be covered as well.

## LEARNING OBJECTIVES:

1. Learn what changes in the NFPA 70E 2015 edition
2. Review how OSHA and NFPA 70E work together
3. Learn the changes that follow NFPA 70E implementation
4. Discuss the steps to completing an Arc Flash Hazard Analysis

AUDIENCE INTERMEDIATE CEU: 0.1

## Maintenance and Operations

**T2.45 • Room: 345****What Does 'Sustainable Landscaping' Mean Today?**

*Presenter(s): Diana Bramble, Supervisory Horticulturist, National Park Service*

*John Burns, Manager of Landscape Services, University of Texas at Austin*

*Joe Jackson, Program Facilitator, Professional Grounds Management Society (PGMS)*

*Moderator: Dave Lubach, Associate Editor, Facility Maintenance Decisions Magazine*

A decade ago, most grounds managers had at least heard the phrase "sustainable landscapes," but many did not fully understand the practices and components that are involved in making landscapes more environmentally friendly. Since then, most managers have incorporated elements of sustainable landscaping – including water conservation and the use of native plants and integrated pest management – into their operations. So where is sustainable landscaping now, and where

is it headed? In this session, panelists will discuss their roles in creating successful, attractive and sustainable landscapes in their facilities and they will offer suggestions attendees can take back to their landscapes and facilities to maximize sustainability.

## LEARNING OBJECTIVES:

1. Understand managers' roles and responsibilities in developing, installing and managing sustainable landscapes
2. Stay abreast of advances in key components practices of sustainable landscapes, including water conservation, integrated pest management, erosion control, and equipment specification
3. Incorporate technology advances into sustainable landscapes, including irrigation controls and turf-care equipment
4. Understand resources and tools managers can use to maximize their efforts to create sustainable landscapes

AUDIENCE INTERMEDIATE CEU: 0.1

## Maintenance and Operations

**T2.47 • Room: 347****How to Create Win-Win FM Outsourcing Partnerships by Keeping People Incentivized**

*Presenter(s): J Glasgow, Vice President, DTZ*

*John Wichman, Director, DTZ*

Are your Key Performance Indicators (KPIs) structured to Keep People Incentivized? The success of an FM outsourcing relationship depends on how well service professionals meet or exceed client expectations. Discover how to align performance goals and what it takes to succeed when adapting to change. In this session, learn how to develop KPIs and measure performance on qualitative as well as quantitative criteria to ensure that all parties succeed together.

## LEARNING OBJECTIVES:

1. Analyze how to develop a successful performance model
2. Specify how to align multiple service providers to optimize performance
3. State methods to measure performance to ensure success
4. Understand how to recalibrate KPIs productively in a timely manner

AUDIENCE INTERMEDIATE CEU: 0.1

## Public Sector Trends, Technology

**T2.49 • Room: 349****COBie: A tutorial for an FM Game-changer Part B**

*Presenter(s): Kimon Onuma, President and Founder, Onuma Systems*

*Igor Starkov, President, EcoDomus*

*Michael Tardif, Senior Partner, Building Life Cycle Information Group*

*Doug Wood, Architect and Strategist, IBM*

*Kerry Joels, Government Affairs, TMA Systems*

This second session will continue with tools and demonstrations of how COBie is used, including case studies from different CMMS vendors that have proven their ability to integrate COBie into their software and successfully use it in a real project.

## LEARNING OBJECTIVES:

1. Learn how building information can be used at the operation and maintenance stage
2. Gain understanding on the implementation of COBie through the showcase of case study projects
3. Gain insight from different software vendors who have integrated COBie into their software

AUDIENCE INTERMEDIATE CEU: 0.1

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Tuesday

11:00-11:50 am

Energy

**T3.18 • Room: 318****Six Points of Focus for the Building Operator**

*Presenter(s): John Manz, Director, National Sustainable Structures Center, Pennsylvania College of Technology  
John Wilson, Instructional Specialist, National Sustainable Structures Center, Pennsylvania College of Technology*

The presentation offers a snapshot view of energy efficient building operation and maintenance practices, energy management, sustainability, water efficiency, general and electrical safety, as well as building performance measures.

LEARNING OBJECTIVES:

1. Identify and prioritize conservation opportunities as well as opportunities for improving operation and maintenance procedures
2. Describe the building operators role in achieving and sustaining energy-efficient building operation
3. Interpret basic control drawings and sequence of operations to understand HVAC building control strategies and applications
4. Describe how energy efficient lighting strategies are implemented as well as O&M procedures for lighting systems in typical commercial spaces

AUDIENCE INTERMEDIATE CEU: 0.1

Leadership and Career Advancement

**T3.21 • Room: 321****Survivability of the FM: Utilizing Expertise Instead of Management, Direction and Control**

*Presenter(s): Dean Kashiwagi, PhD, P.E., Professor and Director of the Performance Based Studies Research Group, Arizona State University*

The best value delivery system allows the FM — who is totally comfortable with hiring expert vendors and not using management, direction and control (MDC) with contracts — to replace MDC with the utilization of expertise. In the best value system, the FMs identify experts and ensure that the best value vendor, who is selected, is successful in increasing the value to the FM. The presentation will describe how a FM can guarantee the success of the best value vendor even though their procurement staff is not an expert in the service being delivered. The presentation will use an actual case study of how other FMs used best value on services and construction.

LEARNING OBJECTIVES:

1. Clarify strategies to minimize costs and risks
2. Examine how to use performance measurements
3. Specify how to bring value to your facility
4. Analyze leadership approach

AUDIENCE INTERMEDIATE CEU: 0.1

Systems

**T3.24 • Room: 324****The Real Meaning of Total Cost of Ownership**

*Presenter(s): Lawrence B. Eighmy, Managing and Founding Principal, The Stone House Group (SHG)*

*David Patnaude, CPE, Director of Plant and Sustainability, Riverdale County School, Bronx, NY*

When building a project, do you find yourself backed against the

budget wall and VE takes over? At what point in the process is your Cx agent involved, your CM, or your sustainability consultant? Are you spending enough on pre-construction? Thought about the added maintenance costs to your facilities budget or the increased energy costs over time? TCO evaluates all costs of a building (over its lifetime) during the design phase before a shovel goes in the ground. This session will provide attendees with best value strategies to reduce lifetime costs of managing and operating school facilities.

LEARNING OBJECTIVES:

1. Evaluate the total cost of owning and operating facilities
2. Learn how to reduce costs of owning facilities while providing the best learning environment
3. State where to focus pre-construction dollars in order to get the best value
4. Review how to incorporate long-term sustainability into facilities planning and operations in an economical way

AUDIENCE INTERMEDIATE CEU: 0.1

Energy, Greening an Existing Building

**T3.27 • Room: 327****Five Rules for Speaking with the CEO and CFO**

*Presenter(s): B. Alan Whitson, President, The Corporate Realty, Design & Management Institute*

Learn how to win the competition for money inside your organization. Getting money for performance upgrades and end of life replacement projects is a constant battle inside any organization, but if you know the secrets you can get your fair share.

LEARNING OBJECTIVES:

1. Review how to talk CFO-Speak and when to speak like an engineer
2. Calculate how to structure a funding request that gets senior management's attention and approval
3. Clarify how to overcome the negative image of being a cost center and look like a profit center
4. State the secrets to making it easy for senior management to say yes to your projects

AUDIENCE INTERMEDIATE CEU: 0.1

Energy, Greening an Existing Building

**T3.37 • Room: 337****FMX Revisited: Gilbert Public Schools Energy Management Plan**

*Presenter(s): Stan Peterson, Director of Operations, Gilbert Public Schools*

Facing a loss of over \$2.5 million in energy funds, Gilbert Public Schools adopted an energy management plan to help meet its financial needs. The plan developed and matured over the years from using basic no - and - low cost ideas to multimillion dollar projects. This session will review the growth of the energy plan while sharing lessons learned as the District worked to decrease its energy use by over 30 percent. Gilbert Public School District was recognized for their energy plan through the FMXcellence program in 2010.

LEARNING OBJECTIVES:

1. Review the strategies used to successfully reduce energy costs
2. Compare the use of no - and low - cost ideas to high-cost projects
3. Evaluate the energy management plan: what worked and what didn't, what would we do different

AUDIENCE INTERMEDIATE CEU: 0.1



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## Tuesday

## Sustainability

**T3.39 • Room: 339****Designing Successful Public Space Recycling Programs**

*Presenter(s): Michael Alexander, President, Recycle Away Alec Cooley, Director, Recycling Programs, Keep America Beautiful*

More facility locations such as airports, malls, parks and commercial buildings are moving to introduce recycling to public areas. The many success stories of these programs have been countered by hobbled examples of chronic, cross-contaminated bins. Facility managers frequently make the wrong conclusion that people are not willing to recycle correctly. However, experience from successful programs and studies of common behavior traits have shown that relatively simple design practices can prod users to correctly place waste items in respective bins. This presentation will review best practices such as placement, label messaging, bin color and other design elements for setting up effective recycling programs.

## LEARNING OBJECTIVES:

1. Review extensive survey data from facility managers documenting common operational practices for public area recycling programs
2. List common attitudes and behavior patterns of that influence how people use trash and recycling receptacles
3. State common planning and design mistakes that lead to contaminated recycling bins
4. Learn simple but effective design and placement tips to encourage proper recycling behavior

AUDIENCE BEGINNER CEU: 0.1

## Technology

**T3.41 • Room: 341****BIM2FM: Capturing Design & Construction Information for Building Operations and Facility Management**

*Presenter(s): Michael Tardif, Senior Partner, Building Life Cycle Information Group*

Architects, engineers, and contractors live in a model-centric (BIM) world. Building owners live in an information-centric world. Most building owners are not yet ready to manage live building information models, but many are ready to manage the rich data set of information that can be extracted from models. This session explains how building owners can bridge the BIM2FM gap by specifying an electronic building information deliverable in a format that they can actually use in their CAFM, CMMS, or IWMS software systems without laborious, time-consuming, and error-prone manual data re-entry.

## LEARNING OBJECTIVES:

1. Understand the components of a Facility Information Specification
2. Compare traditional contractual building information deliverables with the requirements of a Facility Information Specification
3. Analyze building information needs and organize them into a structured format
4. Prepare a detailed Facility Information Specification

AUDIENCE ADVANCED CEU: 0.1

## Safety and Security

**T3.43 • Room: 343****ADA Compliance: An Ounce of Prevention is Worth a Pound of Cure**

*Presenter(s): Joan W. Stein, President, Stein Consulting LLC*

The American with Disabilities Act (ADA) is a federal civil rights law that is complaint driven. Unlike building codes, the ADA is enforced either through investigations performed by the U.S. Department of Justice or by the federal courts; both stemming from complaints or allegations received from individuals with disabilities. Every month, more than 300 private ADA lawsuits are filed in the U.S. federal courts nationwide. The revised 2010 ADA Standards for Accessible Design include significant changes as well as a number of new areas that were never regulated before; adding more risk for facility owners and managers. While nothing can guarantee that an organization will not be sued under the ADA, this session will explore a series of proactive steps that can be taken to help keep facilities ahead of the curve and help your organization to effectively manage your risk.

## LEARNING OBJECTIVES:

1. Clarify how the ADA is enforced both by the Justice Department and the federal courts and recent changes in enforcement and fines
2. Define the difference between building codes and the ADA as a civil rights law
3. Discuss practical tips and guidance on how to demonstrate a "good faith effort" in your ADA compliance effort\*
4. Name practical tips and guidance on what to do when a complaint is filed against you/your organization\*

\*Ms. Stein is not an attorney and the tips and guidance provided in this session cannot be construed to be legal advice.

AUDIENCE INTERMEDIATE CEU: 0.1

## Management Strategies

**T3.45 • Room: 345****Strategic FM Outsourcing: It's Not About the Contract**

*Presenter(s): Stormy Friday, MPA, Hon. FMA, IFMA Fellow, President, The Friday Group Doug Kincaid, P.E., President and General Manager, Applied Management Engineering*

With outsourcing as an accepted, everyday extension of the FM organization, few FM organizations exist today without some form of outsourced services. Still, many FM organizations have difficulty establishing an outsource arrangement that is strategic, effective and transparent.

This session identifies some of the most common mistakes FM organizations make when they initiate an outsourcing campaign and provides an easy, five piece approach to establishing a successful and sustained outsource relationship.

## LEARNING OBJECTIVES:

1. Know potential pitfalls of typical outsourcing prior to developing a strategy
2. Determine goals and expectations from outsourcing arrangement as preliminary strategy
3. Perform the critical analysis prior to developing an RFP and establish a solid RFP document
4. Create a partnership environment with the chosen outsource provider

AUDIENCE INTERMEDIATE CEU: 0.1

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## Tuesday – Wednesday

## Technology

**T3.47 • Room: 347****Leveraging Maximo Data for Increasing Labor Utilization***Presenter(s): Sunil Kamerkar, Principal Consultant, Asset Analytix*

The power of any solution comes from the decisions made by utilizing captured and analyzed data. This session will demonstrate how analytics, tied directly to Maximo, drive performance for the Maintenance and Reliability community by empowering every user with the tools necessary to manage work and leverage data to make sound business decisions. The session will discuss how data was collected and analyzed to identify systemic problems and opportunities of improvement for “increasing” labor utilization and wrench time.

## LEARNING OBJECTIVES:

1. Comprehend increasing labor utilization and wrench time
2. Define how to reduce backlog management

AUDIENCE ADVANCED CEU: 0.1

## Wednesday

9:00-9:50 am

## Maintenance and Operations

**W1.18 • Room: 318****Strategic Alignment of Your CMMS***Presenter(s): Jamshed Rivetna, President, Ensoft Consulting, Inc.*

Today, organizations are spending a lot of money implementing facilities maintenance software with little or no improvement over their old systems. For many, the system becomes an eternal black hole where data is poured in with few reports or information of true value emerging out. In addition, facility managers are constantly bombarded with new technology and changing software offerings adding complexity and confusion to their decision-making process. Facilities managers should look to their maintenance management software to provide information to help them achieve their objectives. It should not be simply a tool to track maintenance activities and improve workflow through the department. This lecture will give facilities managers a roadmap to aligning their current maintenance management software with their true management priorities.

## LEARNING OBJECTIVES:

1. Recognize and understand the purpose for and value of CMMS
2. Recognize and assess current trends in CMMS software industry
3. Understand and appreciate the dilemma between ever-evolving technology and typical FM operations
4. Learn the process for aligning CMMS with management expectations and vision

AUDIENCE INTERMEDIATE CEU: 0.1

## Energy, Greening an Existing Building

**W1.21 • Room: 321****Optimizing HVAC Efficiency: Strategies for Savings***Presenter(s): James L. Newman, CEM, LEED AP, Managing Partner, Newman Consulting Group, LLC*

It's safe to say that energy efficiency will always be top priority for facility managers and engineers, which makes finding new

ways to identify and achieve energy cost savings a priority as well - especially in the HVAC system. An effective strategy can help to uncover low- and no-cost measures to boost efficiency and reduce energy use. What's more, it can help ensure that investments in HVAC efficiency bring tangible benefits: improved system performance and significant bottom-line savings in HVAC operations. Attend this session to learn how to study, analyze and respond to the current state of your building's HVAC system, and identify common and not-so-common strategies to stretch your energy dollars. Covering topics from audits and retrocommissioning to dampers, drives and coils, this presentation will address commonly missed opportunities to optimize the efficiency of the HVAC system, and save money in the process.

## LEARNING OBJECTIVES:

1. Review underexplored areas of HVAC systems that offer the potential for energy savings
2. Learn how to ensure that operations are getting the most efficiency out of your HVAC system
3. Understand the key considerations of ongoing commissioning or retrocommissioning

AUDIENCE INTERMEDIATE CEU: 0.1

## Systems

**W1.24 • Room: 324****ISO 55000 Changing the Conversation***Presenter(s): Mark T. Gasser, CFPS, CFEI, Director, Technical Engineering Solutions, Sodexo*

For years we have been talking about improving facility performance, establishing consistency in services across our portfolios, improving the quality of the delivered services and most important improving profits. Could ISO 55000 be the final step in the changing the conversation from viewing the facility management organization and facility assets as support costs to the point that the facility management organizations and the facility assets be viewed as a source of revenue? ISO 55000 Asset Management is the new international standard for the management of a facility's assets. While its origin may be industrial, the standard applies to all types of facilities and assets; and is equally effect for small to global organizations. The policies and procedures of the standard will directly align management of the facility's assets with the organization's objective. Through aggressive asset management, organizations will not only realize improvement in cost-effective operations and a balance of operating expenses and capital expenses, but also realize improvements in the environment and increase employee productivity. As an early adopter we can provide insights and lessons learned with the process and the benefits achieved.

## LEARNING OBJECTIVES:

1. Understand the depth and breadth of the new Asset Management standard
2. List the benefits including the impact of efficient operations and profitability
3. Assess effort needed to implement a comprehensive asset management program
4. Discuss the pitfalls and issues to avoid in implementing an asset management program

AUDIENCE INTERMEDIATE CEU: 0.1

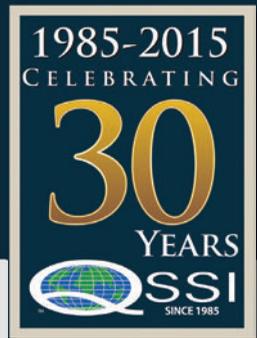


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## Wednesday

### Energy

#### W1.27 • Room: 327

##### Why LEDs? Why Now?

*Presenter(s): Bill Ballweg, Product Development Manager, LED, Acuity Brands - Lithonia Lighting*

This presentation addresses the value of using LED technology in facilities today to create an optimal ambient lighting experience. It provides an overview of lighting technology options and describes the benefits of incorporating LED lighting in facilities. Additionally, it provides attendees with a comparison of LED lighting and traditional lighting options, as well as a description of the latest lighting control technology that can optimize the capabilities of LED lighting.

#### LEARNING OBJECTIVES:

1. Learn about key LED lighting technology advancements
2. Discover key differences between LED lighting and fluorescent lighting
3. Explore energy efficiency and cost saving opportunities by lighting facilities with LEDs
4. Learn sustainability and maintenance benefits of LED lighting when combined with digital control technology

AUDIENCE INTERMEDIATE CEU: 0.1

### Greening an Existing Building, Healthcare Facilities Today

#### W1.30 • Room: 330

##### Reduce Energy Costs at Your Health Care or Research Facility

*Presenter(s): Craig Goodwin, P.E., Director, Design and Construction, Johns Hopkins School of Medicine  
Mohamad Jamal, P.E., President and Chief Mechanical Engineer, A.J. Adam Engineering, LLC*

This session will discuss the critical steps in any energy reduction effort including: identifying opportunities for energy savings, planning, implementation and optimization and analysis.

#### LEARNING OBJECTIVES:

1. Review the processes required to clearly identify all opportunities for energy savings in a health care or research facility
2. Discuss the strategies required to plan a project that successfully reduces health care or research facility energy costs
3. Understand the process and effort required for analysis and optimization of systems in order to derive the maximum benefit from a project designed to reduce health care or research facility energy costs

AUDIENCE INTERMEDIATE CEU: 0.1

### Greening an Existing Building

#### W1.37 • Room: 337

##### Putting the Green into Green Buildings by Focusing on Operations' ROI

*Presenter(s): F. Joshua Millman, AIA, NCARB, LEED AP, CFM, Vice President, NuTec Design Associates, Inc.*

A building is supposed to facilitate operations as efficiently and economically as possible, yet the traditional focus is on efficiency, not economics. Sustainability goals are often an afterthought (so how much more will it cost to make the building sustainable?), and operations are rarely addressed during design. However, 80-90 percent of a building's life cycle costs are actually from operations. Given that the financial benefit of sustainable design is reducing operating costs, what can be achieved by designing with a focus on operating costs and sustainability goals? This approach can significantly impact the bottom line, with results that your CFO will love!

#### LEARNING OBJECTIVES:

1. Understand a building cost financial model based on total cost of ownership (TCO)
2. Examine return on investment (ROI) analysis to evaluate design decisions
3. Appreciate the direct connection of sustainable design and operations costs
4. Develop a program of requirements for a new building or renovation that focuses both on spatial needs and operations costs

AUDIENCE INTERMEDIATE CEU: 0.1

### Energy

#### W1.39 • Room: 339

##### Tax Incentives for Facility Improvements

*Presenter(s): Jacob Goldman, LEED AP, Senior Engineer, Energy Tax Savers, Inc.*

This presentation is designed to explain building tax incentives from the Energy Policy Act (EPAct 179D), new HVAC repair regulations, and cost segregation. We will discuss how building owners and managers can strategically use the above-mentioned incentives to significantly decrease the amount of time it takes to recoup their investment on building equipment, particularly those items related to the energy systems in the building.

#### LEARNING OBJECTIVES:

1. Review the current tax incentives related to energy efficiency
2. List current tax incentives related to 1 for 1 HVAC replacements
3. Name current tax incentives related to new buildings and real estate transactions
4. Label legislative update on existing and proposed tax incentives related to buildings
5. Understand mandates and statutory timelines: How to use mandatory benchmarking, building code and timeline expiration to provide an appropriate sense of urgency for your building's capital project

AUDIENCE INTERMEDIATE CEU: 0.1

### Maintenance and Operations

#### W1.41 • Room: 341

##### Facility Life Cycle Asset Management

*Presenter(s): Pedro Dominguez, Managing Principal, Invenio Group*  
Facility asset managers and owners are facing more challenges than ever before - aging assets, financial pressures, technology, emergency preparedness, sustainability, and change management. The path forward starts with looking at how facility assets are managed through the life cycle - from design to commissioning to maturity. Along with the life cycle view, the world of maintenance management is changing: scope of expectations from users; varied and complex equipment; better understanding of why assets fail; new technologies and techniques; capabilities and skills required; managing asset information. A well-defined maintenance management process should include asset information, prioritization, proactive maintenance and spares management. Incorporating a reliability-based approach mitigates risk by anticipating potential problems that are likely to negatively impact facility operations. This session deals with developing the foundation for an effective asset management program - preparing the facility for operations as well maintaining it through its life cycle.

#### LEARNING OBJECTIVES:

1. Correlate the current business environment to the demands placed on facility managers
2. Assess how decisions made throughout the facility life cycle - equipment and infrastructure - impact value

Wednesday

3. Identify gaps in their maintenance management processes
4. Determine the strategy for implementing a risk-based approach that will address those gaps

AUDIENCE BEGINNER CEU: 0.1

## Energy

**W1.43 • Room: 343****Energy Audits for Existing Buildings: It's like (nearly) Free Money!***Presenter(s): Ben Roush, Associate, FSi consulting engineers*

Energy audits offer a golden opportunity for saving energy - and money - in existing facilities. This presentation will cover the basics of energy auditing, common low- and no-cost energy conservation measures, and higher cost options with fast payback. Learn the differences and similarities between energy audits and retro-commissioning. We will explain some of the LEED for Existing Buildings requirements related to energy auditing and retro-commissioning. GBCI CE approval for this course is pending approval.

## LEARNING OBJECTIVES:

1. Learn the overall goals of energy auditing
2. Review ASHRAE Level 1, 2 and 3 audits, what work is done at each level, and what data each level generates
3. Explore the difference between retro-commissioning and energy auditing
4. List the common sources of wasted energy in buildings, common repairs, and potential savings

AUDIENCE INTERMEDIATE CEU: 0.1

## Maintenance and Operations

**W1.45 • Room: 345****New-Generation Technicians: Recruitment, Training and Retention Strategies**

*Presenter(s): John Prelesnik, Manager of Building Automation Systems Facilities Management, MD Anderson Cancer Center, Houston*  
*Bill Warren, Manager of Training and Development Facilities Engineering and Maintenance, University of Pittsburgh Medical Center*  
*Todd Wise, Senior Chief Operating Engineer, DTZ*  
*Moderator: Dan Hounsell, Editor, Facilities Maintenance Decisions Magazine*

The challenge of developing the next generation of front-line technicians in maintenance and engineering departments has never been tougher. While meeting the growing demands of aging institutional and commercial facilities, and staying up to date with technology advances throughout these buildings, managers must also pay attention to the human side of maintenance - locating, training and keeping qualified technicians. In this session, managers who have succeeded in staffing their departments with technicians and bringing them up to speed on essential skills and credentials will share their proven strategies for success.

## LEARNING OBJECTIVES:

1. Identify how to tap into the most likely sources of new front-line maintenance technicians
2. Determine and address the training and education needs of new technicians
3. Understanding the benefits of certifications and credentials for technicians
4. Review these staffing challenges given the growing demands on managers' resources

AUDIENCE INTERMEDIATE CEU: 0.1

## Technology

**W1.47 • Room: 347****Addressing Moisture in Concrete for Roofing and Flooring Applications***Presenter(s): Philip K. Frederick, Senior Staff Engineer, Simpson Gumpertz & Heger Inc.**David Slick, Associate Principal, Simpson Gumpertz & Heger, Inc.*  
*Joseph D. Rogers, P.E., Senior Staff Engineer, Simpson Gumpertz & Heger Inc.*

Repair of roofing and floor finish failures are typically very costly, time consuming, and disruptive to facility operations. This presentation will help building owners, facility managers, architects, and contractors understand the causes of concrete substrate moisture-driven roofing and flooring failures, and how the failure mechanisms must be considered in the design or repair process. Both the roofing and flooring industries have come to understand the importance of addressing moisture in concrete substrates for roofing and moisture-sensitive flooring applications. This presentation will discuss the science behind moisture drive through concrete substrates, the implications of ignoring such moisture issues in both roofing and flooring systems, and methods for consideration to mitigate these moisture issues in roofing and flooring substrates. We will augment this presentation with case studies of concrete substrate moisture-driven roofing and flooring failures and repairs. The presenters will discuss: similarities between identifying and testing for moisture in concrete substrates in roofing and flooring systems; common considerations for causes of moisture-driven roofing and flooring failures; similar strategies for repairing failed roofing systems and floor finishes; and common considerations that must be addressed during concrete substrate moisture-driven roofing and flooring repair projects.

## LEARNING OBJECTIVES:

1. Understand the importance of addressing moisture in concrete substrates for roofing and flooring applications
2. Recognize concrete substrate moisture-driven roofing and flooring failure mechanisms and understand how to address such mechanisms in roofing and flooring repair design
3. Identify critical issues to be considered during design and repair of roofing and flooring systems over a moisture-laden concrete substrate.
4. Select a roofing or floor finish repair strategy that addresses existing conditions and meets performance, operational and budgetary requirements

AUDIENCE INTERMEDIATE CEU: 0.1

## Public Sector Trends

**W1.49 • Room: 349****Driving Efficiency: Federal Buildings Personnel Training Act (FBPTA) Program Update**

*Presenter(s): Maureen K. Roskoski, LEED AP, REPA, Corporate Sustainability Officer, Facility Engineering Associates*  
*Brian Gilligan, National Program Manager, General Services Administration*

Hear from the GSA National Program Manager on the latest updates on the Act, training courses and certification alignment, and the Facility Management Institute (FMI) upgrade.

## LEARNING OBJECTIVES:

1. Understand the FBPTA Competency Model & Curriculum and the 2014 Annual Update
2. Learn how the new FMI web tool can help federal and non-federal employees match industry training and credentials to FBPTA competencies
3. Identify "FBPTA-Aligned" courses and certifications meeting the requirements of the FBPTA and meet with their providers

AUDIENCE INTERMEDIATE CEU: 0.1

## Wednesday

10:00-10:50 am

Energy, Greening an Existing Building, Safety and Security

**W2.21 • Room: 321****Sustainability and High-Performance Buildings: FM Practitioners Guide***Presenter(s): Larry Morgan, CFM, SFP, Senior Facilities Manager and Sustainability Expert, SAP*

Sustainability has become one of many required core competencies of a facility manager. In order to create and implement a successful sustainability program, dedication and commitment to the project is needed. Learn how to think in terms of the triple bottom line, made up of social, environmental, and economic criteria, and understand how this criterion can help form a solid plan of action. The results will provide benefits that both the facility manager and the organization will be pleased with soon after, as well as in the future.

## LEARNING OBJECTIVES:

1. Highlight the triple bottom line and its impact
2. Understand the benefits of sustainability in relation to being a FM
3. Present the importance of alignment
4. Discuss the role of an FM in a sustainability program

AUDIENCE INTERMEDIATE CEU: 0.1

Systems

**W2.24 • Room: 324****Simplifying Lighting Controls***Presenter(s): Ross Eberlin, Product Marketing Manager, Osram Sylvania*

Lighting control systems and their programming can be frustrating. When operating correctly, they are rarely noticed and often unappreciated, but when not operating correctly they seem to be the bane of owners, operators, and users. We're all familiar with the horror stories of lights flashing on and off in a facility during use and nobody on site who knows how to operate the switches that don't seem to work.

## LEARNING OBJECTIVES:

1. Gain a fundamental understanding of various types of lighting control systems installed in buildings
2. Explore and understand how lighting controls are affected by architecture and space
3. Evaluate the cost benefit and impact of increased interaction with the lighting control system
4. Witness and interact with the simple programming of a lighting control system

AUDIENCE BEGINNER CEU: 0.1

Energy

**W2.27 • Room: 327****Energy, Occupant Satisfaction and Your Facilities Budget: Can They Coexist?***Presenter(s): Davor Novosel, Chief Technology Officer, National Energy Management Institute Committee (NEMIC)*

Facilities managers are asked to achieve the seemingly impossible: operate the highest possible performing building at the lowest operating budget while achieving 100 percent occupant satisfaction. It can (almost) be done with today's tools. This session will give insights into the relationship between the building's energy performance and the occupant comfort perceptions. Furthermore, testing, adjusting and balancing will be showcased as the first step in achieving a high performance building.

## LEARNING OBJECTIVES:

1. Understand how energy is used in existing buildings
2. Identify how big the energy savings opportunities are
3. Gain insight into energy management in context of human performance
4. Learn how testing, adjusting and balancing can reduce your operating costs

AUDIENCE INTERMEDIATE CEU: 0.1

Healthcare Facilities Today

**W2.30 • Room: 330****Essential Facility Compliance for the New Healthcare Executive***Presenter(s): David Stepelevich, CHF, Vice President, Healthcare Building Solutions*

If you're new to healthcare facility management, or responsible for healthcare occupancy in your building, this program will help you in assessing how compliant your facility is and what to look for as you tour your facility. Compliance in healthcare is more stringent now than ever and will impact your facility's bottom line. Upon completion of the workshop, you'll have a basic understanding of the most common pitfalls that facility managers will face in their healthcare facility.

## LEARNING OBJECTIVES:

1. Clarify the important non-compliance items in your environment of care plan
2. List some of the most challenging physical environment standards
3. Identify interim life safety measures
4. Review best practices for emergency generator testing

AUDIENCE INTERMEDIATE CEU: 0.1

Maintenance and Operations

**W2.37 • Room: 337****Recognizing Best Practices in Grounds Management***Presenter(s): Joe Jackson, Program Facilitator, Professional Grounds Management Society (PGMS)*

The Professional Grounds Management Society (PGMS) has initiated a new and dynamic program that evaluates campus properties utilizing a robust environmental management systems approach applied to a grounds management template. With the use of peer expertise, this program rates the overall preparedness and effectiveness of the campus grounds component to produce sites that are attractive, healthy, of high quality and sustainable with the implementation of excellent grounds maintenance standards and best practices. This session will explain the methodology used for the program and discuss how it can foster a higher level of acceptance and competency within a grounds maintenance organization.

## LEARNING OBJECTIVES:

1. Explain the need for a new maintenance paradigm
2. Define an environmental management system approach to grounds maintenance
3. Highlight a grounds management related continuous improvement tool
4. Discuss a method for recognizing excellence among peer institutions

AUDIENCE INTERMEDIATE CEU: 0.1

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## Wednesday

### Sustainability

#### W2.39 • Room: 339

#### **WBDG.org: An Extensive Online Resource for Sustainable Design & Net Zero Buildings**

*Presenter(s): Richard Paradis, P.E., Director, Whole Building Design Guide*

With increasingly tighter standards to optimize energy and water consumption, as well as buildings trending toward net zero, there is a critical need for online resources that describe these technologies in understandable language and explain the value of integrated design to achieve the level of performance desired. The Whole Building Design Guide (WBDG.org) is that resource. Within WBDG, discussions can be found on a number of sustainable design strategies and renewable energy technologies, along with net zero buildings, building envelope design, smart controls, and living buildings. WBDG provides case studies and continuing education courses to further enhance knowledge of these topics.

#### LEARNING OBJECTIVES:

1. Recognize the value of integrated design in achieving high performance buildings
2. Explore the many sustainable design resources found in WBDG
3. Understand the basics of net zero buildings
4. Summarize the renewable energy technologies within WBDG & discuss their potential applicability to your projects

AUDIENCE BEGINNER CEU: 0.1

### Critical Facilities

#### W2.41 • Room: 341

#### **The Data Center Hybrid**

*Presenter(s): Mark S. Evanko, Principal, BRUNS-PAK*

The educational community data center presentation provides a summary of data center options and considerations associated with meeting present and future facility requirements. Whether retrofitting an existing complex, expanding an existing facility, consolidating multiple data center/server facilities, or relocating data center operations, the elements that impact size, space, cooling, reliability, OPEX/CAPEX costs, and scalability/modularity will include: co-location, cloud, containerized systems, and network, to name a few. This session will discuss how the critical aspect is to maximize the return on investment both short and long term.

#### LEARNING OBJECTIVES:

1. Review the elements of the “hybrid” data center solution
2. Clarify why “hybrid” data center solutions are being considered and deployed
3. List why a “hybrid” data center solution might have a significant return of investment/savings for my institution
4. Understand how the university/college communications are optimizing the data center hybrid solution

AUDIENCE ADVANCED CEU: 0.1

### Safety and Security

#### W2.43 • Room: 343

#### **The Business Case for Accessibility**

*Presenter(s): M. Bradley Gaskins, AIA, CASp, Principal, COO, The McIntosh Group*

This session is designed to help facility managers understand the basic applications and definitions contained within the Americans with Disabilities Act as it relates to accessibility in design and construction, and to shine light on the various ways that ADA compliance and accessible design can impact the bottom line.

#### LEARNING OBJECTIVES:

1. Understand the basic elements of the ADA
2. Understand when ADA applies and when there are exceptions
3. Learn how ADA compliance saves money
4. Recognize the business benefits of accessibility

AUDIENCE INTERMEDIATE CEU: 0.1

### Technology

#### W2.45 • Room: 345

#### **Tools to Ensure Meeting BIM Delivery Requirements**

*Presenter(s): T.J. Meehan, AIA, LEED AP, CADD Microsystems, Inc.*

Do you provide BIM deliverables for your projects? Do you work with LEED, COBie, or the U.S. Army Corps of Engineers? Is your BIM authoring tool of choice Autodesk Revit? Then this session is ideal for you. Learn about three free utilities for Revit to allow you to automatically perform LEED calculations, effectively work with COBie data, and check your models for compliance with U.S. Army Corps of Engineers BIM requirements.

#### LEARNING OBJECTIVES:

1. State the methods to automatically calculate LEED credits and then have those calculations dynamically update your LEED documentation
2. Learn how models can be setup to work with and export COBie data
3. Discover ways to automatically check all your models for compliance with U.S. Army Corps of Engineers BIM project (utilizing Attachment F)
4. Review how you can get free utilities for Revit to help you with all of these BIM deliverable requirements

AUDIENCE INTERMEDIATE CEU: 0.1

### Technology

#### W2.47 • Room: 347

#### **LED Lighting: An Automation Armageddon**

*Presenter(s): Andy McMillan, President, BACnet International*

In this session we will discuss how LED lighting could trigger a significant disruption of the traditional building automation industry. We will review current and future drivers for LED lighting adoption and explore the “perfect storm” potential of combining LED lighting with BACnet, wireless controls and cloud-based energy management services.

#### LEARNING OBJECTIVES:

1. Understand the drivers behind near and long-term market adoption of LED lighting
2. Recognize the emerging controls opportunities arising from LED lighting adoption
3. Understand the disruptive potential of LED lighting when combined with other emerging technologies

AUDIENCE BEGINNER CEU: 0.1

### Public Sector Trends

#### W2.49 • Room: 349

#### **Federal Buildings Personnel Training Act (FBPTA) Implementation: Three Government Agencies in Action**

*Presenter(s): Brian Gilligan, National Program Manager, General Services Administration*

*Dr. Paul F. Krasley, Vice-Chancellor, VA Acquisition Academy Facilities Management School*

Learn from the experience of three agencies that are implementing

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training based on fulfilling the FBPTA requirements. Hear from the Department of Defense, Veterans Administration, and the General Services Administration on how they have begun implementation of the Act and how it impacts workers.

**LEARNING OBJECTIVES:**

1. Discover how these federal agencies are using the FBPTA to expand and improve the training their personnel receive
2. Learn how the FBPTA competency model can be adapted to fit individual agency needs
3. Discover how tying training needs to FBPTA compliance enhances your business case for training

AUDIENCE INTERMEDIATE CEU: 0.1

## 3:10-4:00 pm

Greening an Existing Building, Energy

**W3.21 • Room: 321**

### What is a High-Performance Building?

*Presenter(s): James L. Newman, CEM, LEED AP, Managing Partner, Newman Consulting Group, LLC*

*Moderator: Greg Zimmerman, Executive Editor, Building Operating Management Magazine*

A building can't be high-performance based on its design alone. Connecting design intent with ongoing, long-term operational efficiency is what makes a building truly high-performance. But how do you bridge that gap? How do you ensure that assumptions made during design bear out in the performance of the building when it's handed off to you, the facility manager? This panel session will feature experts who will share their knowledge about how to ensure buildings are operated as efficiently as they were intended in design.

**LEARNING OBJECTIVES:**

1. Define the concept of a high-performance building
2. Specify how FMs can ensure their building is operating as efficiently as it was designed
3. Understand the essence of a high-performance building

AUDIENCE INTERMEDIATE CEU: 0.1

Energy

**W3.24 • Room: 324**

### Big Data for Energy Efficiency: Visualize the Invisible

*Presenter(s): Terry Bickham, Director, Energy Services and Solutions, Trane*

This interactive presentation will demonstrate how to see what a building has to say using big data - how to access and translate that data into actionable information through analytics with outputs that help visualize performance and opportunities. It will feature the analysis of three real-world examples in very different climate zones (Texas, Washington D.C., and Minneapolis), identify energy conservation measures recommended or discerned from the analysis and the expectations of impact to examine how the methods might be applied to audience members' situations.

**LEARNING OBJECTIVES:**

1. Define how/why to access interval utility data for analysis including smart metering
2. Review what can be learned from interval utility data including using the information to make better building services decisions
3. Understand how these tools and techniques were used in three

buildings across very different climate conditions

4. List steps to undertake similar efforts at their own facilities

AUDIENCE INTERMEDIATE CEU: 0.1

Sustainability

**W3.27 • Room: 327**

### Real Green Energy Savings

*Presenter(s): Scott Gettelfinger, National Accounts Sales Manager, Servpro Industries, Inc.*

Attendees will participate in a discussion of the legal trends regarding energy benchmarking and sustainable building practices. 2013 saw more than 3,000 energy related bills introduced in state legislatures. Are mandates coming to your community? Two voluntary initiatives will be highlighted, the EPA's ENERGY STAR and the USGBC's LEED for Existing Buildings.

**LEARNING OBJECTIVES:**

1. Discuss energy benchmarking - the legislative landscape
2. Clarify ASHRAE Level 1, no cost, low cost energy saving recommendations
3. Comprehend an overview of ENERGY STAR and Portfolio Manager.
4. Review an overview LEED v3 and LEED v4.

AUDIENCE BEGINNER CEU: 0.1

Healthcare Facilities Today, Maintenance and Operations

**W3.30 • Room: 330**

### Five Key Steps in Managing Water Systems To Reduce Legionella Risk

*Presenter(s): Matt Freije, President, HC Info*

Matt Freije will give a need-to-know update on the latest guidelines, standards (including pending ASHRAE 188P), and findings regarding Legionella in building water systems and how it all impacts the management of your plumbing systems, cooling towers, and other water related equipment. He will present a frank view of your options and then suggest five important steps to reduce health and legal risk, without overspending. Freije's recommendations are from an unbiased perspective as his company does not sell chemicals or equipment related to Legionella.

**LEARNING OBJECTIVES:**

1. Get up to date on the latest guidelines standards (including pending ASHRAE 188P) and findings regarding Legionella in water systems
2. Understand the options that apply to a given facility
3. Take away five key steps to begin implementing immediately
4. Learn other relevant information from answers to audience questions

AUDIENCE BEGINNER CEU: 0.1

Maintenance and Operations

**W3.37 • Room: 337**

### ADA for Facilities Operations

*Presenter(s): Karen Goss, Assistant Director, The Mid-Atlantic ADA Center*

This training covers all five titles of the Americans with Disabilities Act. If you are looking to gain a strong foundation of ADA Basics, this is great training for you! Learn about how the ADA affects employers, employees, businesses, state/local governments, telecommunications and more!

**LEARNING OBJECTIVES:**

1. Explore the history and need for the ADA
2. Clarify the definition of disability

## Wednesday

- List the five titles of the ADA
- Explain the ADA Amendments Act and its importance  
AUDIENCE BEGINNER CEU: 0.1

### Energy

#### W3.39 • Room: 339

##### Full-Spectrum Energy Management

*Presenter(s): Fred Gerdes, SVP - Sales & Marketing, Chemp Energy Management, LLC*

*James Chemp, President, Chemp Energy Management, LLC*

This session will cover two overarching topics, encompassing the full scope of energy management. The first topic discussed will be life-cycle cost reduction for existing facilities. Within this subject, supply-side energy management programs will be reviewed. Details of these programs such as, the utility bill payment and data collection, competitive procurement of energy, rate changes and utility cost budgeting and accruals will be discussed. Additionally, we will look at demand-side energy management programs. These include the operational improvement programs, rebates/incentives procurement and sub-contracts management. The presentation will shift to the second underlying topic, the life-cycle cost reduction for new facilities. We will explore energy efficient design and efficient equipment procurement.

#### LEARNING OBJECTIVES:

- Analyze life-cycle cost reduction for existing facilities
- Label life-cycle cost reduction for new facilities

AUDIENCE INTERMEDIATE CEU: 0.1

### Critical Facilities

#### W3.41 • Room: 341

##### Generator Docking Stations: Backing Up the Back Up Plan

*Presenter(s): Chris Dahl, President, Trystar*

*Jon Sunde, Certified Master Electrician, Trystar*

Your facility has a backup generator. It has a UPS system. You are completely prepared for the worst. Except when the backup generator fails and the UPS system has only 6 hours left before it goes down. Installing a Generator Docking Station prepares facilities for the worst case scenario. When the other solutions fail, Generator Docking Stations step up to protect.

#### LEARNING OBJECTIVES:

- Review methods for backing up facilities without a permanent generator
- State methods for backing up facilities without a permanent generator and without a transfer switch
- Verify methods for backing up facilities with a permanent generator and a failure with that permanent generator
- Learn about current code compliance

AUDIENCE INTERMEDIATE CEU: 0.1

### Safety and Security

#### W3.43 • Room: 343

##### In Emergency Response, Great Plans Are a Smart Thing; Training Is Everything!

*Presenter(s): Bo Mitchell, President and CEO, 911 Consulting*

Smart plans are critical. But, if we don't get the words off the paper and into people's heads, we have failed. Sandy Hook reinforces that training is everything, given that people can't and won't run to look at binders for response in a real emergency. What are the

legal requirements for training? What are the current practices and obstacles in organizations regarding training? What are the proven ways to train for emergency response? How does your organization compare? Appropriate for all levels.

#### LEARNING OBJECTIVES:

- List the laws, regulations and standards that control emergency plan training
- Analyze how law suits affect you and your organization and how to protect your management
- Verify the overriding attitude of managers in training employees in emergency response. Do we need to train the Emergency Team differently than the rest of employees?
- Review the obstacles and consistent mistakes organizations make in emergency training

AUDIENCE INTERMEDIATE CEU: 0.1

### Safety and Security

#### W3.45 • Room: 345

##### OSHA's Enforcement and Significant Changes in 2015 NFPA 70E

*Presenter(s): Doug Tellin, Owner/Master Electrician, Electrical Safety Specialists*

*Scott Taylor, Director of Sales, KMC Controls, Inc.*

This session is to provide an overall understanding of the latest changes of the NFPA 70E and how they may affect your company's overall electrical safety program. Learn about significant changes such as approach boundaries, PPE requirements, host employer responsibilities, and more. During this session we will also go into detail on the latest training requirements for qualified employees as well as OSHA enforcement of these standards. The attendee will gain a better understanding of the relationship with OSHA and NFPA 70E as well as key items that need to be addressed for the next three year cycle of their electrical safety program.

#### LEARNING OBJECTIVES:

- Define the latest changes in the NFPA 70E
- Understand the relationship between OSHA and NFPA 70E
- Learn how to become compliant with OSHA and NFPA 70E
- Learn what is required of employers to train and qualify persons working on or near energized parts 50 volts or greater

AUDIENCE INTERMEDIATE CEU: 0.1

### Management Strategies

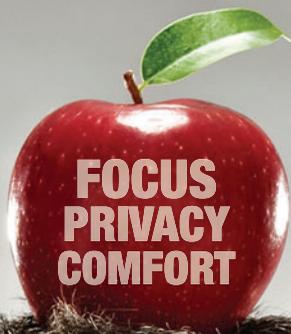
#### W3.47 • Room: 347

##### (Un)Intelligibility in Workplace Design

*Presenter(s): David Smith, Executive Director of Business and Channel Strategy, Lencore*

Employees are any organizations most expensive asset. So designing productive and safe work environments is a critical objective for every firm. This presentation takes a look at the noise factors in workplace design and keys in on identifying the balance of speech intelligibility and unintelligibility. Unintelligibility leads to more productive work spaces with minimal distraction, but recent safety code changes have introduced a requirement for intelligibility. We will explore both and highlight what you should be aware of when designing your next workplace.

AUDIENCE BEGINNER CEU: 0.1



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**NFMT Booth 2165**

## Wednesday

Public Sector Trends

**W3.49 • Room: 349**

### Achieving Tangible Results: How to Build a Talent Management Program Using FBPTA and FMI

*Presenter(s): Brian Gilligan, National Program Manager, General Services Administration  
Maureen K. Roskoski, LEED AP, REPA, Corporate Sustainability Officer, Facility Engineering Associates  
Teena Shouse, CFM, IFMA Fellow, Vice President, Facility Engineering Associates*

We will help individuals test free, user-friendly tools that evaluate their professional development needs and skill gaps, and identify training and credentials tailored to those needs. You will leave with the knowledge of how to create a talent management plan and present a supportable business case to your supervisors for training approval. In addition, FBPTA-Aligned training providers will share how they utilized the FBPTA competencies to strengthen the programs.

#### LEARNING OBJECTIVES:

1. Understand the value of a skilled workforce in high performance buildings
2. Gain the ability to build a business case for training
3. Discover how the FBPTA competency model and CBEI career map can become the foundation for an integrated talent management system

AUDIENCE INTERMEDIATE CEU: 0.1

## 4:10-6:30 pm

Leadership and Career Advancement

**W4.16 • Room: 316**

### Women in Facilities Management 2015 Roundtable and Reception

*Presenter(s): Theresa Olson, Vice President Corporate Real Estate, Facilities & Security, Fannie Mae  
Tina Reitsma, District Manager, School Services, Sodexo On-site Service Solutions  
Robin Camarote, Founder and CEO, Craft and Atlas LLC  
Moderator: Naomi Millan, Senior Editor, Building Operating Management Magazine*

Now in its 7th year, the Women in FM panel at NFMT has become a must-attend event for many. The highly accomplished panelists will help guide the discussion through major issues and trends affecting females in the facilities management industry. They will also rely heavily on participation from the audience to express as many opinions and viewpoints as possible. Topics may include work/life balance, career advancement, managing subordinates and more. Anyone is welcome to join us for this discussion. Following the session please join us for a networking reception. Thank you to Sodexo for sponsoring this opportunity.

The Women in FM Panel and Reception is proudly sponsored by Sodexo

#### LEARNING OBJECTIVES:

1. Identify different career paths within facilities management
2. Review the importance of networking and mentorship
3. Understand how to attract and retain other females in facilities management
4. Analyze other female's experience working with a multitude of personalities

AUDIENCE INTERMEDIATE CEU: 0.1

## 4:10-5:00 pm

Sustainability

**W4.37 • Room: 337**

### Performance Based Contracting for Facility Services

*Presenter(s): Vince Elliott, President, Elliott Affiliates, Ltd.*  
Procurement professionals and all buyers of facility services will gain actionable information about how to implement this powerful strategy. This session will present a Users Guide for Performance-Based Contracting and highlight how this strategy is being implemented for buying facility services. Using actual case study examples, attendees will understand the potential and shortfalls for this innovative buying model. Further, attendees will get insider tips for vetting the best choice service provider in awarding a new contract. Following the User Guide, you will establish the best value for price and performance available in the marketplace. Finally, Vince will share his personal recommendations for powerful FREE software that you can use to enhance your procurement process.

#### LEARNING OBJECTIVES:

1. Identify how performance-based contracting is different
2. Assess if you can afford to do this strategy for buying services
3. Learn about any complications involved with performance-based contracting
4. Define how quality/price results compare to the traditional task-based strategy

AUDIENCE INTERMEDIATE CEU: 0.1

Technology

**W4.39 • Room: 339**

### Technology and Maintenance Planning

*Presenter(s): Bill Conley, RWC, President/Principal-in-charge, Conley Group*

A comprehensive case study will demonstrate how vision, program development experience and technology helped a large municipal utility to build a ten-year management plan. This plan proactively centralized its maintenance program for HVAC and roofing systems on 240 buildings at 42 sites dispersed across North Central Texas.

#### LEARNING OBJECTIVES:

1. Learn how large, multi-site building inventories can be effectively managed with a centralized maintenance control program
2. Show how maintenance needs and costs for most building systems are predictable over a 5-to-10 year period
3. Understand that building system reliability and performance must be proactively managed in order to optimize service life and maintain asset value
4. Explain how technology allows for effective data assimilation updates and access to plan while tracking maintenance programs

AUDIENCE INTERMEDIATE CEU: 0.1

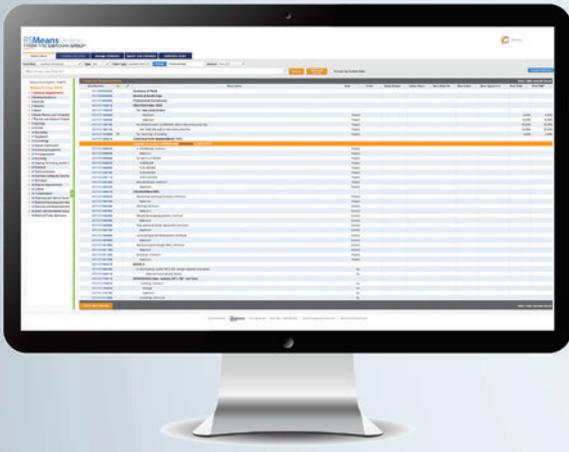
Critical Facilities

**W4.41 • Room: 341**

### DCIM Monitoring - Back to Basics

*Presenter(s): Sev Onyshkevych, CMO, FieldView Solutions*  
There is so much hype out there about DCIM Monitoring. But what's really vital are the basics- the foundational pieces that a data center must absolutely get right before adding all the bells and whistles. Without a solid foundation installed and running

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## Wednesday - Thursday

smoothly, your data center will never achieve the efficiency and return on investment that you desire.

### LEARNING OBJECTIVES:

1. Review what DCIM Monitoring is
2. Verify the basics that your data center must get right
3. List why are they so vital
4. Clarify the benefits you will realize from a solid DCIM Monitoring foundation

AUDIENCE ADVANCED CEU: 0.1

### Safety and Security

#### W4.43 • Room: 343

##### GHS: 2 Deadlines Hit in 2015: Are You Ready?

*Presenter(s): Glenn Trout, President and CEO, MSDSONline*

When OSHA aligned its Hazard Communication Standard (HazCom) with the Globally Harmonized System (GHS) in 2012, it implemented a series of four phased-in compliance deadlines. In 2015, two of those GHS deadlines are going into effect. Don't get caught in noncompliance with OSHA's second most frequently cited standard. Join us for a review of HazCom, the GHS changes, and actionable steps you can take now to ensure compliance during the GHS transition and beyond.

### LEARNING OBJECTIVES:

1. Learn what OSHA's phased-in GHS deadlines are and what is required to comply with them - two of which go into effect in 2015
2. Understand the impact GHS adoption has on their MSDS libraries, hazardous chemical inventories and container labels, and employee training programs
3. Learn about the top compliance challenges safety professionals are facing when it comes to managing material safety data sheets (MSDSs) and labels and how to overcome them
4. Receive actionable steps for preparing a workplace for the GHS transition and ensuring compliance with OSHA's series of GHS deadlines

AUDIENCE INTERMEDIATE CEU: 0.1

### Maintenance and Operations

#### W4.45 • Room: 345

##### Preventing Snow Load Collapse of Large Box Buildings

*Presenter(s): Dan Mazzei, Associate, Wallace Engineering Structural Consultants*

The building code used to design buildings for snow loads is based on a 50-year maximum snowfall. However, record snowstorms do occur occasionally and as such, should be considered. The presentation will cover causes of collapse such as repeated snow, rain and ice storms, frozen downspouts or drains that prevent water from draining off of the roof, and/or an expansion that may cause extra drift to settle on a lower roof not designed for such loads. This discussion will provide an outline for the steps necessary to set up a snow load action plan.

### LEARNING OBJECTIVES:

1. Evaluate snow load capacity and measure/calculate snow loads
2. Describe ways to avoid collapse in heavy snow falls
3. Determine if excessive snow load, poor design or poor maintenance caused roof collapse
4. Identify factors determining roof repair or replacement

AUDIENCE INTERMEDIATE CEU: 0.1

### Technology

#### W4.47 • Room: 347

##### No More Gut Decisions: Business Analytics Made Easy

*Presenter(s): Sid Shetty, VP Operations, Service Channel*

The hyped notion of "big data" has run its course. To truly benefit from business intelligence, enterprises must leverage all data through advanced analytics in a way that hides the complexity, but powers big results. In this session, learn from industry experts about best practices for choosing and implementing a platform-as-a-service (PaaS) analytics solution. With the right approach, you can say goodbye to gut decisions and hello to a new competitive advantage.

### LEARNING OBJECTIVES:

1. The importance of analytics and the new role it's taking in the facilities management industry
2. How to leverage your R&M service data to make better FM decisions
3. Discussion of tools and technologies available to help your organization use data to make better decisions

AUDIENCE INTERMEDIATE CEU: 0.1

## THURSDAY 8:00 - 8:50 AM Management Strategies

### RG.16 • Room: 316 Facilities Management in the Headlines: What Would You Do?

#### Presenter(s):

*Kendra Gastright, Director, Office of Facilities Management and Reliability, Smithsonian Institution*

*Lenny Jachimowicz, Vice President Operations - Engineering and Guest Experience, Global Operations, Marriott International, Inc.*

*John T. Shea, CEO, Division of School Facilities, The New York City Department of Education*

Natural disasters, medical emergencies, workplace violence, instable oil prices, these are just a few of the many examples of current events recently featured in the media that can have a major impact on how you operate your facilities. Join our panel of seasoned facilities experts as they navigate through different real-life scenarios. This interactive session will feature discussion and participation from the audience to help determine the best-case outcome for each situation. This real-time evaluation will help you think outside-the-box before an occurrence happens in your building.

### LEARNING OBJECTIVES:

1. Work through example situations that could have a major impact on how you operate your facility
2. Understand the best case outcome for real-life scenarios
3. Understand ways to boost preparedness in your building as you participate in the interactive elements of this session

AUDIENCE: BEGINNER CEU: 0.1

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Thursday

9:00-9:50 am

Maintenance and Operations

**R1.18 • Room: 318****Rapid Implementation Strategies for Maintenance Software***Presenter(s): C. Paul Oberg, President and CEO, EPAC Software Technologies, Inc.*

This session will focus on strategies for rapidly implementing EAM/CMMS applications. Attendees will be shown various strategies to shorten the time line for achieving benefits of their maintenance management software system.

LEARNING OBJECTIVES:

1. Learn about organizing for success
2. Discuss how to define goals and objectives
3. List data definitions
4. Clarify project planning

AUDIENCE INTERMEDIATE CEU: 0.1

Leadership and Career Advancement

**R1.21 • Room: 321****Young Professionals Panel***Presenter(s): Michelle Dagampat, Project Manager I, Fairfax County Government**Darrell X. Rounds, Manager - Maintenance & Industrial Cleaning, General Motors Company**Moderator: Greg Zimmerman, Executive Editor, Building Operating Management Magazine*

As the facility management profession continues to evolve, young and eager FMs are stepping into the spotlight. Thinking strategically, integrating a wide range of technologies, and protecting people and planet are all priorities for this new and growing crop of FMs. As well, today's FMs are expected to speak the language of finance, communicate effectively and efficiently, and contribute to the overall goals of the organization – all while maintaining an appropriate work/life balance. This panel will consider several issues of increasing importance to young FMs and tackle some of the more challenging issues these FMs are taking on today.

LEARNING OBJECTIVES:

1. Understand the opportunities for young professionals within the facility management profession
2. Review the ever-changing skill set of an FM
3. Gain insight into key challenges facing young facility managers

AUDIENCE BEGINNER CEU: 0.1

Management Strategies, Throwback Thursday

**R1.24 • Room: 324****Building a Better Business Case for Your Facilities Master Plan***Presenter(s): Jim Turner, Director, Facilities Solution, Markon Solutions*

Budget pressures are nothing new to facilities managers, whether they work in a corporation or the public sector. This session discusses an 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 OBJECTIVES:

1. Verify 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 INTERMEDIATE CEU: 0.1

Energy

**R1.27 • Room: 327****How Building Commissioning Drives Contractor Accountability***Presenter(s): Darren Cassel, CCP, CEM, LEED AP, Founder and Principal, The Stone House Group*

New construction creates many common, yet preventable flaws in design and installation, and unfortunately, the building owner is left with a product that is not what they had envisioned. Appointing a commissioning authority that provides a technical approach, as opposed to a process commissioning approach, will ensure a result that improves occupant health while reducing costs in the long run. Case studies will highlight each of these approaches; explain how construction errors have become the norm and most important of all, how you can avoid them.

LEARNING OBJECTIVES:

1. Outline commonly found flaws in new construction processes that cost money in the long run and how they can be cost-effectively addressed through a technical commissioning process
2. Identify why building commissioning is important and the difference between process and technical commissioning approaches
3. Assess your own new construction process once hearing numerous case studies with both process and technical commissioning approaches and results that have been observed for each
4. Describe what you would need to look for in a neutral third-party commissioning authority that can perform a technical commissioning process, and what language your RFP would need to obtain this level of service

AUDIENCE INTERMEDIATE CEU: 0.1

Healthcare Facilities Today

**R1.30 • Room: 330****Lessons Learned from Ebola***Presenter(s): David M. Shore, Senior Scientist/Market Executive, Environmental Health & Engineering, Inc. (EH&E)**Leonard Taylor, Senior Vice President, Operations and Support Services, University of Maryland Medical Center**Joe Woodring, DO, MPH, MTM&H, FACP, Senior Medical Officer of the Operations Branch, National Health and Nutrition Examination Survey (NHANES)**Moderator: Cathy Jakicic, Editor, Healthcare Facilities Today*

This panel discussion will address the often hard-earned lessons that emerged from 2014's Ebola outbreak in Africa that ultimately claimed two lives in the United States. Leonard Taylor, Senior Vice President of Operations and Support Services at the University



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## Thursday

of Maryland Medical Center and Brian Garibaldi, MD, Assistant Professor of Pulmonary and Critical Care at the Johns Hopkins Hospital will discuss insights gained in the areas of facility design, infection control, waste management and more.

### LEARNING OBJECTIVES:

1. Understand the threat Ebola caused in the United States
2. Reivew lessons that emerged from 2014's Ebola outbreak
3. Explain best practices in facility design, infection control, waste management and more

AUDIENCE INTERMEDIATE CEU: 0.1

### Sustainability

#### R1.37 • Room: 337

#### Sustainability Is Not a Four Letter Word

*Presenter(s): Darin Rose, Facilities Services Manager, Kiewit Services*

Coming from the perspective of not being in favor of the green movement, this speaker found upon further research the importance of conservation and discovered a way to take a practical approach to be sustainable. This course will cover the basic programs and technologies available in the industry.

### LEARNING OBJECTIVES:

1. Learn the difference between a certification and credential
2. Cover industry recognized programs
3. Identify sustainable technologies

AUDIENCE INTERMEDIATE CEU: 0.1

### Sustainability

#### R1.39 • Room: 339

#### Achieving Zero Waste: Transitioning from the 3Rs to the 3Cs

*Presenter(s): Bruce Buchan, Founder and CEO, CleanRiver Recycling Solutions*

The traditional recycling approach has been developing a program around the three R's of recycling - Reduce, Reuse, Recycle. The desire to improve sustainability goals while striving for zero waste requires a much different approach from our experience. As we work with clients to either start a program or build on existing successes, we have coined the term "The 3Cs Approach to Zero Waste: Culture, Communication, and Collection." Each is an integral piece of the recycling puzzle and without one, your program will be faced with many challenges. This session will look at each piece and discuss how they are critical in the building of a successful recycling program, along with the sharing of some best practices.

### LEARNING OBJECTIVES:

1. Learn how to increase your diversion rates and decrease contamination rates to improve your program ROI
2. Find out how to implement a waste audit to find out your current program situation and then how to improve the program to reduce your waste hauling costs
3. Learn more about stream contamination and how to reduce it to save you money
4. Identify where your organization is currently with sustainability efforts and how to get to the next step

AUDIENCE BEGINNER CEU: 0.1

### Technology

#### R1.41 • Room: 341

#### How Intelligent Building Technology Can Impact Your Business by Reducing Operating Costs

*Presenter(s): Neil Maldeis, Energy Solutions Engineering Leader, Trane Commercial Systems*

Attendees will learn how trends in smart, connected products are transforming value creation for building managers and owners, allowing them to focus on predictive/preventive - or even reliability-centered maintenance rather than reactive maintenance. Intelligent building services combine technology, analytics and expertise in HVAC systems to continuously collect, interpret and act upon data from building systems and controls to optimize operational performance.

This data gives business, education and healthcare leaders the tools they need to manage energy consumption, reduce operating costs, minimize their environmental impact, improve building system reliability and uptime, and resolve more problems earlier, quicker and more efficiently.

### LEARNING OBJECTIVES:

1. Learn about industry and business trends driving a need for smart (Intelligent) buildings
2. Learn about technology and using data to enable operating and maintenance improvements
3. Gain insights as to what's required to create an intelligent building environment in your facilities
4. Understand how creating an intelligent building will impact the organization's mission and what financial benefits will be gained

AUDIENCE INTERMEDIATE CEU: 0.1

### Safety and Security

#### R1.43 • Room: 343

#### Making Sense of Fire Sprinkler System Inspection, Testing and Maintenance Reports

*Presenter(s): Jason Webb, Director of ITM, National Fire Sprinkler Association*

Inspection, Testing, and Maintenance (ITM) reports for fire sprinkler and other fire protection systems can sometimes be difficult to comprehend. NFPA 25, the Standard for Inspection, Testing, and Maintenance of Water-Based Fire Protection Systems requires that, in addition to making the needed corrections and repairs, the owner/property manager maintains those records and reports. In this presentation, participants will be provided with an overview of those record-keeping requirements as well as what to look for on the records themselves to determine necessary maintenance.

### LEARNING OBJECTIVES:

1. Recognize the record-keeping requirements assigned to owners/property managers by NFPA 25
2. Identify and define common terms used on ITM reports
3. Develop priority-based correction and/or repair plans based on the information contained in the ITM reports
4. Determine if ITM reports prepared by contractors comply with NFPA 25

AUDIENCE BEGINNER CEU: 0.1

### Greening an Existing Building, Energy

#### R1.45 • Room: 345

#### Submeters: What, Why, When, and How

*Presenter(s): Phil Fram, VP Sales and Marketing, Quadlogic Controls*

There is a lot of confusion as to what advanced, smart submeters are and how to use them to reduce the energy usage in a building. This seminar is designed to give the basic information

Thursday

and understanding so that a property manager can create and administer projects that foster energy reduction using submeters.  
LEARNING OBJECTIVES:

1. Name what is an advanced smart submeter
2. Review why should a building have submeters
3. Apply when should a building use submeters
4. List how should a building use submeters

AUDIENCE INTERMEDIATE CEU: 0.1

Greening an Existing Building, Public Sector Trends

**R1.49 • Room: 349**

### Sustainability in the Federal Government

*Presenter(s): Lawrence A. Melton, CEO and President, The Building People  
Bo Bloomer, Vice President, Facilities, Kennedy Center  
David E. Foley, Director of the Aviation Logistics Organization (ALO), FAA*

This discussion will center on the challenges facing federal executives using technology to measure, track and manage the sustainability programs and goals. The industry has recognized that establishing a vision around real estate and technology requires the engagement of program leaders. Furthermore, this global vision requires a strategic approach to aligning program strategies with technology roadmaps and architecture.

LEARNING OBJECTIVES:

1. Discuss how to leverage the use of technology to drive sustainable practices
2. Review how to measure, track, monitor, and manage against sustainability goals
3. Assess the long term strategy for ensuring the maximum benefit from repair and alterations investments
4. Understand how technology solutions can be used to support a real estate program and long-term strategies

AUDIENCE INTERMEDIATE CEU: 0.1

10:00-10:50 pm

Technology

**R2.18 • Room: 318**

### What You Really Need to Know about LED Lighting

*Presenter(s): E. W. Dovel, VP, Public Sector, Harris Lighting*  
There are hundreds of LED companies promoting the next great advance in LED. The clients are having difficulty wading through the marketing. Come discover what to ask to eliminate the chaff from the wheat.

LEARNING OBJECTIVES:

1. Discover the differences between traditional lighting and LED
2. Review some of the advantages and disadvantages of LED
3. Learn the questions to ask vendors and the pitfalls to avoid with LED

AUDIENCE BEGINNER CEU: 0.1

Leadership and Career Advancement

**R2.21 • Room: 321**

### Preparing the Next Wave of Leaders

*Presenter(s): Marc Fischer, CPM, RPA, CCIM, Industry Consultant  
Stormy Friday, MPA, Hon. FMA, IFMA Fellow, President, The Friday Group  
Damon Gonzales, CFM, VP for Facilities Management, Davenport University  
Moderator: Naomi Millan, Senior Editor, Building Operating Management Magazine*

As members of upper management get ready to retire, the time to prepare those who will take over is now. Continuity planning, transferring a career's-worth of knowledge, and ramping up education to fill any skills gaps all come into play so the organization is not left scrambling when key players wrap up their careers. This panel of experts will discuss what it takes to keep the facility management organization running smoothly and optimally through these shifts.

LEARNING OBJECTIVES:

1. State how to identify what talent, skills and knowledge are embodied in key employees
2. Review how to develop the next batch of candidates for key management positions
3. Understand what tools to leverage to assist staff as they train up and move into new positions
4. List the pitfalls to avoid during top-level staff transitions

AUDIENCE INTERMEDIATE CEU: 0.1

Maintenance and Operations, Throwback Thursday

**R2.24 • Room: 324**

### 10 Tips to Building a Better Maintenance Team

*Presenter(s): Michael B. Cowley, CPMM, President, CE Maintenance Solutions*

No matter how top-of-the-line your equipment is, no matter how expensive your CMMS system, your success truly depends on the team you've created. Over the last few years, new positions have not been created and departments have been slashed. Every single member of your team now needs to be on the top of his or her game to successfully achieve the organization's objectives. Don't despair - there are steps you can take to make sure you have the best maintenance team available. In this session Mike Cowley will walk you through 10 steps to build a better maintenance team.

LEARNING OBJECTIVES:

1. Understand the biggest hiring hurdles
2. Review interview and hiring tips
3. Learn how to identify gaps in your current departments
4. Understand ways to change behaviors within your existing team

AUDIENCE BEGINNER CEU: 0.1

Energy

**R2.27 • Room: 327**

### Energy Efficiency: Taking Advantage of the World's Most Important Fuel

*Presenter(s): Ryan Schmidt, PE, CEM, Senior Project Engineer, Horizon Engineering Associates, LLP*

The International Energy Agency (IEA) recently released a report titled "Energy Efficiency Market Report 2013 -- Market Trends and Medium-Term Prospects." This report stated that in 2011, investments (\$300 billion) in the energy efficiency market globally were at a similar scale to those in renewable energy or fossil-fuel power generation. This session

## Thursday

will investigate energy efficiency for one of the world's top consumers of energy, buildings. The most effective ways to achieve building efficiency is through energy audits and retro-commissioning, which are tried and true tools of the trade. This session will highlight several case studies from real world examples of buildings that underwent energy audit and retro-commissioning studies.

### LEARNING OBJECTIVES:

1. Discover how energy efficiency is the newest fuel
2. Identify key take-aways from an energy audit study
3. Identify key take-aways from retro-commissioning
4. Analyze an energy conservation measure from inception through to implementation and see it applied to real world situations

AUDIENCE INTERMEDIATE CEU: 0.1

### Sustainability

#### R2.39 • Room: 339

#### Improve Risk Management Through Cleaning

*Presenter(s): William Reed, Program Development Manager: Facility Service Programs, ISSA*

Cleaner facilities = safer facilities = savings. Learn how to utilize proper cleaning as a way to invest in reduced workplace and floor safety risks, ultimately improving your organization's bottom line. Learn simple tips to assess risk and invest in the right areas that can reduce incidents as well as lower insurance and worker compensation costs. Plus, take home data you can use with upper management to secure proper funding.

### LEARNING OBJECTIVES:

1. Examine how to use third-party studies, insurance data and government resources to demonstrate that a safe facility reduces potential risk and reduces cost
2. Demonstrate how safety awareness, site-based audits, policies, and products create a safe work environment for occupants, visitors and, front line workers
3. Verify how investments in safety products, proper training, and documented cleaning programs can reduce potential hazards, slips, and falls in the workplace

AUDIENCE BEGINNER CEU: 0.1

### Management Strategies

#### R2.41 • Room: 341

#### Labor & Employment Law Update

*Presenter(s): John E. Cruickshank, Attorney, Alaniz & Schraeder, LLC*

Labor and employment law obligations change yearly as new laws are written and new case law is created. This update will provide Facility Managers guidance on the areas with the largest changes that could affect their legal obligations. It will also provide strategies for reducing the likelihood of a lawsuit.

### LEARNING OBJECTIVES:

1. Describe updates on FMLA Compliance
2. Explain updates on ADA Compliance
3. Review updates on Federal Government Activities
4. State updates on Labor Union Activities and Areas of Emphasis

AUDIENCE INTERMEDIATE CEU: 0.1

### Maintenance and Operations, Safety and Security

#### R2.43 • Room: 343

#### Managing Grounds in Winter Months: Best Practices for Snow and Ice Management

*Presenter(s): Phill Sexton, Director of Education & Outreach, Snow and Ice Management Association (SIMA)*

Best practices for snow and ice management are critical for business continuity and to insure safety for patrons, tenants and employees. Without licensing literature or codes to look to, how do facility managers properly plan and implement professional best practices or choose professional service providers to offer this risk prevention service? This session will present best practice guidelines including topics such as: site engineering, determining production rates and capacity demand, snow response planning and provide a best practices checklist for handling harsh winter weather. Learn how facilities and grounds managers can form a comprehensive snow management program to mitigate the unexpected factors when dealing with winter weather, resulting in lower operating costs and better productivity.

### LEARNING OBJECTIVES:

1. Examine safety and training considerations for those involved in the snow and ice removal process
2. Highlight how estimating and capacity planning contribute to a snow management plan
3. Determine efficient ways to document equipment, back-up equipment and a snow site engineering plan
4. Discuss the importance of reducing risk factors

AUDIENCE INTERMEDIATE CEU: 0.1

### Maintenance and Operations

#### R2.45 • Room: 345

#### CHP Solutions

*Presenter(s): Terence Waldron, President, Waldron Engineering & Construction*

Waldron Engineering & Construction, Inc. specializes in engineering, construction, commissioning and testing of power generation, combined heat and power, renewable energy, central heating and chilling facilities. As the premier power engineering and construction management firm in the US, Waldron prides itself on being a leader in advancing new and emerging energy production technologies and developing ways to bring them to commercial application.

### LEARNING OBJECTIVES:

1. Review power generation
2. Compare combined heat and power
3. Define renewable energy
4. Specify central heating and chilling facilities

AUDIENCE ADVANCED CEU: 0.1

### Maintenance and Operations

#### R2.47 • Room: 347

#### Finding the Value in Building Enclosure Commissioning

*Presenter(s): Jeffrey D. Kerr, Senior Engineer, Simpson Gumpertz & Heger*

*Brian Rose, Technical Staff, Simpson Gumpertz & Heger, Inc.* Multiple organizations have developed guidelines to help define and qualify the commissioning process for various building components. Building commissioning is a quality-focused process for enhancing the delivery of a project. The process focuses upon verifying and documenting that the building systems and assemblies are planned,

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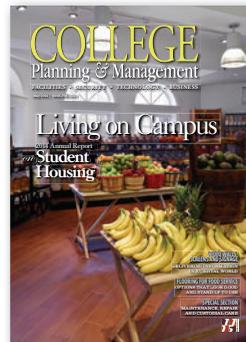
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## Thursday

designed, installed, tested, operated, and maintained to meet the Owner's Project Requirements. The commissioning process for building systems is well established and developed, while commissioning of the building enclosure is relatively new and still being refined. Owners, designers, contractors, and maintenance staff are quickly realizing the value building enclosure commissioning (BECx) can add to a project. However, many of these professionals struggle to define the procedures and deliverables required for effective BECx, as opposed to traditional building enclosure consulting. Using the established guidelines and project examples, we will describe the BECx process, outline the roles and responsibilities of the BECx Agent, discuss the value inherent with the BECx process, and examine the future of BECx.

### LEARNING OBJECTIVES:

1. Understand the overall Building Enclosure Commissioning (BECx) process and current standards
2. Learn the scope of quality assurance provisions embodied in the standards
3. Understand the value of BECx process during early design phases through construction and occupancy and how it is different from building enclosure consulting
4. Learn how to select the scope of BECx work to reduce risk of future enclosure issues and enhance building performance

AUDIENCE INTERMEDIATE CEU: 0.1

Maintenance and Operations

### R2.49 • Room: 349

#### Optimizing Preventive Maintenance

*Presenter(s): Kate Kerrigan, Reliability Engineer, Allied Reliability*  
Preventive maintenance programs are often the base of every organization's reliability plans. However, too often they become the repository of desperate measures to placate the organization and half formed root cause analyses. A proactive PM program must be under systemic evaluation to continue to give the results organizations demand. I will show you how to evaluate your current PMs to ensure that they are producing proactive, valuable results. In addition, I will show you a systemic evaluation method that you can begin using today to keep your program fresh and in tune with your organization's changing needs and expectations.

### LEARNING OBJECTIVES:

1. Review best practices for a proactive PM program
2. Clarify how a systemic evaluation will continue to give the results organizations demand
3. Understand how to evaluate your current PMs to ensure that they are producing proactive, valuable results

AUDIENCE ADVANCED CEU: 0.1

## 2:10-3:00 pm

Maintenance and Operations, Throwback Thursday

### R3.24 • Room: 324

#### Effectively Prioritizing Maintenance Work

*Presenter(s): C. Paul Oberg, President and CEO, EPAC Software Technologies, Inc.*

RIME, Ranking Index for Maintenance Expenditures, is one of the most widely used work order priority systems used by maintenance organizations. Developed by Albert Ramond and Associates, the methodology employs factors associated with type of work and type of asset. An easy to use and easy to implement system, an effective priority system such as RIME will enable maintenance organization

to more effectively plan, schedule, analyze and evaluate their efforts.  
LEARNING OBJECTIVES:

1. Learn the RIME method of prioritizing work orders
2. Understand how to use priorities to schedule work
3. Learn how to use RIME to analyze work
4. Review how to implement a RIME priority system

AUDIENCE INTERMEDIATE CEU: 0.1

Energy

### R3.27 • Room: 327

#### Optimizing Energy Purchases with Energy Storage

*Presenter(s): Paul Valenta, VP Sales and Marketing, CALMAC*

If gas stations sold gas 50% cheaper at night than during the day, when would you fill up the tank to your car? You would fill up at night, if you want to save money. So why don't we do this for commercial buildings?

Regardless of the pricing structure a utility provides, the cost of electricity for commercial buildings is nearly 50% cheaper at night, when the need for energy is less. Energy storage allows facility managers to optimize energy purchases by disconnecting consumption of electricity from time of purchase. This session will discuss strategies for energy management and cutting operating costs.

### LEARNING OBJECTIVES:

1. Gain a deeper understanding of your electric bill and how (kW) demand significantly impacts energy costs
2. Learn key steps for disconnecting consumption of electricity from the time of purchase in order to create significant reductions in operating costs
3. Discuss opportunities in demand response and real-time pricing
4. Learn from real case study examples of how building managers are transforming ordinary buildings into smart grid buildings by reducing peak demand and being demand responsive

AUDIENCE INTERMEDIATE CEU: 0.1

Maintenance and Operations

### R3.37 • Room: 337

#### NFMT Talks: Leadership

*Presenter(s): Teena Shouse, CFM, IFMA Fellow, Vice President, Facility Engineering Associates*

Hear from one of our most respected experts as they talk imperiously about a subject near and dear to all of them. Join us at our version of a TED Talk for an inspirational way to wrap up the week. You'll be sure to be able to take some of their wonderful experiences and expertise back to your team.

AUDIENCE BEGINNER CEU: 0.1

Technology

### R3.39 • Room: 339

#### Innovations in Landscape Technology & Chemistry

*Presenter(s): Rich Chilcoat, National Sales Manager, Davey Steve Enslow, RPA, Principal, Commercial Realty Management, LLC Debbie Heaver, Regional Account Manager, Brickman Dustin Kennedy, Plant Health Care Specialists, Bob Jackson Landscapes, Inc.*

*Jody Lenes, LICM, Regional Manager- Maryland, GroundsCare Landscape, LLC*

*Moderator: Chuck Whealton, Regional Manager, Ruppert Landscape*  
Believe it or not, there is more to landscaping than straight lines and planting green side up! When you attend BOMA Baltimore's session titled "Innovations in Landscape Technology & Chemistry that Result

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## Thursday

in Budget Savings for Properties”, you will walk away with information you can use immediately to improve your property’s curb appeal while increasing efficiencies and maximizing R.O.I. BOMA Baltimore has organized a panel of both national and regional green industry leaders who are prepared to share data and results supporting emerging technology and methods that are helping their clients’ properties and could help your properties too. Whether your landscape challenge includes blown snow budgets, insect and disease damage, boring color displays or hazardous trees, this panel of experts will have your solutions.

### LEARNING OBJECTIVES:

1. Review how to improve your property’s curb appeal while increasing efficiencies and maximizing ROI
2. Share data and results supporting emerging technology and methods
3. Explain landscape challenges includes blown snow budgets, insect and disease damage, boring color displays or hazardous trees

AUDIENCE BEGINNER CEU: 0.1

### Technology

#### R3.41 • Room: 341

#### Understanding Surge Protection Devices

*Presenter(s): Tom Butcher, Senior Member IEEE, Surge Suppression Incorporated*

Attend this session on surge protection devices (SPD) to learn about the transient environment, product design, application & tiered protection, installation and the NEC. The first section will discuss what transients are and where they originate. The second section examines the design of surge suppression devices. The third section discusses how to provide the best protection in the most efficient and economical manner. The fourth section covers proper installation under the National Electrical Code (NEC).

### LEARNING OBJECTIVES:

1. Clarify the different types of surges and where they originate
2. Understand the differences between the types of surge protective device designs and why they are necessary
3. Describe the most efficient way to provide proper surge protection for a facility electrical system
4. Define the proper installation of surge protective devices and why it is critical to the operation of the surge protector

AUDIENCE INTERMEDIATE CEU: 0.1

### Technology

#### R3.45 • Room: 345

#### Making the Move to Centralized Facilities Management (CFM)

*Presenter(s): Tom Willie, CEO, Blue Pillar, Inc.*

Facility management of large or multi-site, geographically distributed enterprises such as complex hospital systems, universities, military institutions and manufacturing sites is increasingly turning toward the corporate centralization of facilities management and operations. This session will cover the market forces driving the need for centralized facility management; why old practices and strategies are broken; and the components, tools and technologies that are transforming how facilities can economically and reliably orchestrate core facility-based operations.

### LEARNING OBJECTIVES:

1. Trends and market forces driving the need for centralized facilities management
2. Cost and operational benefits of centralizing facilities management
3. A review of the components technology and tools needed to

migrate to a centralized facilities management approach

4. How to get started on your journey toward modernizing your critical and complex facilities

AUDIENCE INTERMEDIATE CEU: 0.1

## 3:10-4:00 pm

Maintenance and Operations, Management Strategies

#### R4.37 • Room: 337

#### NFMT Talks: Maintenance

*Presenter(s): Michael B. Cowley, CPMM, President, CE Maintenance Solutions*

Hear from one of our most respected experts as they talk imperiously about a subject near and dear to all of them. Join us at our version of a TED Talk for an inspirational way to wrap up the week. You’ll be sure to be able to take some of their wonderful experiences and expertise back to your team.

AUDIENCE INTERMEDIATE CEU: 0.1

Maintenance and Operations, Management Strategies

#### R4.39 • Room: 339

#### Maintenance Planning and Scheduling Made Simple

*Presenter(s): Ricky Smith, CMRP, CPMM, Reliability Solutions Advisor, People and Processes*

Maintenance Planning and Scheduling is critical to any organization if they want to be efficient and effective. In most organizations wrench time (hands on tools) is between 20-40 percent when it should be 80-90 percent. The reason for the gap is maintenance planning and scheduling effectiveness. If you want to optimize efficiency of your assets and energize your maintenance department then a proactive Maintenance Planning and Scheduling function is what you need.

### LEARNING OBJECTIVES:

1. Review how to implement an effective maintenance planning and Scheduling Program
2. Learn how maintenance planning and scheduling roles and responsibilities in maintenance engineering and operations
3. Comprehend how to measure the effectiveness and efficiency of a Proactive Planning and Scheduling Organizations
4. Understad a Day In the Life of a Maintenance Planner (DILO)

AUDIENCE BEGINNER CEU: 0.1

### Energy

#### R4.41 • Room: 341

#### 20 Low Cost/No Cost Ways to Save Energy

*Presenter(s): Jack Ames, Problem Solving Engineer, Steam Training*

Very often facilities personnel are misled that they must spend lots of money on high priced equipment and expensive sophisticated systems to save energy dollars. Nothing could be further from the truth. In this presentation, attendees will review strategies to implement both low-cost (i.e. a \$1,000 maximum total expenditure for material and outside labor) and no-cost initiatives in their facilities.

AUDIENCE BEGINNER CEU: 0.1

Thursday

Safety and Security, Throwback Thursday

**R4.43 • Room: 343**

**Fire Alarm/Suppression Systems: Reducing Problems, Lowering Cost**

*Presenter(s): Rick Reynolds, Vice President of National Accounts & Southern Region Operations Manager, ORR Protection Systems*  
 Are your fire alarm/suppression systems friend or foe? Fire protection systems are installed to protect people and property, but all too often they become a problem because of false alarms or costly service calls at the most inconvenient times. This session is designed to help you reduce, if not eliminate, the Top 5 Fire Alarm/Suppression System Problems. You will learn WHY they happen and WHAT to do to fix current problems or avoid future ones. By the

end of this session, you will have specific steps you may implement to reduce costly emergency service and rid yourself of those nuisance false alarms. Additionally, you will finally understand what the fire code requires for Inspection, Testing and Maintenance of your fire protection systems, saving you valuable time, money and maybe someone's life someday.

**LEARNING OBJECTIVES:**

1. Review how fire systems work and why understanding this will save you time and money
2. Understand NFPA inspection and testing requirements
3. Learn what record keeping is required by law and how to make it easier
4. Explain how prevention is the best medicine; learn what to do and when to do it

**AUDIENCE BEGINNER    CEU: 0.1**

# Speakers

**Sean Ahrens**

*Global Practice Leader for Security, Aon Global Risk Consulting*

**Michael Alexander**

*President, Recycle Away*

**Stephen P. Ashkin**

*President, The Ashkin Group, LLC*

**Bill Ballweg**

*Product Development Manager, LED, Acuity Brands - Lithonia Lighting*

**Rajan Battish**

*Vice President, RTKL*

**Terry Bickham**

*Director, Energy Services and Solutions, Trane*

**Bo Bloomer**

*VP, Facilities, Kennedy Center*

**Diana Bramble**

*Supervisory Horticulturist National Park Service*

**Bruce Buchan**

*Founder and CEO, CleanRiver Recycling Solutions*

**John Burns**

*Manager of Landscape Services University of Texas at Austin*

**Tom Butcher**

*Senior Member IEEE Surge Suppression Incorporated*

**Robin Camarote**

*Founder and CEO, Craft and Atlas LLC*

**Rich Chilcoat**

*National Sales Manager, Davey*

**Darren Cassel**

*Founder and Principal, The Stone House Group*

**James Chemp**

*President, Chemp Energy Management, LLC*

**Bill Conley**

*President/Principal-in-charge Conley Group*

**Alec Cooley**

*Director, Keep America Beautiful*

**Bob Cowan**

*Director of Facilities, Fred Hutchinson Cancer Research Center*

**Michael B. Cowley**

*President, CE Maintenance Solutions*

**John E. Cruickshank**

*Attorney, Alaniz & Schraeder, LLC*

**John Curran**

*President, LED Transformations, LLC*

**Michelle Dagampat**

*Project Manager I, Fairfax County Government*

**Chris Dahl**

*President, Trystar*

**Pedro Dominguez**

*Managing Principal, Invenio Group*

**Ben Dorsey**

*Vice President, Continental Industries, Inc.*

**E.W. Dovel**

*VP, Public Sector, Harris Lighting*

**Ross Eberlin**

*Product Marketing Manager, Osram Sylvania*

**Lawrence B. Eighmy**

*Managing and Founding Principal The Stone House Group (SHG)*

**Vince Elliott**

*President, Elliott Affiliates, Ltd.*

**Jenna Elmer**

*Asst. Director of HR for Facilities Management, University of Arizona*

**Steve Enslow**

*Principal, Commercial Realty Management, LLC*

**Mark S. Evanko**

*Principal, BRUNS-PAK*

**Marc Fischer**

*Consultant*

**David E. Foley**

*Director of the ALO, FAA*

**Phil Fram**

*VP Sales and Marketing, Quadlogic Controls*

**Philip K. Frederick**

*Senior Staff Engineer Simpson Gumpertz & Heger Inc.*

**Matt Freije**

*President, HC Info*

**Stormy Friday**

*President, The Friday Group*

**M. Bradley Gaskins**

*Principal, COO, The McIntosh Group*

**Mark T. Gasser**

*Director, Technical Engineering Solutions, Sodexo*

**Kendra Gastright**

*Director, Office of Facilities Management and Reliability, Smithsonian Institution*

**Fred Gerdes**

*SVP - Sales & Marketing Chemp Energy Management, LLC*

**Scott Gettelfinger**

*National Accounts Sales Manager Servpro Industries, Inc.*

**Brian Gilligan**

*National Program Manager General Services Administration*

**J Glasgow**

*Vice President, DTZ*

**Jacob Goldman**

*Senior Engineer Energy Tax Savers, Inc.*

**Damon Gonzales,**

*VP for Facilities Management Davenport University*

**Craig Goodwin**

*Director, Design and Construction Johns Hopkins School of Medicine*

**Karen Goss**

*Assistant Director, The Mid-Atlantic ADA Center*

**Tim Harvey**

*Retired Division Chief, National Park Service,*

**Paul Head, II**

*Senior Manager, Ernst & Young Construction & Real Estate Advisory Services*

**Debbie Heaver**

*Regional Account Manager, Brickman*

**David Herman**

*Principal, EnerG Associates, LLC*

**Damon Hernandez**

*Lead Tech the digit group, inc.*

**Chris Hollinger**

*Senior Product Manager, Siemens Building Technologies, Inc.*

**Lenny Jachimowicz**

*Vice President Operations, Marriott International, Inc.*

**Joe Jackson**

*Program Facilitator, PGMS*

**Mohamad Jamal**

*President and Chief Mechanical Engineer, A.J. Adam Engineering, LLC*

**Kerry Joels**

*Government Affairs, TMA Systems*

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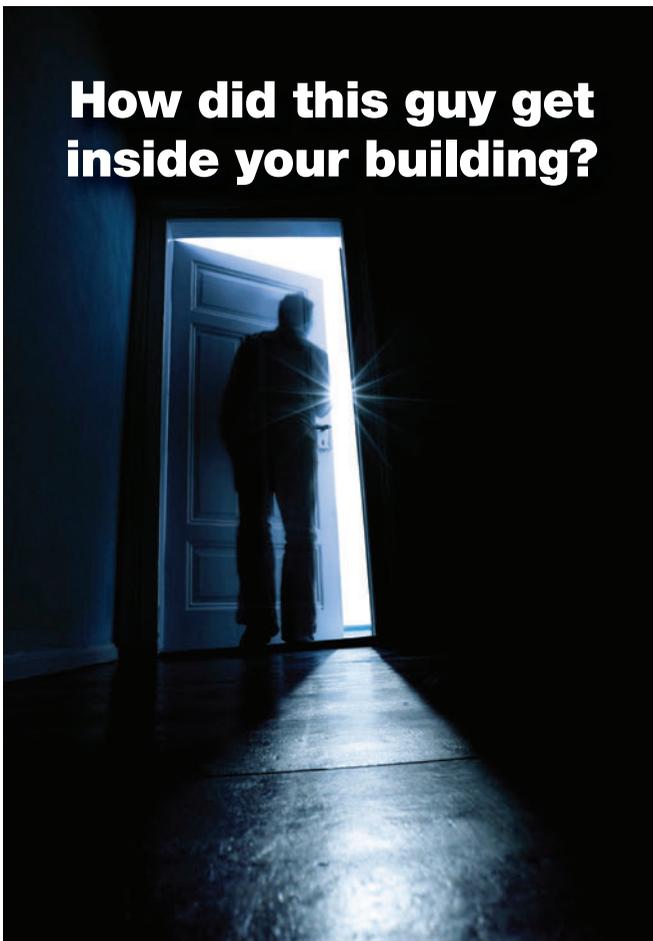
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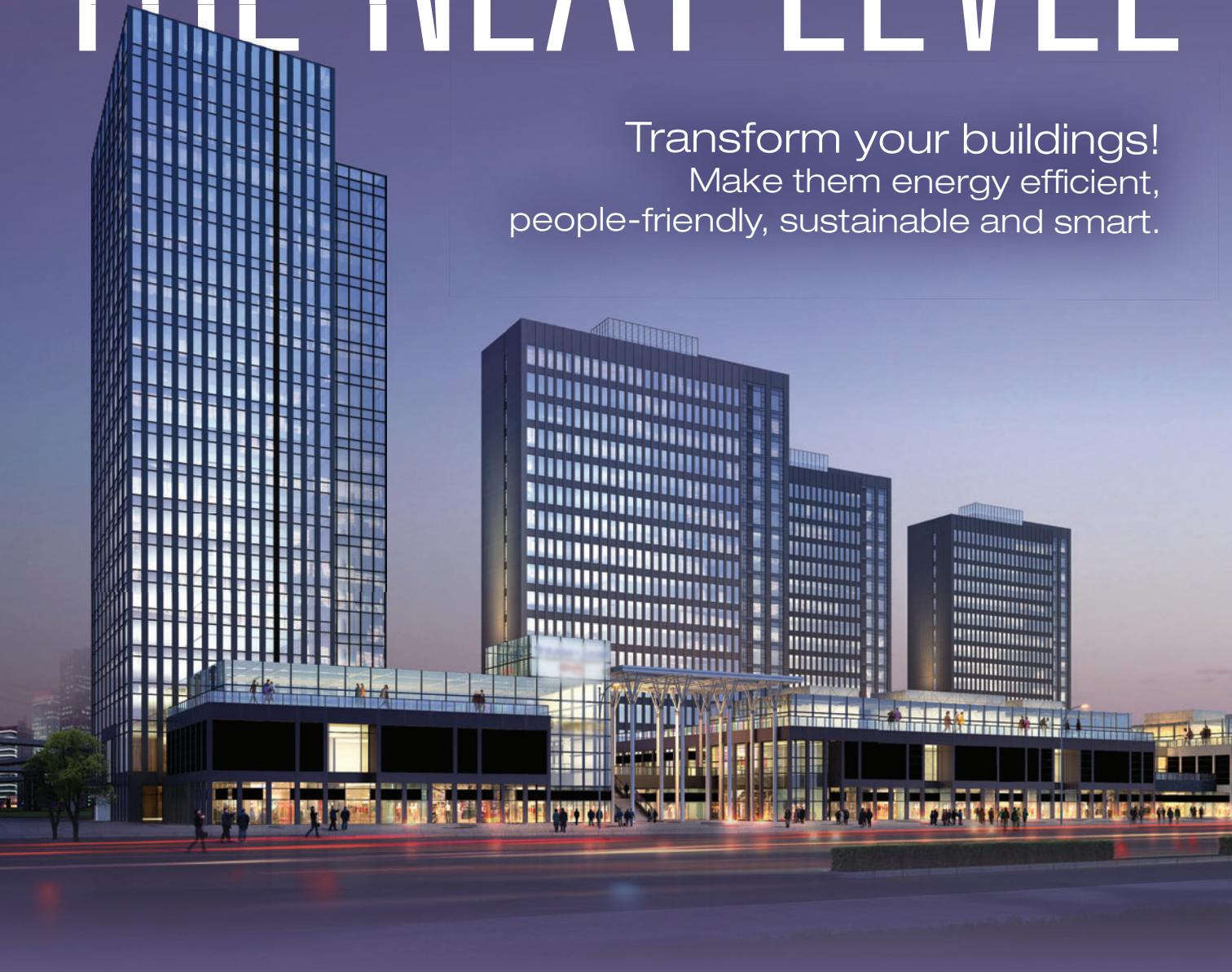
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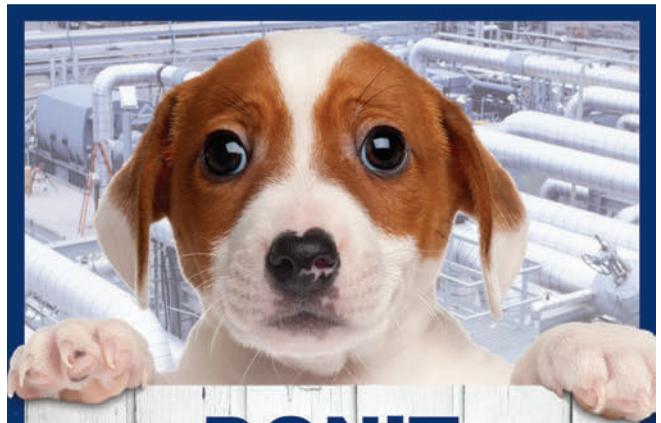
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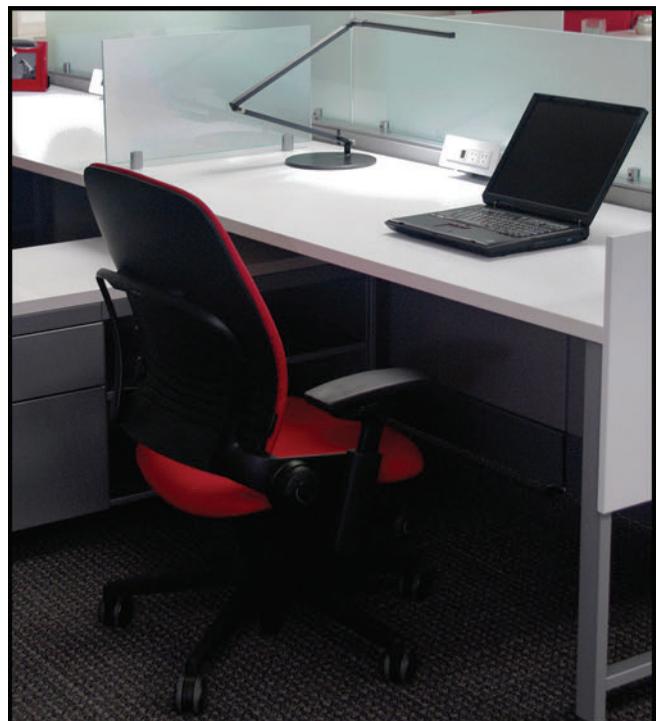
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 Largo, FL 33773  
 727-447-6140  
[www.onicon.com](http://www.onicon.com)

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**Orion Energy Systems (Harris Lighting)**

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 Manitowoc, WI 54220  
 800-331-2216  
[www.oesx.com](http://www.oesx.com)

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[www.orrprotection.com](http://www.orrprotection.com)

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We're driven by innovation. Guided by our insights into customer needs, we deliver industry-leading, next-generation electronic locking solutions without wires and without mechanical keys. By continually being first to anticipate market needs in a rapidly evolving marketplace, we set new standards in security, manageability and scalability.

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Premium hydronic and domestic heating and pumping equipment.

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San Jamar offers innovative systems in towel, tissue, soap, wet wipes and air care. Featuring the new Rely electronic soap dispenser, Classic & Oceans for towel and tissue, Assure for Wet Wipes and Arriba for air care. All of these systems offer the best in technology, which translates into labor savings, less waste and lower cost per use.

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**Booth# 2346**  
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Jacksonville, FL 32205  
800-874-5554  
[www.saniglaze.com](http://www.saniglaze.com)

SaniGLAZE is a multi-step restoration process using proprietary products and systems that will permanently solve your tile and grout problems. SaniGLAZE keeps soil from penetrating tile and grout which makes cleaning easy and effective. Harsh cleaning chemicals can then be replaced with green, environmentally safe, biodegradable +products.

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**Booth# 1726**  
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215-322-6063  
[www.sapling-inc.com](http://www.sapling-inc.com)

For two decades, Sapling has been a pioneer in providing state-of-the-art synchronized clock systems. Sapling clocks can be found in schools, hospitals, manufacturing plants, business complexes, transportation facilities, and many other industries globally. Sapling

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### SATEC Inc.

**Booth# 2138**  
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Union, NJ 07083  
908-686-9510  
[www.satec-global.com](http://www.satec-global.com)

SATEC is a global leader of intelligent power measurement instrumentation. SATEC offers a full line of metering, power quality and fault recording products for the proper "Powerful Solution" for all your measurement, monitoring and control needs. SATEC's "Smart & Simple" approach to digital design has been revolutionizing the industry with many unique application oriented features.

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Schindler offers a complete line of elevators, escalators and moving walks, as well as full maintenance and modernization services for all brands. Globally, Schindler equipment moves 1 billion people per day. Schindler has offices in more than 150 locations in the North America, and 100 countries worldwide with North American headquarters in Morristown, N.J. For more information, visit [www.us.schindler.com](http://www.us.schindler.com).

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SP&M and CP&M – the education industry's leading publications for facilities, security, technology and business news – reach 79,000+ professionals at K-12 school districts and college/universities nationwide. Our print and digital products provide readers timely news, topical research, best practices, buying tips and product reviews – helping them do a better job and improve the learning environment.

### Scranton Products

**Booth# 1500**  
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Scranton, PA 18505  
800-445-5148  
[www.scrantonproducts.com](http://www.scrantonproducts.com)

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 804-743-1218  
[www.sealeze.com](http://www.sealeze.com)

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[www.special-lite.com](http://www.special-lite.com)

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### Staples Facility Solutions

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[www.structuretec.com](http://www.structuretec.com)

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[www.taylor-dunn.com](http://www.taylor-dunn.com)

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 443-304-2237  
[www.teamcamservices.com](http://www.teamcamservices.com)

Team Cam is a commercial construction company that offers a complete care approach to property managers and owners in Baltimore, DC and surrounding areas. We are dedicated to safety, quality, and client satisfaction. For years, commercial property managers and owners have trusted Team Cam to provide high quality services that meet daily common area maintenance needs.

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## Sunbelt Rentals - Terracon

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www.terralux.com

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www.testproductsintl.com

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www.tmasystems.com

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Racine, WI 53404  
800-450-9824

www.tomcatequip.com

Tomcat manufactures 40 varieties of battery powered, floor sweepers/scrubbers, including walk-behind sweeper and rider models and a battery burnisher line that rivals any propane one. Tomcat machines are all manufactured in Wisconsin, U.S.A. They are sold through some 140 Global Tomcat dealer locations.

### TOMRA Compaction

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#### Booth# 2342

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www.totalasphalt.com

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**TownSteel®**  
Architectural Hardware MFG

### TownSteel Inc.

#### Booth# 1901

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800-456-6255

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#### Booth# 1402

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800-495-5679

www.TriTechnologies.com

The most effective, environmentally friendly, and cost efficient pavement maintenance options. Asphalt Rejuvenators penetrate the surface and reverse the chemical age by 4yrs, preventing deterioration and extending the pavement life. They protect the surface from the harmful effects of fuel and water. Includes Four-Year Performance Warranty. Seamless Infrared Repair transforms old broken pavement into a seamless patch that lasts.

### Trystar

#### Booth# 2024

2917 Industrial Drive  
Faribault, MN 55021  
507-333-3990

www.trystar.com

Trystar is the leading U.S. manufacturer of generator and load bank docking stations used in applications with and without permanent generators on site providing options for criti-

## TTI Floor Care North America - Versico Roofing Systems

cal power quick connection during outages or permanent generator failure. Trystar also manufactures portable power cable & power distribution and capable of providing an Engineering & Master Electrician staff for support.

### TTI Floor Care North America

**Booth# 2376**  
7005 Cochran Road  
Glenwillow, OH 44139  
440-996-2000  
[www.hoovercommercial.com](http://www.hoovercommercial.com)

TTI has years of experience designing reliable and innovative cleaning solutions. This expertise and knowledge has helped to build a comprehensive line of ruggedly constructed commercial vacuums and floor care products to meet the high demands of any commercial cleaning task.

### U.S. Department of State

**Booth# 2146**  
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Arlington, VA 22209  
703-647-0324  
[www.state.gov/obo/](http://www.state.gov/obo/)

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### UG-2 LLC

**Booth# 2262**  
One International Place  
Boston, MA 02110  
617-279-8100  
[www.ug-2.com](http://www.ug-2.com)

Our UG2 team is the nucleus that grew a New England based facility service provider into the second largest facility service provider in North America. With 300+ years industry experience and 20+ years working together UG2 creates a family type relationship with our staff and clients in driving the next generation of facility services in the commercial, corporate, educational, retail, life science and industrial markets.

### Ultra-Chem Inc.

**Booth# 2579**  
8043 Flint St.  
Lenexa, KS 66214  
800-451-0726  
[www.ultra-cheminc.com](http://www.ultra-cheminc.com)

Ultra-Chem Inc. is manufacturer and distributor of a full line of industrial specialty chemical products. With more than 300 products in our line we have the solution to all your facility's needs.

### UltraViolet Devices Inc.

**Booth# 2253**  
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Valencia, CA 91355  
661-295-8140  
[www.uvdi.com](http://www.uvdi.com)

UltraViolet Devices, Inc. (UVDI) is recognized as a market leader in the research, development and manufacturing of UltraViolet Germicidal Irradiation products used to disinfect air, water

and surfaces and Molecular Carbon Filtration products to remove odors and gaseous contaminants. Industries include; office, commercial, and industrial buildings, health care facilities, schools, universities, airports, museums, hotels, restaurants, casinos, resorts, and residential.

### Unger Enterprises Inc.

**Booth# 2535**  
425 Asylum St.  
Bridgeport, CT 06610  
800-431-2324  
[www.ungerglobal.com](http://www.ungerglobal.com)

Unger strives to produce high quality, innovative tools that help professionals clean more productively and safely, as well as offer superior customer service to both end-users and distributors. Complete lines include professional window cleaning, restroom cleaning, floor mopping, high-access dusting and maintenance, litter removal, and microfiber cloth systems.

### United Soybean Board

**Booth# 815**  
4725 Yuma St., NW  
Washington, DC 20016  
202-363-0334  
[www.soybiobased.org](http://www.soybiobased.org)

USB provides informational resources to public and private entities interested in learning about the variety of biobased products being offered by U.S. companies, ranging from cleaning and maintenance supplies to carpet backing to elevator and transformer fluids to roofing materials, and how using these products can help lower petroleum use, reduce greenhouse gas emissions, and offer other potential environmental and health benefits.

### Unlimited Restoration Inc.

**Booth# 2135**  
3521 E. Federal St.  
Baltimore, MD 21213  
410-327-3736  
[www.urinow.com](http://www.urinow.com)

Unlimited Restoration gets you back to business after disaster. From our regional locations in MD/VA/DE/PA/GA/FL/TX, URI provides stabilization and containment, as well as water extraction, structural drying, technical cleaning, selective demolition, document restoration, odor control, temporary climate control, temporary roofing, mold abatement, indoor air quality testing, and complete reconstruction.



**MARYLAND**

### USGBC MD

**Booth# 1012**  
230 Schilling Green Circle, Suite 132  
Hunt Valley, MD 21031  
443-977-3457  
[www.usgbcmaryland.org](http://www.usgbcmaryland.org)

Lead the transformation of the way we design, build and operate buildings and communities by promoting sustainable practices.

### USHIO America Inc.

**Booth# 2662**  
5440 Cerritos Ave  
Cypress, CA 90630  
800-838-7446  
[www.ushio.com](http://www.ushio.com)

USHIO America, Inc. is a leading manufacturer of Specialty and General Illumination lighting solutions based in Cypress, California. Established in 1967 as a subsidiary of USHIO Inc., in Tokyo, Japan, USHIO now carries over 3,500 General Lighting and Specialty products.



**VANGUARD**  
MODULAR BUILDING SYSTEMS

### Vanguard Modular Building Systems, LLC

**Booth# 1114**  
3 Great Valley Parkway, Suite 170  
Malvern, PA 19355  
877-438-8627  
[www.vanguardmodular.com](http://www.vanguardmodular.com)

Vanguard Modular Building Systems provides permanent and temporary modular building construction solutions from small relocatable buildings to permanent multi-story buildings. We offer modular classrooms, offices, medical clinics, correctional facilities, dormitories, and much more! Vanguard Modular provides clients with a broad variety of construction services up to and including turnkey options. We have locations throughout the Atlantic and Gulf Coast states.

### Veolia Environmental Services

**Booth# 2436**  
1275 Mineral Springs Drive  
Port Washington, WI 53074  
804-399-3602  
[www.lamprecycling.veoliaes.com](http://www.lamprecycling.veoliaes.com)

Veolia North America is a global leader in recycling hazardous and universal waste. Whether you have large or small quantities of fluorescent lamps, ballast, batteries, mercury waste or computer electronics we can help you set up a cost-effective, safe and compliant recycling program. We invite you to register for free breaking environmental news today at: <http://lamprecycling.veoliaes.com/subscribe>.

### Versico Roofing Systems

**Booth# 1924**  
P.O. Box 1289  
Carlisle, PA 17013  
800-992-7663  
[www.versico.com](http://www.versico.com)

As one of the largest single-ply membrane roofing system providers in the world, Versico continues to offer quality and expertise in the commercial roofing marketplace. For nearly 50 years, Versico has provided the low-slope, commercial roofing industry with the best customer service and most innovative, energy-efficient roofing solutions available. Versico's product offering includes EPDM, TPO and PVC roofing membranes and accessories.

## VFS Fire &amp; Security Services - Zing Green Safety Products

**VFS Fire & Security Services**

**Booth# 2367**  
1011 E. Lacy Ave  
Anaheim, CA 92805  
714-778-6070  
[www.vfsfire.com](http://www.vfsfire.com)

We are a full service national fire life and safety vendor that specializes in testing, inspecting servicing and maintaining fire alarm, sprinkler, special hazard and foam systems. What makes us so unique is that we partner with our clients and help them to improve and streamline their fire life and safety requirements with our state of the art inspection tracking system called LiNC.

**Viconics Technologies Inc.**

**Booth# 1014**  
9245 Langelier Blvd.  
St. Leonard, QC H1P 3K9  
514-321-5660  
[www.viconics.com](http://www.viconics.com)

Viconics simplified automation solutions are targeted primarily at the building retrofit markets and offer many of the benefits associated with more complex automation systems at a lower total installed cost. Viconics specializes in Network Ready and networked communicating wall-mounted temperature controls based on open industry standard protocols and include BACnet®, Lontalk® and Wireless ZigBee®.

**Visual Workplace Inc.**

**Booth# 2682**  
7381 Ardith Court  
Byron Center, MI 49315  
616-583-9400  
[www.visualworkplaceinc.com](http://www.visualworkplaceinc.com)

**Washington Gas Energy Services**

**Booth# 2314**  
1 Texas Station Court, Suite 230  
Timonium, MD 21093  
410-628-4302  
[www.wges.com](http://www.wges.com)

Washington Gas Energy Services Inc. (WGES) is one of the largest and most experienced energy suppliers in the Mid-Atlantic region. Over 350,000 commercial and residential customers in Maryland, Delaware, Pennsylvania, Virginia and the District of Columbia depend on WGES to supply their energy needs.

**Waterlogic USA**

**Booth# 1601**  
77 McCullough Drive  
New Castle, DE 19720  
302-507-7244  
[www.waterlogic.us](http://www.waterlogic.us)

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**Booth# 2264**  
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San Diego, CA 92110  
619-275-9367  
[www.wd40company.com](http://www.wd40company.com)

WD-40 Company is a global marketing organization dedicated to creating positive lasting memories by developing and selling products which solve problems in workshops, factories and homes around the world.

**RE Whittaker Co.**

**Booth# 1620**  
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New Castle, PA 16101  
800-422-7686  
[www.whittakersystem.com](http://www.whittakersystem.com)

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**Booth# 1926**  
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800-966-8883  
[www.wilmotmodular.com](http://www.wilmotmodular.com)

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**The Witmer Group**

**Booth# 2383**  
1003 Cornerstone Drive  
Mount Joy, PA 17552  
717-368-7608  
[www.thewitmergroup.com](http://www.thewitmergroup.com)

The Witmer Group is a nationally recognized specialty and service contractor comprised of entities that perform masonry, restoration, waterproofing, and exterior coatings for large complex commercial, educational and institutional buildings throughout Pennsylvania, Maryland & Delaware. We are committed to excellence, with an allegiance to our customers, employees and strategic partners including Architects, Engineers, Facility & Property Managers, Private Business Owners, and General Contractors.

**Wizard Software Solutions**

**Booth# 1820**  
4147 N. Ravenswood Ave.  
Chicago, IL 60613  
773-832-0200  
[www.wizardsoftware.net](http://www.wizardsoftware.net)

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Deerfield Beach, FL 33442  
954-233-1239  
[www.xtraflex.com](http://www.xtraflex.com)

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**Booth# 2252**  
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[www.zenarolighting.com](http://www.zenarolighting.com)

Highly efficient LED luminaires and lamps, designed for a wide range of uses within commercial and industrial spaces. Founded on engineering products of high performance, with reduced complexity, eliminating frills and over-design that adds unnecessary cost.

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**Booth# 1504**  
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Oswego, IL 60543  
630-636-6188

[www.zinggreenproducts.com](http://www.zinggreenproducts.com)

ZING® Green Safety Products is the industry leading manufacturer of eco-friendly safety compliance products including a broad range of Lockout Tagout, GHS, Safety Signage, and others. ZING products are manufactured with high content recycled materials offering a clear advantage over other products by providing businesses with the ability to create a safer work environment while also protecting our natural environment.

## Zoo Fans Inc. - ZTS Inc.

### ZOO Fans Inc.

**Booth# 2035**  
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Boulder, CO 80301  
855-ZOO-FANS  
www.zoofans.com

Variable speed ZOO Fans gently mix the air, eliminating hot and cold spots. The temperature at floor level is much more comfortable, the HVAC systems run less, and the facility uses a lot less energy. Small fans, BIG savings! Improve Creature Comfort, Lower Operating Costs, Reduce Carbon Footprint. Visit our website or, better yet, stop by and see us!

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**Booth# 2633**  
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Rockville, MD 20847  
301-299-7155  
www.zoominc.org

Zoom has provided unparalleled service and quality design solutions to clients all over the nation. Zoom is 100% Woman-owned. Zoom offers an experienced and inspired team with expertise in interior design and furniture solutions. You can expect an enhanced environment based on your needs and a solution within your budget. Zoom provides turn-key and whole-room packaged service to virtually all facilities.

### ZTS Inc.

**Booth# 1922**  
5628 Wooster Pike  
Cincinnati, OH 45227  
888-796-2777  
www.ztsinc.com

ZTS Inc. manufactures Pulse Load battery testers designed for use by anyone working with batteries or battery operated equipment. Ideal for battery management, inspection, cell matching, and critical application/mission pre-testing. Applications include fire/security, UPS, medical, industrial, military, lighting, telecom, mobility, access control, auto/marine/RV, and more.

Thank you to the following companies for their continued support of NFMT.

## NFMT15

### Companies who have exhibited for 15 Years

Acuity Brands (formerly System Sensor)  
Advanced Power Control, Inc.  
ASCO  
Automated Logic Corp.  
BASF Corporation  
Belimo Americas  
CHB Industries, Inc.  
InPro  
Millicare by EBC Carpet Services  
Russelectric Inc  
Schindler Elevator Corp  
TMA Systems LLC  
Wilmot Modular Structures, Inc.  
Wizard Software Solutions

Bell Bird Control  
The Blue Book Network  
BRAVO! Building Services Inc.  
CADapult FM  
Caplan Bros. Glass  
Carrier Rental Systems  
Chardon Laboratories, Inc.  
Construction Specialties, Inc.  
(formerly DecoGard)  
Curtis Engine & Equipment Inc.  
Davies Office, Inc.  
Door Guard Inc.  
Duct & Vent Cleaning of America Inc.  
DuctSox  
DuPont  
Duro-Last Roofing, Inc.  
EMCOR Services  
EPAC Software Technologies Inc.  
FiberTite Roofing Systems by  
Seaman Corp.  
FLIR Systems Inc.  
Free Axez LLC  
The Garland Company Inc.  
Georgia-Pacific Professional  
Interior Maintenance Company Inc.  
ISES Corporation  
KMC Controls Inc.  
Lencore Acoustics Corp.  
Lewellyn Technology  
Marks USA  
MicroMain Corp.  
Moen Commercial  
Morin Distribution  
Owen Corning Sales LLC  
Parkland Plastics  
PBI Restoration Resources

Philips Lighting North America  
PPG Architectural Coatings  
Primex Wireless  
Reliable Controls Corp. USA  
SaniGLAZE International LLC  
Sealeze (A Unit of Jason)  
SELECT Hinges/SELECT Products Ltd.  
Sika Corporation - Roofing  
Sloan  
Steril-Aire, Inc.  
StructureTec Group  
Sunbelt Rentals  
TEMP-AIR  
Total Asphalt  
Trane  
Tremco Roofing & Building Maintenance  
Unlimited Restoration  
Washington Gas Energy Systems  
Whittaker, R.E.

## NFMT10+

### Companies who have exhibited for 10+ Years

3M Window Films (ATD Solar & Security)  
AAA Cleaning Services Group  
(formerly Cleaning Services Group)  
Airius LLC (formerly Avedon)  
AirPac, Inc.  
Alban CAT Power Systems  
American Energy Services  
APCO Sign Systems  
Applied Building Technologies, Inc.  
ARMM Associates Inc.  
Bartlett Tree Experts

## NFMT10

### Companies who have exhibited for 10 Years

American Trainco, Inc.  
BFPE International  
Detex Corp.  
DTZ  
Fluke Corp.  
Kroy Sign Systems  
Orr Protection Systems, Inc.  
OSRAM SYLVANIA  
Ruston Paving Co. Inc.  
Townsteel, Inc.  
Unger Enterprises Inc.

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**BUILDING OPERATING MANAGEMENT'S**

## NFMT<sup>®</sup> High-Performance BUILDINGS

### NFMT High-Performance Buildings

As energy prices continue to fluctuate and technology advances, it is vital to ensure buildings operate at peak performance by striking a balanced combination of energy efficiency, system optimization and occupant comfort and engagement. NFMT High-Performance Buildings is a complimentary conference that will focus on key high-performance concepts such as facility resilience, building commissioning, data management and analytics, energy disclosure laws, building controls, net-zero, PACE funding and more.

[www.nfmt.com/HighPerformance](http://www.nfmt.com/HighPerformance)

**BUILDING OPERATING MANAGEMENT'S**

## NFMT<sup>®</sup> ORLANDO

### NFMT Orlando

We try to pack as much in three days at NFMT as possible, but there are many more topics to cover and products to view. NFMT Orlando allows you to continue the conversations started in Baltimore and provides a check-up until you are back here next spring. NFMT Orlando is a complimentary two-day event that focuses on many of the popular NFMT themes like sustainability, leadership and career development, maintenance and operations, and safety and security.

[www.nfmt.com/Orlando](http://www.nfmt.com/Orlando)

## criticalfacilities<sup>SM</sup> SUMMIT

### Critical Facilities Summit

Mission critical facilities take on a life of their own and need to be operated and managed differently than other commercial buildings. This event is tailored for 24/7 facilities such as data centers, hospitals, laboratories and trading centers, and fosters networking and peer-to-peer problem solving. Whether you are implementing DCIM, considering a colocation data center, consolidating space or looking for clarification on ASHRAE temperature recommendations – this is the event for you.

[www.CriticalFacilitiesSummit.com](http://www.CriticalFacilitiesSummit.com)

## Mark Your Calendar...

### 2015

**NFMT High-Performance Buildings**

June 2-3, 2015

Fort Worth Convention Center

**Critical Facilities Summit**

October 5-7, 2015

Charlotte Convention Center

**NFMT Orlando**

October 27-28, 2015

Orange County Convention Center

### 2016

**NFMT 2016**

March 22-24, 2016

Baltimore Convention Center



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# Exhibitors by Product Categories

## ACOUSTICAL SOLUTIONS/SOUND MASKING

|                                 |      |
|---------------------------------|------|
| Allied Window, Inc. ....        | 2557 |
| Cambridge Sound Management..... | 1522 |
| CORT.....                       | 1423 |
| Lencore Acoustics Corp.....     | 2239 |
| Logison Acoustic Network.....   | 2165 |
| Overly Door Co.....             | 2643 |
| Pritchard Brown LLC.....        | 2500 |
| Rectorseal.....                 | 2269 |
| Sound Management Group LLC..... | 2000 |
| Zoom Inc.....                   | 2633 |

## ADA PRODUCTS

|   |      |
|---|------|
| Alarm Tech Solutions LLC.....             | 2125 |
| American Standard Brands.....             | 1409 |
| APCO Sign Systems.....                    | 1614 |
| Apogee Enterprises Inc.....               | 2456 |
| ASSA ABLLOY Americas.....                 | 2007 |
| Bobrick Washroom Equipment Inc.....       | 1700 |
| Comac Hand Dryers.....                    | 1408 |
| Ecoglo/Access Products.....               | 2629 |
| Howard Industries PRIME Sign Program..... | 1311 |
| InPro.....                                | 2020 |
| Kroy Sign Systems.....                    | 2653 |
| Mark's Plumbing Parts.....                | 1608 |
| Marks USA.....                            | 2609 |
| Moen Commercial.....                      | 2631 |
| National Vending.....                     | 1320 |
| People Signs.....                         | 2038 |
| Precision Concrete Cutting.....           | 1610 |
| Precision Doors & Hardware LLC.....       | 2551 |
| Scranton Products.....                    | 1500 |
| Signations LLC.....                       | 1508 |
| Sloan.....                                | 2207 |

## AIR SYSTEMS

|                                       |      |
|---------------------------------------|------|
| AeraMaxPRO.....                       | 2425 |
| Airius LLC.....                       | 1826 |
| Aquatherm.....                        | 1603 |
| AQUIS.....                            | 2361 |
| Belimo Americas.....                  | 2627 |
| Blueair Inc.....                      | 2155 |
| Coilmaster Corp.....                  | 2418 |
| Cold Point Corp.....                  | 1827 |
| Dadanco.....                          | 2051 |
| DuctSox.....                          | 2534 |
| Interior Maintenance Company Inc..... | 2235 |
| Nortec Humidity.....                  | 2319 |
| PTM Manufacturing LLC.....            | 2451 |
| Steril-Aire Inc.....                  | 1808 |
| Tate Engineering.....                 | 1123 |

## ARCHITECTURAL AND ENGINEERING SERVICES

|                               |      |
|-------------------------------|------|
| 2-D As-Built Floor Plans..... | 2639 |
| Alarm Tech Solutions LLC..... | 2125 |

|   |      |
|---|------|
| ARMM Associates Inc.....                            | 2234 |
| Baltimore Chapter of CSI.....                       | 2652 |
| Building Technology Associates Inc. (BTA).....      | 2660 |
| Cadapult FM.....                                    | 2564 |
| Cardno Inc.....                                     | 1215 |
| Conley Group.....                                   | 2644 |
| Easi File.....                                      | 2637 |
| Electrical Safety Specialists.....                  | 2136 |
| EMG.....  | 2160 |
| Facility Engineering Associates (FEA).....          | 1835 |
| Follett Corporation.....                            | 2625 |
| Hi-Tech Concrete Coatings & Soil Stabilization..... | 2574 |
| National Institute of Building Sciences.....        | 1115 |
| PICS Auditing LLC.....                              | 2057 |
| Power Generation Products.....                      | 2529 |
| PPG Architectural Coatings.....                     | 1915 |
| PS Doors.....                                       | 2647 |
| RSMeans from The Gordian Group.....                 | 2281 |
| Sodexo.....   | 2350 |
| Terracon.....                                       | 2568 |
| Vanguard Modular Building Systems, LLC.....         | 1114 |

## AUDIO VISUAL

|                                 |      |
|---------------------------------|------|
| Cambridge Sound Management..... | 1522 |
| Connectrac.....                 | 1809 |

## BACK-UP POWER

|   |      |
|---|------|
| Curtis Engine & Equipment Inc.....          | 1821 |
| Gen-Tracker by Generator Solutions Inc..... | 2621 |
| GFS Corporation.....                        | 2668 |
| Kelly Generator & Equipment Inc.....        | 1825 |
| Power Generation Products.....              | 2529 |
| Pritchard Brown LLC.....                    | 2500 |
| RCI Technologies East.....                  | 1727 |
| Summit Power, Inc.....                      | 2471 |
| Trystar.....                                | 2024 |

## BENCHMARKING

|                               |      |
|-------------------------------|------|
| Elliott Affiliates Ltd.....   | 2216 |
| MD/DC APPA.....               | 2654 |
| Quadlogic Controls Corp.....  | 1222 |
| RCx Building Diagnostics..... | 2661 |

## BIRD/PEST CONTROL

|   |      |
|---|------|
| Arkion Life Sciences LLC.....           | 2642 |
| Avian Flyaway Inc.....                  | 2219 |
| Bell Bird Control.....                  | 2142 |
| Bird Buffer LLC.....                    | 1823 |
| Sealeze, A Unit of Jason.....           | 2651 |
| Terminix International Company, LP..... | 1937 |

## BOILERS/WATER HEATERS

|                                  |      |
|----------------------------------|------|
| Bond Water Technologies Inc..... | 2256 |
| Clayton Industries.....          | 1022 |
| Harvey W. Hottel Inc.....        | 2462 |
| Naviem Inc.....                  | 2128 |

|                              |      |
|------------------------------|------|
| Northeastern Supply Inc..... | 1411 |
| SageWater.....               | 1624 |
| Tate Engineering.....        | 1123 |

## BUILDING AUTOMATION/ SYSTEM INTEGRATION

|  |      |
|--|------|
| Acuity Brands.....                     | 2407 |
| Advanced Power Control Inc.....        | 1715 |
| American Time.....                     | 1723 |
| AUTOBRINE®, The Cope Company Salt..... | 2671 |
| Automated Logic Corp.....              | 2301 |
| BACnet International.....              | 1300 |
| Cadapult FM.....                       | 2564 |
| Chesapeake Controls Inc.....           | 2374 |
| CleanAlert LLC.....                    | 2153 |
| Constellation.....                     | 2156 |
| Continental Control Systems LLC.....   | 2681 |
| CyberMetrics - FaciliWorks.....        | 2243 |
| Distech Controls Inc.....              | 2364 |
| Energy Systems Technologies.....       | 1717 |
| FacilityDude.....                      | 1943 |
| IDEAL Industries Inc.....              | 1122 |
| Intellidyne LLC.....                   | 911  |
| item America LLC.....                  | 2469 |
| KMC Controls Inc.....                  | 2464 |
| Lencore Acoustics Corp.....            | 2239 |
| LG LED Lighting.....                   | 2667 |
| Lightalarms.....                       | 1900 |
| Lucid.....                             | 1212 |
| M3T Corporation.....                   | 2501 |
| Macurco.....                           | 1626 |
| Monico, Inc.....                       | 2271 |
| NexLight.....                          | 1410 |
| ONICON Inc.....                        | 2437 |
| Planon.....                            | 1015 |
| Quadlogic Controls Corp.....           | 1222 |
| Reliable Controls Corp. USA.....       | 2121 |
| Sapling Company Inc.....               | 1726 |
| Trane.....                             | 1909 |
| VFS Fire & Security Services.....      | 2367 |
| Viconics Technologies Inc.....         | 1014 |

## BUILDING RESTORATION

|   |      |
|---|------|
| 2-D As-Built Floor Plans.....                 | 2639 |
| A-1 Flood Tech.....                           | 2144 |
| ACP-Acoustic Ceiling Products.....            | 1600 |
| Aegis Resource Management.....                | 1520 |
| Apogee Enterprises Inc.....                   | 2456 |
| Applied Comfort Products Inc.....             | 1322 |
| AQUIS.....                                    | 2361 |
| ARMM Associates Inc.....                      | 2234 |
| Belbien.....                                  | 2645 |
| Belfor Property Restoration.....              | 2530 |
| Bell Bird Control.....                        | 2142 |
| Cathedral Stone Products.....                 | 2050 |
| CentiMark Corporation.....                    | 2457 |
| COIT Cleaning & Restoration Services Inc..... | 2251 |
| Conley Group.....                             | 2644 |

|  |      |
|--|------|
| CP Rankin Inc. - Roof Management & Contracting.....                    | 2463 |
| Door Guard Inc.....  | 1721 |
| Eastern Diversified Services Inc.....                                  | 2345 |
| FLIR Systems Inc.....  | 1908 |
| Gaco Western.....  | 1505 |
| GSM Roofing.....   | 2360 |
| Hi-Tech Concrete Coatings & Soil Stabilization.....                    | 2574 |
| J.S. Benson Windows & Doors - a division of Connor Building Group..... | 2442 |
| JetRock Inc.....   | 2466 |
| MAPEI Corp.....  | 2567 |
| Parkland Plastics.....   | 1822 |
| PBI Restoration Resources.....   | 2242 |
| Royal Plus Inc.....  | 2363 |
| Ruston Paving Co. Inc.....   | 2046 |
| SageWater.....   | 1624 |
| SaniGLAZE International LLC.....                                       | 2346 |
| SELECT Hinges/SELECT Products Ltd.....                                 | 2543 |
| SERVPRO.....   | 2560 |
| Square Scrub.....  | 1501 |
| StructureTec Group.....  | 2461 |
| Terracon.....  | 2568 |
| Teupen USA Inc.....  | 2368 |
| Tremco Roofing and Building Maintenance.....                           | 1839 |
| TriTechnologies.....   | 1402 |
| Unlimited Restoration Inc.....   | 2135 |
| Witmer Group, The.....   | 2383 |

## BUILDING SERVICE CONTRACTING

|   |      |
|---|------|
| ACP Facilities Services.....                            | 1929 |
| Applied Building Technologies Inc.....                  | 2434 |
| Cleaning Services Group.....                            | 2343 |
| Eastern Diversified Services Inc.....                   | 2345 |
| EMCOR Services.....                                     | 1625 |
| Extrutech Plastics Inc.....                             | 2630 |
| Fire & Life Safety America Inc.....                     | 2439 |
| Hyland Filter Service.....                              | 1936 |
| Interior Maintenance Company Inc.....                   | 2235 |
| ISSA - the Worldwide Cleaning Industry Association..... | 2666 |
| Kiewit.....   | 1400 |
| NaceCare Solutions.....                                 | 1627 |
| National Vending.....                                   | 1320 |
| PICS Auditing LLC.....                                  | 2057 |
| RRC Consulting Group Inc.....                           | 2137 |
| RSMeans from The Gordian Group.....                     | 2281 |
| Square Scrub.....                                       | 1501 |
| Team Cam LLC.....                                       | 2475 |
| TTI Floor Care North America.....                       | 2376 |
| UG-2 LLC.....   | 2262 |
| Vanguard Modular Building Systems, LLC.....             | 1114 |

## BURNERS

|                       |      |
|-----------------------|------|
| Tate Engineering..... | 1123 |
|-----------------------|------|

## CARPET/CARPET FIBER/ CARPET CARE

|                                  |      |
|----------------------------------|------|
| A-1 Flood Tech                   | 2144 |
| ACP Facilities Services          | 1929 |
| BRAVO! Building Services Inc.    | 2328 |
| Cleaning Services Group          | 2343 |
| Corporate Care                   | 2479 |
| Empire Today LLC                 | 2677 |
| Fresh Wave IAQ/OMI Industries    | 1824 |
| Mats Inc.                        | 2636 |
| Matting By Design                | 2563 |
| MilliCare By EBC Carpet Services | 2224 |
| NaceCare Solutions               | 1627 |
| Procter & Gamble Professional    | 1309 |
| SERVPRO                          | 2560 |
| Square Scrub                     | 1501 |
| TTI Floor Care North America     | 2376 |
| UG-2 LLC                         | 2262 |
| Whittaker Co., RE                | 1620 |

## CEILING

|                               |      |
|-------------------------------|------|
| ACP-Acoustic Ceiling Products | 1600 |
| Alliance Shading/Indoor Sky   | 1953 |
| Extrutech Plastics Inc.       | 2630 |
| Parkland Plastics             | 1822 |

## CHEMICALS: MAINTENANCE/ CLEANING

|  |      |
|--|------|
| Bond Water Technologies Inc.                       | 2256 |
| Cleaning Services Group                            | 2343 |
| CleanRiver Recycling Solutions                     | 2255 |
| Comac Hand Dryers                                  | 1408 |
| Dreumex USA  | 2247 |
| DuPont   | 2335 |
| Fresh Wave IAQ/OMI Industries                      | 1824 |
| Green Seal Inc.                                    | 910  |
| Guardian CSC                                       | 2669 |
| ISSA - the Worldwide Cleaning Industry Association | 2666 |
| Mobile-Shop Co.                                    | 1511 |
| Procter & Gamble Professional                      | 1309 |
| San Jamar  | 2337 |
| Tri-Chem   | 2683 |
| Ultra-Chem Inc.                                    | 2579 |
| United Soybean Board                               | 815  |

## COMMUNICATIONS TECHNOLOGY

|                           |      |
|---------------------------|------|
| American Time             | 1723 |
| archSCAN LLC              | 2674 |
| Connectrac                | 1809 |
| FreeAxez LLC              | 2229 |
| Lencore Acoustics Corp.   | 2239 |
| Wizard Software Solutions | 1820 |

## CONSTRUCTION SUPPORT SERVICES

|                               |      |
|-------------------------------|------|
| 2-D As-Built Floor Plans      | 2639 |
| Applied Comfort Products Inc. | 1322 |
| archSCAN LLC                  | 2674 |

|  |      |
|--|------|
| Baltimore Chapter of CSI                       | 2652 |
| Bartlett Tree Experts                          | 2265 |
| Chamberlain Contractors Inc.                   | 2244 |
| Commissioning Agents Inc.                      | 2042 |
| CP Rankin Inc. - Roof Management & Contracting | 2463 |
| Eastern Diversified Services Inc.              | 2345 |
| EMG  | 2160 |
| National Fire Sprinkler Association            | 2664 |
| Oak Ridge Foam and Coatings                    | 1951 |
| PICS Auditing LLC                              | 2057 |
| Precision Concrete Cutting                     | 1610 |
| Reuter & Hanney Inc.                           | 2435 |
| Ruston Paving Co. Inc.                         | 2046 |
| SERVPRO  | 2560 |
| Sodexo   | 2350 |
| Wilmot Modular Structures Inc.                 | 1926 |

## CONSULTING

|   |      |
|---|------|
| Alarm Tech Solutions LLC                  | 2125 |
| American Trainco Inc.                     | 2021 |
| AquaFit Irrigation                        | 2578 |
| archSCAN LLC                              | 2674 |
| ARMM Associates Inc.                      | 2234 |
| Baltimore Chapter of CSI                  | 2652 |
| Bell Bird Control                         | 2142 |
| Building Technology Associates Inc. (BTA) | 2660 |
| Cathedral Stone Products                  | 2050 |
| CE Maintenance Solutions LLC              | 1938 |
| Commissioning Agents Inc.                 | 2042 |
| Conley Group                              | 2644 |
| Electrical Safety Specialists             | 2136 |
| Elliott Affiliates Ltd.                   | 2216 |
| Ensoft Consulting Inc.                    | 1314 |
| EPAC Software Technologies Inc.           | 2036 |
| Facility Engineering Associates (FEA)     | 1835 |
| ISES Corporation                          | 2034 |
| Kiewit                                    | 1400 |
| Lewellyn Technology                       | 2113 |
| National Institute of Building Sciences   | 1115 |
| NTT Training                              | 2029 |
| PBI Restoration Resources                 | 2242 |
| People and Processes Inc.                 | 2414 |
| Planon                                    | 1015 |
| RRC Consulting Group Inc.                 | 2137 |
| RSMears from The Gordian Group            | 2281 |
| Sound Management Group LLC                | 2000 |
| Special Pathogens Laboratory              | 2570 |
| StructureTec Group                        | 2461 |
| Surge Suppression Incorporated            | 2334 |
| Unlimited Restoration Inc.                | 2135 |

## CONTROL SYSTEMS

|   |      |
|---|------|
| Acuity Brands                           | 2407 |
| Advanced Power Control Inc.             | 1715 |
| American Time                           | 1723 |
| C.N. Robinson Lighting Supply Co.       | 1914 |
| Complete Building Services Inc.         | 2537 |
| Fulham Co. Inc.                         | 2571 |
| Gen-Tracker by Generator Solutions Inc. | 2621 |
| KMC Controls Inc.                       | 2464 |
| Macurco                                 | 1626 |

|                            |      |
|----------------------------|------|
| Monico, Inc.               | 2271 |
| NexLight                   | 1410 |
| OSRAM SYLVANIA             | 2318 |
| Sapling Company Inc.       | 1726 |
| Stack Lighting             | 2157 |
| Trane                      | 1909 |
| Viconics Technologies Inc. | 1014 |

## DETECTION/DIAGNOSTIC EQUIPMENT

|   |      |
|---|------|
| Crowcon Detection Instruments                 | 1415 |
| FLIR Systems Inc.                             | 1908 |
| General Pipe Cleaners/General Wire Spring Co. | 1800 |
| Macurco                                       | 1626 |
| RIDGID  | 2617 |
| ZTS Inc.                                      | 1922 |

## DOCUMENT SCANNING

|              |      |
|--------------|------|
| archSCAN LLC | 2674 |
| Easi File    | 2637 |

## DOORS/DOOR HARDWARE

|   |      |
|---|------|
| Apogee Enterprises Inc.   | 2456 |
| ASI - Marathon Doors/Bob's Overhead Doors                         | 2443 |
| ASSA ABLOY Americas   | 2007 |
| Belbien   | 2645 |
| Caplan Bros. Glass  | 2649 |
| CyberLock Inc.  | 2628 |
| Detex Corp.   | 2444 |
| DICTATOR U.S. INC.  | 2656 |
| Extrutech Plastics Inc.   | 2630 |
| Hager Companies   | 2550 |
| Intus Windows   | 1209 |
| J.S. Benson Windows & Doors - a division of Connor Building Group | 2442 |
| Lockmasters Inc.  | 2646 |
| M3T Corporation   | 2501 |
| Marks USA   | 2609 |
| Marvin Windows and Doors  | 2655 |
| Overy Door Co.  | 2643 |
| PDQ Manufacturing   | 2452 |
| Pella EFCO Commercial Solutions                                   | 2315 |
| Precision Doors & Hardware LLC                                    | 2551 |
| PS Doors  | 2647 |
| SALTO Systems   | 2542 |
| Sealeze, A Unit of Jason  | 2651 |
| SELECT Hinges/SELECT Products Ltd.                                | 2543 |
| Special-Lite Inc.   | 2545 |
| Total Security Solutions  | 2546 |
| TownSteel Inc.  | 1901 |

## DRAIN CLEANING

|   |      |
|---|------|
| Electric Eel Mfg. Co. Inc.                    | 2619 |
| General Pipe Cleaners/General Wire Spring Co. | 1800 |
| Mark's Plumbing Parts                         | 1608 |
| RIDGID  | 2617 |
| Ultra-Chem Inc.                               | 2579 |

## ELECTRICAL DISTRIBUTION

|                                |      |
|--------------------------------|------|
| Benjamin Electric Company      | 1720 |
| Capital Tristate               | 2329 |
| Comac Hand Dryers              | 1408 |
| Forest Lighting                | 2468 |
| FreeAxez LLC                   | 2229 |
| Palmer Fixture                 | 2665 |
| Reuter & Hanney Inc.           | 2435 |
| Rexel                          | 2518 |
| Shepherd Electric Supply       | 2447 |
| Surge Suppression Incorporated | 2334 |
| Trystar                        | 2024 |

## ELEVATORS/ ESCALATORS

|                          |      |
|--------------------------|------|
| Belbien                  | 2645 |
| Door Guard Inc.          | 1721 |
| KONE Inc.                | 2663 |
| Schindler Elevator Corp. | 1623 |
| SKF Maintenance Products | 1502 |

## ENERGY - RENEWABLE

|  |      |
|--|------|
| Airius LLC                             | 1826 |
| ARMM Associates Inc.                   | 2234 |
| CentiMark Corporation                  | 2457 |
| Constellation                          | 2156 |
| Nania Energy                           | 2615 |
| Orion Energy Systems (Harris Lighting) | 2519 |
| Palmer Asphalt Co.                     | 1421 |
| Pfister Energy Inc.                    | 1515 |
| REC Solar Inc.                         | 1935 |
| SolarCity                              | 1602 |
| Standard Solar Inc.                    | 1206 |
| Taylor-Dunn Mfg.                       | 1921 |
| Washington Gas Energy Services         | 2314 |

## ENERGY MANAGEMENT SYSTEMS

|   |      |
|---|------|
| Advanced Power Control Inc.             | 1715 |
| American Energy Corp. (AEC)             | 1223 |
| Automated Logic Corp.                   | 2301 |
| BACnet International                    | 1300 |
| Benjamin Electric Company               | 1720 |
| Capital Tristate                        | 2329 |
| Chesapeake Controls Inc.                | 2374 |
| Converge Inc.                           | 2638 |
| Constellation                           | 2156 |
| Continental Control Systems LLC         | 2681 |
| Distech Controls Inc.                   | 2364 |
| DTZ                                     | 2129 |
| Energy Systems Technologies             | 1717 |
| Gen-Tracker by Generator Solutions Inc. | 2621 |
| Global Energy Services                  | 2623 |
| Hunt Consulting                         | 2347 |
| IDEAL Industries Inc.                   | 1122 |
| Infor                                   | 1837 |
| Intellidyne LLC                         | 911  |
| KMC Controls Inc.                       | 2464 |
| Kohler Power Systems                    | 2525 |
| Lighting Breakthroughs                  | 1104 |

|  |      |
|--|------|
| Lucid .....                                  | 1212 |
| Macurco .....                                | 1626 |
| Nalco, an Ecolab Company .....               | 2478 |
| NexLight .....                               | 1410 |
| Nortec Humidity .....                        | 2319 |
| Orion Energy Systems (Harris Lighting) ..... | 2519 |
| Planon .....                                 | 1015 |
| Quadlogic Controls Corp. ....                | 1222 |
| REC Solar Inc. ....                          | 1935 |
| Reliable Controls Corp. USA .....            | 2121 |
| SATEC Inc. ....                              | 2138 |

## ENERGY MONITORING

|  |      |
|--|------|
| Alban CAT Power Systems .....                | 2513 |
| American Energy Corp. (AEC) .....            | 1223 |
| American Energy Services) .....              | 2453 |
| Belimo Americas .....                        | 2627 |
| Benjamin Electric Company .....              | 1720 |
| Chesapeake Controls Inc. ....                | 2374 |
| Converge Inc. ....                           | 2638 |
| Continental Control Systems LLC .....        | 2681 |
| Distech Controls Inc. ....                   | 2364 |
| Gen-Tracker by Generator Solutions Inc. .... | 2621 |
| IDEAL Industries Inc. ....                   | 1122 |
| Lucid .....                                  | 1212 |
| Monico, Inc. ....                            | 2271 |
| Nania Energy .....                           | 2615 |
| ONICON Inc. ....                             | 2437 |
| Quadlogic Controls Corp. ....                | 1222 |
| RCx Building Diagnostics .....               | 2661 |
| REC Solar Inc. ....                          | 1935 |
| Reliable Controls Corp. USA .....            | 2121 |
| SATEC Inc. ....                              | 2138 |

## ENERGY PRODUCTS AND SERVICES

|   |      |
|---|------|
| 3M Window Films c/o ATD Solar & Security .. | 2047 |
| AcryLabs .....                              | 2536 |
| AE LIGHT .....                              | 1622 |
| AEE Baltimore .....                         | 914  |
| Airus LLC .....                             | 1826 |
| Alban CAT Power Systems .....               | 2513 |
| Allied Window, Inc. ....                    | 2557 |
| American Energy Corp. (AEC) .....           | 1223 |
| ARCHIBUS .....                              | 2260 |
| Atlantic Sun Control Inc. ....              | 2650 |
| Automated Logic Corp. ....                  | 2301 |
| BASF Corporation .....                      | 2607 |
| Belimo Americas .....                       | 2627 |
| Benjamin Electric Company .....             | 1720 |
| Bluestone Energy Services .....             | 2601 |
| Building Operator Certification .....       | 2052 |
| Capital Tristate .....                      | 2329 |
| CHB Industries Inc. ....                    | 1920 |
| Clayton Industries .....                    | 1022 |
| Converge Inc. ....                          | 2638 |
| Constellation .....                         | 2156 |
| Continental Control Systems LLC .....       | 2681 |
| Dadanco .....                               | 2051 |
| Duct & Vent Cleaning of America Inc. ....   | 2246 |
| Eastman Chemical Co. ....                   | 2215 |
| EMG .....                                   | 2160 |

|  |      |
|--|------|
| Energy Systems Technologies .....  | 1717 |
| FacilityDude .....   | 1943 |
| Harvey W. Hottel Inc. ....   | 2462 |
| Hunt Consulting .....  | 2347 |
| Intellidyne LLC .....  | 911  |
| ISAVE Team .....   | 1521 |
| J.S. Benson Windows & Doors - a division<br>of Connor Building Group ..... | 2442 |
| Kohler Power Systems .....   | 2525 |
| LED Living Technology .....  | 1401 |
| Lighting Breakthroughs .....   | 1104 |
| Lunera Lighting .....  | 1417 |
| MC Sign Co. ....   | 2482 |
| Nania Energy .....   | 2615 |
| National Vending .....   | 1320 |
| Nelbud Services Group Inc. ....  | 1947 |
| OSRAM SYLVANIA .....   | 2318 |
| Palmer Fixture .....   | 2665 |
| Pella EFCO Commercial Solutions .....                                      | 2315 |
| Pfister Energy Inc. ....   | 1515 |
| Phillips Lighting North America .....                                      | 2220 |
| PTM Manufacturing LLC .....  | 2451 |
| RCx Building Diagnostics .....   | 2661 |
| REC Solar Inc. ....  | 1935 |
| Rexel .....  | 2518 |
| RRC Consulting Group Inc. ....   | 2137 |
| SATEC Inc. ....  | 2138 |
| Shepherd Electric Supply .....   | 2447 |
| Sigma Luminous LLC .....   | 2679 |
| SolarCity .....  | 1602 |
| Standard Solar Inc. ....   | 1206 |
| Steril-Aire Inc. ....  | 1808 |
| Summit Power, Inc. ....  | 2471 |
| TERRALUX .....   | 1514 |
| Trane .....  | 1909 |
| Tremco Roofing and Building Maintenance ..                                 | 1839 |
| Ultraviolet Devices Inc. ....  | 2253 |
| Washington Gas Energy Services .....                                       | 2314 |
| Zenaro Lighting .....  | 2252 |
| ZOO Fans Inc. ....   | 2035 |

## ENVIRONMENTAL SERVICES/PRODUCTS/IAQ

|   |      |
|---|------|
| A-1 Flood Tech .....                        | 2144 |
| AirPac Inc. ....                            | 2134 |
| Applied Building Technologies Inc. ....     | 2434 |
| AquaFit Irrigation .....                    | 2578 |
| Architectural Brass .....                   | 1302 |
| Arkion Life Sciences LLC .....              | 2642 |
| Blueair Inc. ....                           | 2155 |
| Building Operator Certification .....       | 2052 |
| Busch Systems International Inc. ....       | 1628 |
| C.N. Robinson Lighting Supply Co. ....      | 1914 |
| Cardno Inc. ....                            | 1215 |
| CleanRiver Recycling Solutions .....        | 2255 |
| Duct & Vent Cleaning of America Inc. ....   | 2246 |
| DuctSox .....                               | 2534 |
| Eastern Diversified Services Inc. ....      | 2345 |
| Elliott Affiliates Ltd. ....                | 2216 |
| EMG .....                                   | 2160 |
| Facility Engineering Associates (FEA) ..... | 1835 |

|  |      |
|--|------|
| Garland Co. Inc., The .....            | 2139 |
| Green Seal Inc. ....                   | 910  |
| Hays Fluid Controls .....              | 2044 |
| Highland Tank .....                    | 1939 |
| Interior Maintenance Company Inc. .... | 2235 |
| MilliCare By EBC Carpet Services ..... | 2224 |
| Parkland Plastics .....                | 1822 |
| Recyclingbin.com .....                 | 2161 |
| Royal Plus Inc. ....                   | 2363 |
| RRC Consulting Group Inc. ....         | 2137 |
| Sodexo .....                           | 2350 |
| SolarCity .....                        | 1602 |
| Steril-Aire Inc. ....                  | 1808 |
| Ultraviolet Devices Inc. ....          | 2253 |
| Unlimited Restoration Inc. ....        | 2135 |
| ZOO Fans Inc. ....                     | 2035 |

## EXIT SIGNS

|  |      |
|--|------|
| C.N. Robinson Lighting Supply Co. .... | 1914 |
| Ecoglo/Access Products .....           | 2629 |
| Fulham Co. Inc. ....                   | 2571 |
| Kroy Sign Systems .....                | 2653 |
| Lightalarms .....                      | 1900 |
| NMC-National Marker Company .....      | 2565 |
| People Signs .....                     | 2038 |
| Primex Wireless .....                  | 1709 |
| SMI Sign Systems, Inc. ....            | 2150 |
| Veolia Environmental Services .....    | 2436 |
| ZING Green Safety Products .....       | 1504 |

## EXTERIOR BUILDING SYSTEMS

|   |      |
|---|------|
| AcryLabs .....                            | 2536 |
| AquaFit Irrigation .....                  | 2578 |
| Avian Flyaway Inc. ....                   | 2219 |
| BASF Corporation .....                    | 2607 |
| Cardinal Group Services Inc. ....         | 2561 |
| CAST Lighting LLC .....                   | 2245 |
| Conley Group .....                        | 2644 |
| DICTATOR U.S. INC. ....                   | 2656 |
| EasyTurf .....                            | 1815 |
| MAPEI Corp. ....                          | 2567 |
| Pella EFCO Commercial Solutions .....     | 2315 |
| PS Doors .....                            | 2647 |
| Terracon .....                            | 2568 |
| Vanguard Modular Building Systems, LLC .. | 1114 |
| Versico Roofing Systems .....             | 1924 |
| Witmer Group, The .....                   | 2383 |

## FILTRATION

|                                 |      |
|---------------------------------|------|
| Brita® Hydration Station® ..... | 1210 |
| Chardon Laboratories Inc. ....  | 2238 |
| CleanAlert LLC .....            | 2153 |
| Guardian CSC .....              | 2669 |
| Highland Tank .....             | 1939 |
| NaceCare Solutions .....        | 1627 |
| Natural Choice Corp. ....       | 2438 |
| Rain Bird Corp. ....            | 1934 |
| RCI Technologies East .....     | 1727 |
| Ultraviolet Devices Inc. ....   | 2253 |
| Waterlogic USA .....            | 1601 |

## FIRE SAFETY

|   |      |
|---|------|
| AGF Manufacturing Inc. ....               | 2352 |
| Alarm Tech Solutions LLC .....            | 2125 |
| BFPE International .....                  | 2375 |
| Fike .....                                | 1708 |
| Fire & Life Safety America Inc. ....      | 2439 |
| Fireline Corp. ....                       | 2336 |
| Huguenot Laboratories .....               | 1509 |
| ICB/TABB .....                            | 2369 |
| ISAVE Team .....                          | 1521 |
| Kidde Fire Systems .....                  | 2344 |
| Kinetix Fire & Life Safety Experts .....  | 2562 |
| National Fire Sprinkler Association ..... | 2664 |
| Nelbud Services Group Inc. ....           | 1947 |
| NMC-National Marker Company .....         | 2565 |
| Orr Protection Systems Inc. ....          | 2429 |
| Precision Doors & Hardware LLC .....      | 2551 |
| Rectorseal .....                          | 2269 |
| Technicraft Products .....                | 2474 |
| VFS Fire & Security Services .....        | 2367 |
| ZTS Inc. ....                             | 1922 |

## FLEET MANAGEMENT

|   |      |
|---|------|
| ASI - Marathon Doors/Bob's Overhead Doors | 2443 |
| CyberMetrics - FaciiWorks .....           | 2243 |
| EPAC Software Technologies Inc. ....      | 2036 |
| Infor .....                               | 1837 |
| MicroMain Corp. ....                      | 2275 |
| United Soybean Board .....                | 815  |

## FLOORING

|   |      |
|---|------|
| A-1 Flood Tech .....                                    | 2144 |
| CentiMark Corporation .....                             | 2457 |
| Construction Specialties Inc. ....                      | 2470 |
| Empire Today LLC .....                                  | 2677 |
| FreeAxelz LLC .....                                     | 2229 |
| Garland Co. Inc., The .....                             | 2139 |
| Hi-Tech Concrete Coatings &<br>Soil Stabilization ..... | 2574 |
| JetRock Inc. ....                                       | 2466 |
| Mats Inc. ....  | 2636 |
| Matting By Design .....                                 | 2563 |
| MilliCare By EBC Carpet Services .....                  | 2224 |
| SaniGLAZE International LLC .....                       | 2346 |
| Superior Mfg. Group/NoTrax Floor Matting ..             | 1621 |
| Tri-Chem .....  | 2683 |

## FURNITURE/FURNISHING MATERIALS

|                           |      |
|---------------------------|------|
| Architectural Brass ..... | 1302 |
| Caplan Bros. Glass .....  | 2649 |
| CORT .....                | 1423 |
| Davies Office Inc. ....   | 2307 |
| Easi File .....           | 2637 |
| Easyskeys.com .....       | 2635 |
| Ethosource LLC .....      | 1516 |
| Glasdon Inc. ....         | 1609 |
| item America LLC .....    | 2469 |
| Zoom Inc. ....            | 2633 |

## GENERATORS

|                                      |      |
|--------------------------------------|------|
| Alban CAT Power Systems.....         | 2513 |
| Carrier Rental Systems.....          | 2460 |
| Curtis Engine & Equipment Inc.....   | 1821 |
| GFS Corporation.....                 | 2668 |
| Kelly Generator & Equipment Inc..... | 1825 |
| Kohler Power Systems.....            | 2525 |
| Power Generation Products.....       | 2529 |
| Pritchard Brown LLC.....             | 2500 |
| RCI Technologies East.....           | 1727 |
| Sunbelt Rentals.....                 | 2325 |
| Trystar.....                         | 2024 |

## HOUSEKEEPING PRODUCTS EQUIP.

|   |      |
|---|------|
| Architectural Brass.....                      | 1302 |
| Blueair Inc.....                              | 2155 |
| Busch Systems International Inc.....          | 1628 |
| CleanRiver Recycling Solutions.....           | 2255 |
| Fresh Wave IAQ/OMI Industries.....            | 1824 |
| Glasdon Inc.....                              | 1609 |
| Procter & Gamble Professional.....            | 1309 |
| Recyclingbin.com.....                         | 2161 |
| Superior Mfg. Group/NoTrax Floor Matting..... | 1621 |
| Tomcat.....                                   | 2355 |
| TOMRA Compaction.....                         | 1517 |
| TTI Floor Care North America.....             | 2376 |
| Ultra-Chem Inc.....                           | 2579 |

## HVAC

|  |      |
|--|------|
| AC Leak Freeze.....                      | 1221 |
| Aceto Corp.....                          | 2539 |
| ACP-Acoustic Ceiling Products.....       | 1600 |
| Airius LLC.....                          | 1826 |
| AirPac Inc.....                          | 2134 |
| Alfa Laval.....                          | 1301 |
| Applied Building Technologies Inc.....   | 2434 |
| Applied Comfort Products Inc.....        | 1322 |
| Aquatherm.....                           | 1603 |
| AQUIS.....                               | 2361 |
| BACnet International.....                | 1300 |
| Baltimore Aircoil Co.....                | 2670 |
| Bond Water Technologies Inc.....         | 2256 |
| BRAVO! Building Services Inc.....        | 2328 |
| Carrier Rental Systems.....              | 2460 |
| Chardon Laboratories Inc.....            | 2238 |
| CleanAlert LLC.....                      | 2153 |
| Coilmaster Corp.....                     | 2418 |
| Cold Point Corp.....                     | 1827 |
| Complete Building Services Inc.....      | 2537 |
| Dadanco.....                             | 2051 |
| Daikin Applied.....                      | 2419 |
| Distech Controls Inc.....                | 2364 |
| DTZ.....                                 | 2129 |
| Duct & Vent Cleaning of America Inc..... | 2246 |
| DuctSox.....                             | 2534 |
| DuPont.....                              | 2335 |
| EMCOR Services.....                      | 1625 |
| Ferguson Enterprises Inc.....            | 1525 |
| Follett Corporation.....                 | 2625 |
| Guardian CSC.....                        | 2669 |
| Harvey W. Hottel Inc.....                | 2462 |

|  |      |
|--|------|
| Hays Fluid Controls.....                     | 2044 |
| Huguenot Laboratories.....                   | 1509 |
| Hyland Filter Service.....                   | 1936 |
| ICB/TABB.....                                | 2369 |
| IDEAL Industries Inc.....                    | 1122 |
| Intellidyne LLC.....                         | 911  |
| ISAVE Team.....                              | 1521 |
| KMC Controls Inc.....                        | 2464 |
| Morin Distribution.....                      | 2675 |
| Nalco, an Ecolab Company.....                | 2478 |
| Nelbud Services Group Inc.....               | 1947 |
| Nortec Humidity.....                         | 2319 |
| Northeastern Supply Inc.....                 | 1411 |
| ONICON Inc.....                              | 2437 |
| Owens Corning Sales LLC.....                 | 1404 |
| PTM Manufacturing LLC.....                   | 2451 |
| Reliable Controls Corp. USA.....             | 2121 |
| SageWater.....                               | 1624 |
| SKF Maintenance Products.....                | 1502 |
| Special Pathogens Laboratory.....            | 2570 |
| Steril-Aire Inc.....                         | 1808 |
| Sunbelt Rentals.....                         | 2325 |
| TEMP-AIR.....                                | 2147 |
| Trane.....                                   | 1909 |
| Tremco Roofing and Building Maintenance..... | 1839 |
| Ultraviolet Devices Inc.....                 | 2253 |
| Viconics Technologies Inc.....               | 1014 |
| WD-40 Company.....                           | 2264 |
| ZOO Fans Inc.....                            | 2035 |

## HVAC COMMISSIONING SERVICES

|                                |      |
|--------------------------------|------|
| Commissioning Agents Inc.....  | 2042 |
| Kiewit.....                    | 1400 |
| Terracon.....                  | 2568 |
| Viconics Technologies Inc..... | 1014 |

## INSULATION

|                                  |      |
|----------------------------------|------|
| Atlantic Sun Control Inc.....    | 2650 |
| Auburn Manufacturing Inc.....    | 2365 |
| BASF Corporation.....            | 2607 |
| Cardinal Group Services Inc..... | 2561 |
| ISAVE Team.....                  | 1521 |
| Oak Ridge Foam and Coatings..... | 1951 |
| Owens Corning Sales LLC.....     | 1404 |
| PTM Manufacturing LLC.....       | 2451 |
| Sound Management Group LLC.....  | 2000 |
| Versico Roofing Systems.....     | 1924 |

## LANDSCAPE/GROUNDS CARE PRODUCTS

|                               |      |
|-------------------------------|------|
| ACP Facilities Services.....  | 1929 |
| AquaFit Irrigation.....       | 2578 |
| Arkion Life Sciences LLC..... | 2642 |
| Avian Flyaway Inc.....        | 2219 |
| Bartlett Tree Experts.....    | 2265 |
| CAST Lighting LLC.....        | 2245 |
| Club Car Inc.....             | 1907 |
| Cushman.....                  | 2413 |
| EasyTurf.....                 | 1815 |
| Rain Bird Corp.....           | 1934 |

|                            |      |
|----------------------------|------|
| Taylor-Dunn Mfg.....       | 1921 |
| TERRALUX.....              | 1514 |
| Unger Enterprises Inc..... | 2535 |

## LIFTS/LADDERS

|                                  |      |
|----------------------------------|------|
| JLG Industries Inc.....          | 1803 |
| Little Giant Ladder Systems..... | 2538 |
| Reechcraft Inc.....              | 2001 |
| Sunbelt Rentals.....             | 2325 |
| Teupen USA Inc.....              | 2368 |

## LIGHTING

|   |      |
|---|------|
| Acuity Brands.....                          | 2407 |
| Advanced Power Control Inc.....             | 1715 |
| AE LIGHT.....                               | 1622 |
| Aegis Resource Management.....              | 1520 |
| Alliance Shading/Indoor Sky.....            | 1953 |
| American Energy Corp. (AEC).....            | 1223 |
| American Energy Services.....               | 2453 |
| BACnet International.....                   | 1300 |
| C.N. Robinson Lighting Supply Co.....       | 1914 |
| Capital Tristate.....                       | 2329 |
| CAST Lighting LLC.....                      | 2245 |
| Cooper Lighting.....                        | 2025 |
| Eclipse Lighting.....                       | 1308 |
| Energy Systems Technologies.....            | 1717 |
| Ferguson Enterprises Inc.....               | 1525 |
| Forest Lighting.....                        | 2468 |
| Fulham Co. Inc.....                         | 2571 |
| Global Energy Services.....                 | 2623 |
| Hunt Consulting.....                        | 2347 |
| Jaykal LED Solutions Inc.....               | 1928 |
| LED Living Technology.....                  | 1401 |
| LG LED Lighting.....                        | 2667 |
| Light Efficient Design.....                 | 2605 |
| Lighting Breakthroughs.....                 | 1104 |
| Lunera Lighting.....                        | 1417 |
| MC Sign Co.....                             | 2482 |
| NexLight.....                               | 1410 |
| Northeastern Supply Inc.....                | 1411 |
| Orion Energy Systems (Harris Lighting)..... | 2519 |
| OSRAM SYLVANIA.....                         | 2318 |
| Philips Lighting North America.....         | 2220 |
| QSSI.....                                   | 1316 |
| RAB Lighting.....                           | 2236 |
| Rexel.....                                  | 2518 |
| Shepherd Electric Supply.....               | 2447 |
| Sigma Luminous LLC.....                     | 2679 |
| Spring City Electrical.....                 | 2037 |
| Stack Lighting.....                         | 2157 |
| Surge Suppression Incorporated.....         | 2334 |
| TERRALUX.....                               | 1514 |
| USHIO America Inc.....                      | 2662 |
| Veolia Environmental Services.....          | 2436 |
| Zenaro Lighting.....                        | 2252 |

## MAINTENANCE PRODUCTS/SERVICES

|                                    |      |
|------------------------------------|------|
| Aceto Corp.....                    | 2539 |
| ACP Facilities Services.....       | 1929 |
| ACP-Acoustic Ceiling Products..... | 1600 |

|   |      |
|---|------|
| Alban CAT Club Car.....                                 | 2212 |
| Alliance Shading/Indoor Sky.....                        | 1953 |
| Applied Building Technologies Inc.....                  | 2434 |
| Baltimore Aircoil Co.....                               | 2670 |
| Bartlett Tree Experts.....                              | 2265 |
| Bird Buffer LLC.....                                    | 1823 |
| Blueair Inc.....  | 2155 |
| BRAVO! Building Services Inc.....                       | 2328 |
| Building Operator Certification.....                    | 2052 |
| Cadapult FM.....  | 2564 |
| Caplan Bros. Glass.....                                 | 2649 |
| CE Maintenance Solutions LLC.....                       | 1938 |
| Chardon Laboratories Inc.....                           | 2238 |
| CHEM LINK.....  | 2582 |
| Cleaning Services Group.....                            | 2343 |
| Commissioning Agents Inc.....                           | 2042 |
| CP Rankin Inc. - Roof Management & Contracting.....     | 2463 |
| Curtis Engine & Equipment Inc.....                      | 1821 |
| Cushman.....  | 2413 |
| Door Guard Inc.....                                     | 1721 |
| DTZ.....  | 2129 |
| DuPont.....   | 2335 |
| Easi File.....  | 2637 |
| Easykeys.com.....                                       | 2635 |
| Electric Eel Mfg. Co. Inc.....                          | 2619 |
| Elliott Affiliates Ltd.....                             | 2216 |
| eMaint Enterprises.....                                 | 2261 |
| Ensoft Consulting Inc.....                              | 1314 |
| EPAC Software Technologies Inc.....                     | 2036 |
| FacilityDude.....                                       | 1943 |
| Fastenal.....   | 2124 |
| Ferguson Enterprises Inc.....                           | 1525 |
| Fire & Life Safety America Inc.....                     | 2439 |
| Fireline Corp.....                                      | 2336 |
| FLIR Systems Inc.....                                   | 1908 |
| Flow-Liner Systems Ltd.....                             | 2678 |
| Garland Co. Inc., The.....                              | 2139 |
| General Pipe Cleaners/General Wire Spring Co.....       | 1800 |
| Green Seal Inc.....                                     | 910  |
| GSM Roofing.....  | 2360 |
| HD Supply Facilities Maintenance.....                   | 2401 |
| Huguenot Laboratories.....                              | 1509 |
| Hunt Consulting.....                                    | 2347 |
| ICB/TABB.....   | 2369 |
| Infor.....  | 1837 |
| Interior Maintenance Company Inc.....                   | 2235 |
| ISSA - the Worldwide Cleaning Industry Association..... | 2666 |
| JetRock Inc.....  | 2466 |
| JLG Industries Inc.....                                 | 1803 |
| Kelly Generator & Equipment Inc.....                    | 1825 |
| Lewellyn Technology.....                                | 2113 |
| Lighting Breakthroughs.....                             | 1104 |
| Lunera Lighting.....                                    | 1417 |
| Maintenance Connection.....                             | 1714 |
| MAPEI Corp.....   | 2567 |
| Mark's Plumbing Parts.....                              | 1608 |
| Matting By Design.....                                  | 2563 |
| MC Sign Co.....   | 2482 |
| MilliCare By EBC Carpet Services.....                   | 2224 |
| Mobile-Shop Co.....                                     | 1511 |

|   |      |
|---|------|
| Nalco, an Ecolab Company.....                   | 2478 |
| National Fire Sprinkler Association.....        | 2664 |
| Nelbud Services Group Inc.....                  | 1947 |
| O'Leary Asphalt Inc.....                        | 2237 |
| Orr Protection Systems Inc.....                 | 2429 |
| OSRAM SYLVANIA.....                             | 2318 |
| Palmer Asphalt Co.....                          | 1421 |
| Palmer Fixture.....                             | 2665 |
| Pavement Corp.....                              | 2575 |
| People and Processes Inc.....                   | 2414 |
| PPG Architectural Coatings.....                 | 1915 |
| Precision Concrete Cutting.....                 | 1610 |
| Recyclingbin.com.....                           | 2161 |
| Reechcraft Inc.....                             | 2001 |
| Reuter & Hanney Inc.....                        | 2435 |
| RoofConnect.....                                | 2362 |
| Ruston Paving Co. Inc.....                      | 2046 |
| SaniGLAZE International LLC.....                | 2346 |
| Sealeze, A Unit of Jason.....                   | 2651 |
| SealMaster.....                                 | 2039 |
| SELECT Hinges/SELECT Products Ltd.....          | 2543 |
| ServiceMaster National Capital Restoration..... | 2356 |
| Shepherd Electric Supply.....                   | 2447 |
| SKF Maintenance Products.....                   | 1502 |
| Staples Facility Solutions.....                 | 2043 |
| Summit Power, Inc.....                          | 2471 |
| Superior Mfg. Group/NoTrax Floor Matting.....   | 1621 |
| Taylor-Dunn Mfg.....                            | 1921 |
| Team Cam LLC.....                               | 2475 |
| Technicraft Products.....                       | 2474 |
| TMA Systems LLC.....                            | 2120 |
| Tero Consulting Ltd.....                        | 2053 |
| Tomcat.....                                     | 2355 |
| TOMRA Compaction.....                           | 1517 |
| Total Asphalt.....                              | 2342 |
| TriTechnologies.....                            | 1402 |
| U.S. Department of State.....                   | 2146 |
| UG-2 LLC.....                                   | 2262 |
| Ultra-Chem Inc.....                             | 2579 |
| Unger Enterprises Inc.....                      | 2535 |
| United Soybean Board.....                       | 815  |
| WD-40 Company.....                              | 2264 |
| Wizard Software Solutions.....                  | 1820 |
| ZTS Inc.....                                    | 1922 |

## MATERIAL HANDLING/ STORAGE

|  |      |
|--|------|
| Alban CAT Club Car.....                        | 2212 |
| ASI - Marathon Doors/Bob's Overhead Doors..... | 2443 |
| Best Line Equipment.....                       | 1925 |
| Club Car Inc.....                              | 1907 |
| Ethosource LLC.....                            | 1516 |
| Fastenal.....                                  | 2124 |
| Highland Tank.....                             | 1939 |
| item America LLC.....                          | 2469 |
| Wilmot Modular Structures Inc.....             | 1926 |

## MOTORS DRIVES

|                                     |      |
|-------------------------------------|------|
| Rexel.....                          | 2518 |
| SKF Maintenance Products.....       | 1502 |
| Surge Suppression Incorporated..... | 2334 |

## NATIONAL DISTRIBUTORS

|  |      |
|--|------|
| AE LIGHT.....  | 1622 |
| Ethosource LLC.....  | 1516 |
| ISSA - the Worldwide Cleaning<br>Industry Association..... | 2666 |
| Orr Protection Systems Inc.....                            | 2429 |
| Staples Facility Solutions.....                            | 2043 |
| VFS Fire & Security Services.....                          | 2367 |

## OPERATIONAL SUPPORT SERVICES

|                                     |      |
|-------------------------------------|------|
| BRAVO! Building Services Inc.....   | 2328 |
| CE Maintenance Solutions LLC.....   | 1938 |
| Complete Building Services Inc..... | 2537 |
| CORT.....                           | 1423 |
| DTZ.....                            | 2129 |
| EMCOR Services.....                 | 1625 |
| Ensoft Consulting Inc.....          | 1314 |
| Kiewit.....                         | 1400 |
| Lewellyn Technology.....            | 2113 |
| Maintenance Connection.....         | 1714 |
| National Vending.....               | 1320 |
| RCx Building Diagnostics.....       | 2661 |
| Reuter & Hanney Inc.....            | 2435 |
| Tate Engineering.....               | 1123 |
| UG-2 LLC.....                       | 2262 |
| Wizard Software Solutions.....      | 1820 |

## PAINTS AND COATINGS

|                                  |      |
|----------------------------------|------|
| AcryLabs.....                    | 2536 |
| AQUIS.....                       | 2361 |
| Belbien.....                     | 2645 |
| Cathedral Stone Products.....    | 2050 |
| Gaco Western.....                | 1505 |
| GSM Roofing.....                 | 2360 |
| Oak Ridge Foam and Coatings..... | 1951 |
| Palmer Asphalt Co.....           | 1421 |
| Parkland Plastics.....           | 1822 |
| PPG Architectural Coatings.....  | 1915 |
| Rust-Oleum.....                  | 1503 |
| Team Cam LLC.....                | 2475 |

## PAVING/CONCRETE REPAIR

|  |      |
|--|------|
| Chamberlain Contractors Inc.....                       | 2244 |
| Hi-Tech Concrete Coatings &<br>Soil Stabilization..... | 2574 |
| O'Leary Asphalt Inc.....                               | 2237 |
| Pavement Corp.....                                     | 2575 |
| Precision Concrete Cutting.....                        | 1610 |
| SealMaster.....  | 2039 |
| StructureTec Group.....                                | 2461 |
| Team Cam LLC.....                                      | 2475 |
| Total Asphalt.....                                     | 2342 |
| Tri-Chem.....  | 2683 |
| TriTechnologies.....                                   | 1402 |
| Witmer Group, The.....                                 | 2383 |

## PEST CONTROL

|   |      |
|---|------|
| Arkion Life Sciences LLC.....           | 2642 |
| Bartlett Tree Experts.....              | 2265 |
| Bell Bird Control.....                  | 2142 |
| Bird Buffer LLC.....                    | 1823 |
| TEMP-AIR.....                           | 2147 |
| Terminix International Company, LP..... | 1937 |

## PLUMBING

|  |      |
|--|------|
| American Standard Brands.....                        | 1409 |
| Aquatherm.....                                       | 1603 |
| AUTOBRINE®, The Cope Company Salt.....               | 2671 |
| Bradley Corporation.....                             | 1304 |
| Coilmaster Corp.....                                 | 2418 |
| Electric Eel Mfg. Co. Inc.....                       | 2619 |
| Ferguson Enterprises Inc.....                        | 1525 |
| Flow-Liner Systems Ltd.....                          | 2678 |
| General Pipe Cleaners/General<br>Wire Spring Co..... | 1800 |
| Harvey W. Hottel Inc.....                            | 2462 |
| Hays Fluid Controls.....                             | 2044 |
| Mark's Plumbing Parts.....                           | 1608 |
| Moen Commercial.....                                 | 2631 |
| Natural Choice Corp.....                             | 2438 |
| Northeastern Supply Inc.....                         | 1411 |
| RIDGID.....  | 2617 |
| SageWater.....                                       | 1624 |
| Sloan.....   | 2207 |
| Technicraft Products.....                            | 2474 |
| WD-40 Company.....                                   | 2264 |

## PORTABLE HEATING/ COOLING

|                                   |      |
|-----------------------------------|------|
| AirPac Inc.....                   | 2134 |
| Applied Comfort Products Inc..... | 1322 |
| Carrier Rental Systems.....       | 2460 |
| Royal Plus Inc.....               | 2363 |
| TEMP-AIR.....                     | 2147 |
| Unlimited Restoration Inc.....    | 2135 |

## POWER & HAND TOOLS

|                    |      |
|--------------------|------|
| Fastenal.....      | 2124 |
| RIDGID.....        | 2617 |
| TERRALUX.....      | 1514 |
| Tri-Chem.....      | 2683 |
| WD-40 Company..... | 2264 |

## POWER DISTRIBUTION/ GENERATION

|                                    |      |
|------------------------------------|------|
| Alban CAT Power Systems.....       | 2513 |
| ASCO.....                          | 2107 |
| Best Line Equipment.....           | 1925 |
| Curtis Engine & Equipment Inc..... | 1821 |
| GFS Corporation.....               | 2668 |
| Kohler Power Systems.....          | 2525 |
| Power Generation Products.....     | 2529 |
| Pritchard Brown LLC.....           | 2500 |
| RCI Technologies East.....         | 1727 |
| Royal Plus Inc.....                | 2363 |
| Russelectric Inc.....              | 2507 |

|                |      |
|----------------|------|
| SATEC Inc..... | 2138 |
| Trystar.....   | 2024 |

## PUBLICATIONS

|  |      |
|--|------|
| <i>American School &amp; Hospital<br/>Facility Magazine.....</i>                     | 1013 |
| The Blue Book Building &<br>Construction Network.....                                | 1814 |
| <i>Building Operating Management Magazine.....</i>                                   | 713  |
| <i>Church Designer Magazine.....</i>   | 2686 |
| <i>Facility Maintenance Decisions Magazine.....</i>                                  | 713  |
| <i>Healthcare Facilities Today.....</i>  | 713  |
| Locksmith Ledger Int.....  | 2613 |
| National Institute of Building Sciences.....   | 1115 |
| NFMT.....  | 713  |
| <i>School Planning &amp; Management / College Planning<br/>&amp; Management.....</i> | 923  |

## PUMPS

|                     |      |
|---------------------|------|
| Rain Bird Corp..... | 1934 |
|---------------------|------|

## RENTAL COMPANIES

|   |      |
|---|------|
| AirPac Inc.....                             | 2134 |
| Best Line Equipment.....                    | 1925 |
| Carrier Rental Systems.....                 | 2460 |
| Sunbelt Rentals.....                        | 2325 |
| TEMP-AIR.....                               | 2147 |
| Vanguard Modular Building Systems, LLC..... | 1114 |
| Wilmot Modular Structures Inc.....          | 1926 |

## RESTROOM PRODUCTS/ SYSTEMS

|                                     |      |
|-------------------------------------|------|
| Bobrick Washroom Equipment Inc..... | 1700 |
| Comac Hand Dryers.....              | 1408 |
| Drumex USA.....                     | 2247 |
| Dyson Airblade.....                 | 1829 |
| Fresh Wave IAQ/OMI Industries.....  | 1824 |
| Georgia-Pacific Professional.....   | 2014 |
| InPro.....                          | 2020 |
| Moen Commercial.....                | 2631 |
| Palmer Fixture.....                 | 2665 |
| Precision Doors & Hardware LLC..... | 2551 |
| Procter & Gamble Professional.....  | 1309 |
| San Jamar.....                      | 2337 |
| SaniGLAZE International LLC.....    | 2346 |
| Scranton Products.....              | 1500 |
| Sloan.....                          | 2207 |
| Special-Lite Inc.....               | 2545 |
| Unger Enterprises Inc.....          | 2535 |
| Wilmot Modular Structures Inc.....  | 1926 |

## ROOFING

|  |      |
|--|------|
| AcryLabs.....  | 2536 |
| BASF Corporation.....                                  | 2607 |
| Building Technology Associates Inc. (BTA).....         | 2660 |
| Cardinal Group Services Inc.....                       | 2561 |
| CentiMark Corporation.....                             | 2457 |
| CHEM LINK.....   | 2582 |
| CP Rankin Inc. - Roof Management<br>& Contracting..... | 2463 |
| DaVinci Roofscapes.....                                | 2152 |

|   |      |
|---|------|
| Duro-Last Roofing Inc.....                    | 2339 |
| F.A. Taylor & Son Inc.....                    | 1214 |
| Facility Engineering Associates (FEA).....    | 1835 |
| FiberTite Roofing Systems by Seaman Corp..... | 2611 |
| Flex Membrane International Corp.....         | 2634 |
| Gaco Western.....                             | 1505 |
| Garland Co. Inc., The.....                    | 2139 |
| GSM Roofing.....                              | 2360 |
| Oak Ridge Foam and Coatings.....              | 1951 |
| OMG Roofing Products.....                     | 1722 |
| Palmer Asphalt Co.....                        | 1421 |
| Pfister Energy Inc.....                       | 1515 |
| RoofConnect.....                              | 2362 |
| Sika Corporation - Roofing.....               | 2117 |
| StructureTec Group.....                       | 2461 |
| Tremco Roofing and Building Maintenance... .. | 1839 |
| Tri-Chem.....                                 | 2683 |
| Versico Roofing Systems.....                  | 1924 |
| Xtraflex by Polyglass.....                    | 1616 |

## SAFETY PRODUCTS

|   |      |
|---|------|
| ASSA ABLÖY Americas.....                      | 2007 |
| Avian Flyaway Inc.....                        | 2219 |
| Bird Buffer LLC.....                          | 1823 |
| Crowcon Detection Instruments.....            | 1415 |
| DICTATOR U.S. INC.....                        | 2656 |
| Eastman Chemical Co.....                      | 2215 |
| Ecoglo/AccessProducts.....                    | 2629 |
| Fastenal.....                                 | 2124 |
| Fire & Life Safety America Inc.....           | 2439 |
| FLIR Systems Inc.....                         | 1908 |
| Fulham Co. Inc.....                           | 2571 |
| JetRock Inc.....                              | 2466 |
| JLG Industries Inc.....                       | 1803 |
| Lencore Acoustics Corp.....                   | 2239 |
| Lightalarms.....                              | 1900 |
| Little Giant Ladder Systems.....              | 2538 |
| Matting By Design.....                        | 2563 |
| NMC-National Marker Company.....              | 2565 |
| Orr Protection Systems Inc.....               | 2429 |
| Primex Wireless.....                          | 1709 |
| PS Doors.....                                 | 2647 |
| Salisbury by Honeywell.....                   | 2143 |
| Superior Mfg. Group/NoTrax Floor Matting..... | 1621 |
| Technicraft Products.....                     | 2474 |
| Total Security Solutions.....                 | 2546 |
| Tremco Roofing and Building Maintenance... .. | 1839 |
| Veolia Environmental Services.....            | 2436 |
| ZING Green Safety Products.....               | 1504 |

## SECURITY/ACCESS CONTROL

|  |      |
|--|------|
| 3M Window Films c/o ATD Solar & Security... .. | 2047 |
| ASI - Marathon Doors/Bob's Overhead Doors..... | 2443 |
| ASSA ABLÖY Americas.....                       | 2007 |
| Atlantic Sun Control Inc.....                  | 2650 |
| Axis Communications.....                       | 2600 |
| CAST Lighting LLC.....                         | 2245 |
| Chesapeake Controls Inc.....                   | 2374 |
| Club Car Inc.....                              | 1907 |
| CyberLock Inc.....                             | 2628 |
| Detex Corp.....                                | 2444 |

|  |      |
|--|------|
| DICTATOR U.S. INC.....                 | 2656 |
| Eastman Chemical Co.....               | 2215 |
| Easykeys.com.....                      | 2635 |
| FST Biometrics.....                    | 2450 |
| Hager Companies.....                   | 2550 |
| Keyper Systems.....                    | 1801 |
| Lockmasters Inc.....                   | 2646 |
| Locksmith Ledger Int.....              | 2613 |
| M3T Corporation.....                   | 2501 |
| Marks USA.....                         | 2609 |
| PDQ Manufacturing.....                 | 2452 |
| SALTO Systems.....                     | 2542 |
| SELECT Hinges/SELECT Products Ltd..... | 2543 |
| Total Security Solutions.....          | 2546 |
| TownSteel Inc.....                     | 1901 |
| ZTS Inc.....                           | 1922 |

## SIGNAGE

|   |      |
|---|------|
| APCO Sign Systems.....                    | 1614 |
| Howard Industries PRIME Sign Program..... | 1311 |
| InPro.....                                | 2020 |
| Kroy Sign Systems.....                    | 2653 |
| Lightalarms.....                          | 1900 |
| MC Sign Co.....                           | 2482 |
| NMC-National Marker Company.....          | 2565 |
| Pavement Corp.....                        | 2575 |
| People Signs.....                         | 2038 |
| Signsations LLC.....                      | 1508 |
| SMI Sign Systems, Inc.....                | 2150 |
| ZING Green Safety Products.....           | 1504 |
| Zoom Inc.....                             | 2633 |

## SNOW & ICE REMOVAL PRODUCTS

|  |      |
|--|------|
| AUTOBRINE®, The Cope Company Salt..... | 2671 |
| GVM Inc.....                           | 2569 |
| O'Leary Asphalt Inc.....               | 2237 |
| RoofConnect.....                       | 2362 |

## SOFTWARE

|  |      |
|--|------|
| 2-D As-Built Floor Plans.....                      | 2639 |
| ARCHIBUS.....                                      | 2260 |
| The Blue Book Building & Construction Network..... | 1814 |
| Building Technology Associates Inc. (BTA).....     | 2660 |
| Cadapult FM.....                                   | 2564 |
| Cardo Inc.....                                     | 1215 |
| CyberMetrics - FaciliWorks.....                    | 2243 |
| eMaint Enterprises.....                            | 2261 |
| EPAC Software Technologies Inc.....                | 2036 |
| FacilityDude.....                                  | 1943 |
| FST Biometrics.....                                | 2450 |
| Infor.....   | 1837 |
| Maintenance Connection.....                        | 1714 |
| MicroMain Corp.....                                | 2275 |
| Planon.....  | 1015 |
| Primex Wireless.....                               | 1709 |
| Tero Consulting Ltd.....                           | 2053 |
| TMA Systems LLC.....                               | 2120 |
| Wizard Software Solutions.....                     | 1820 |

## SUSTAINABLE INTERIOR PRODUCTS

|                                      |      |
|--------------------------------------|------|
| Architectural Brass.....             | 1302 |
| Brita® Hydration Station®.....       | 1210 |
| Busch Systems International Inc..... | 1628 |
| CleanRiver Recycling Solutions.....  | 2255 |
| Connectrac.....                      | 1809 |
| Construction Specialties Inc.....    | 2470 |
| Door Guard Inc.....                  | 1721 |
| Ethosource LLC.....                  | 1516 |
| Follett Corporation.....             | 2625 |
| Forest Lighting.....                 | 2468 |
| InPro.....                           | 2020 |
| Lunera Lighting.....                 | 1417 |
| MAPEI Corp.....                      | 2567 |
| Mats Inc.....                        | 2636 |
| OSRAM SYLVANIA.....                  | 2318 |
| People Signs.....                    | 2038 |
| PPG Architectural Coatings.....      | 1915 |
| Rectorseal.....                      | 2269 |
| Recyclingbin.com.....                | 2161 |
| Scranton Products.....               | 1500 |
| Sloan.....                           | 2207 |
| Special-Lite Inc.....                | 2545 |
| United Soybean Board.....            | 815  |
| Zenaro Lighting.....                 | 2252 |
| ZING Green Safety Products.....      | 1504 |
| ZOO Fans Inc.....                    | 2035 |
| Zoom Inc.....                        | 2633 |

## TIMEKEEPING SYSTEMS

|                          |      |
|--------------------------|------|
| American Time.....       | 1723 |
| FST Biometrics.....      | 2450 |
| Primex Wireless.....     | 1709 |
| Sapling Company Inc..... | 1726 |

## TRAINING/EDUCATION

|   |      |
|---|------|
| AEE Baltimore.....  | 914  |
| AIA Baltimore.....  | 2552 |
| American Trainco Inc.....   | 2021 |
| BOMI International.....   | 2254 |
| Building Operator Certification.....                                      | 2052 |
| Cardo Inc.....  | 1215 |
| Cathedral Stone Products.....   | 2050 |
| CE Maintenance Solutions LLC.....   | 1938 |
| CyberMetrics - FaciliWorks.....   | 2243 |
| Electrical Safety Specialists.....  | 2136 |
| George Mason University, Office of Continuing Professional Education..... | 2566 |
| Green Seal Inc.....   | 910  |
| ICB/TABB.....   | 2369 |
| IFMA (International Facility Management Association).....                 | 2465 |
| IFMA Chesapeake Chapter.....  | 2467 |
| Kelly Generator & Equipment Inc.....                                      | 1825 |
| Lewellyn Technology.....  | 2113 |
| Lockmasters Inc.....  | 2646 |
| MD/DC APPA.....   | 2654 |
| National Association of Church Facilities Managers (NACFM).....           | 915  |
| National Fire Sprinkler Association.....                                  | 2664 |
| National Institute of Building Sciences.....                              | 1115 |

|                                     |      |
|-------------------------------------|------|
| NFMT.....                           | 713  |
| NTT Training.....                   | 2029 |
| People and Processes Inc.....       | 2414 |
| RSMeans from The Gordian Group..... | 2281 |
| Salisbury by Honeywell.....         | 2143 |
| SERVPRO.....                        | 2560 |
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# Frequently Asked Questions

## Show Concierge: Booth #713

Visit us during exhibit hours for all your show needs:

- Additional show directories
- Copies of *Building Operating Management* and *Facility Maintenance Decisions* magazines
- General show questions, comments, and feedback

## Coat and Bag Check

A complimentary coat and luggage check is located near NFMT registration in the Pratt Street Lobby.

Tuesday: 7:00 a.m. – 5:30 p.m.

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Thursday: 7:00 a.m. – 4:30 p.m.

## Concession Stand Hours

Concession stands are located inside the exhibit hall. Special exhibitor only hours during move-in. Specific counter hours may vary, please check signs.

Monday 11:00 a.m. – 3:00 p.m. (exhibitors only)

Tuesday 11:00 a.m. – 4:00 p.m.

Wednesday 11:00 a.m. – 3:00 p.m.

Thursday 11:00 a.m. – 2:00 p.m.

## Exhibit Space Selection for 2016

Every 2015 exhibiting company is assigned a time to select space for the 2016 show. If you have a question about the re-sign process, please contact your booth sales representative. The re-sign room is located at the end of 700 aisle.

## Hashtag

If you are posting about the conference on social media please make sure you include the hashtag **#NFMT15**.

## Lost and Found

If you lose an item within the Baltimore Convention Center, visit the NFMT Show Office located on the 200 level in the Pratt Street Lobby or contact security.

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Members of the media can find press kits and product information from participating NFMT exhibitors in the show office, located on the 200 level in the Pratt Street Lobby.

## Wireless Internet

New - The Baltimore Convention Center offers complimentary wireless internet within the common areas of the Center. WiFi is not available in the conference sessions or the expo hall.

## Show Hotels:

### Hilton Baltimore

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# BUILDING OPERATING MANAGEMENT'S NFMT<sup>®</sup> 2015

National Facilities Management & Technology March 10-12, 2015 • Baltimore

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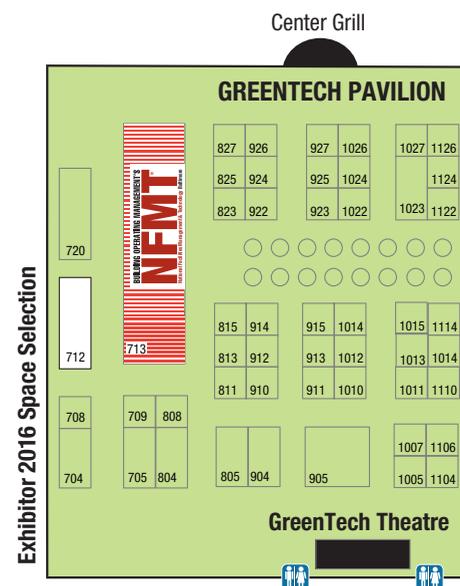
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## EXPO FLOOR HIGHLIGHTS

-  Grand Prize Drawing ..... Booth #2499
-  Charging Stations ..... Booths #712
-  Information/NFMT Booth/  
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Exhibitor Service Desk

## Expo Hall Hours

### Tuesday

Noon – 4:00 p.m. .... Expo Hall Open  
 3:45 p.m. .... \$1,000 Drawing

### Wednesday

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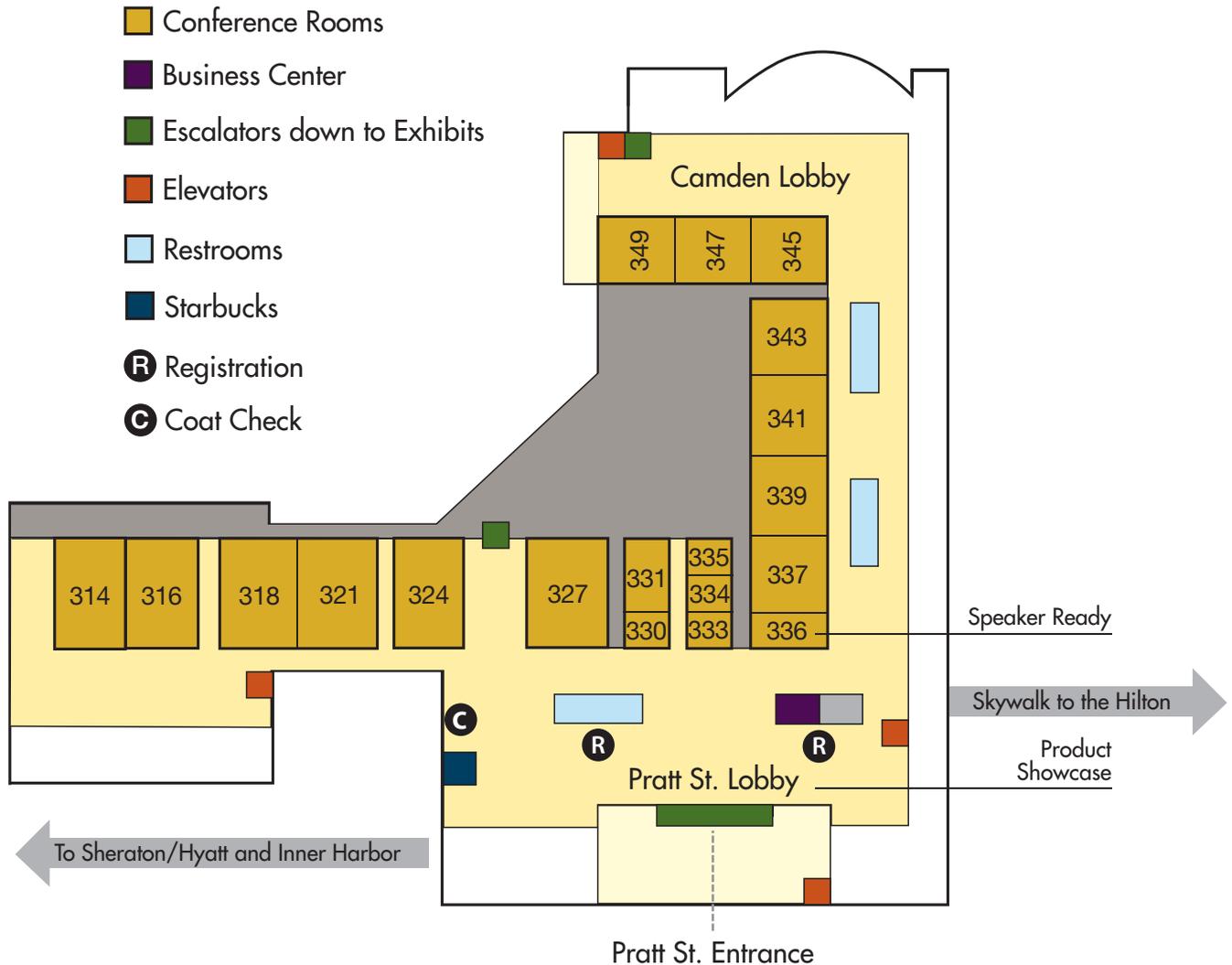
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 1:45 p.m. .... \$1,000 Drawing



NFMT Entrance



# 300 Level Floor Map



## Special Events

### Room 316

Tuesday – 8:00 a.m.  
TG.16 FMXcellence: Honoring Top FM Teams

### Room 316

Wednesday – 4:10 – 6:30 p.m.  
W4.16 Women in Facilities Management 2015 Roundtable

### Room 316

Thursday – 8:00 a.m.  
RG.16 Facilities Management in the Headlines: What Would You Do?

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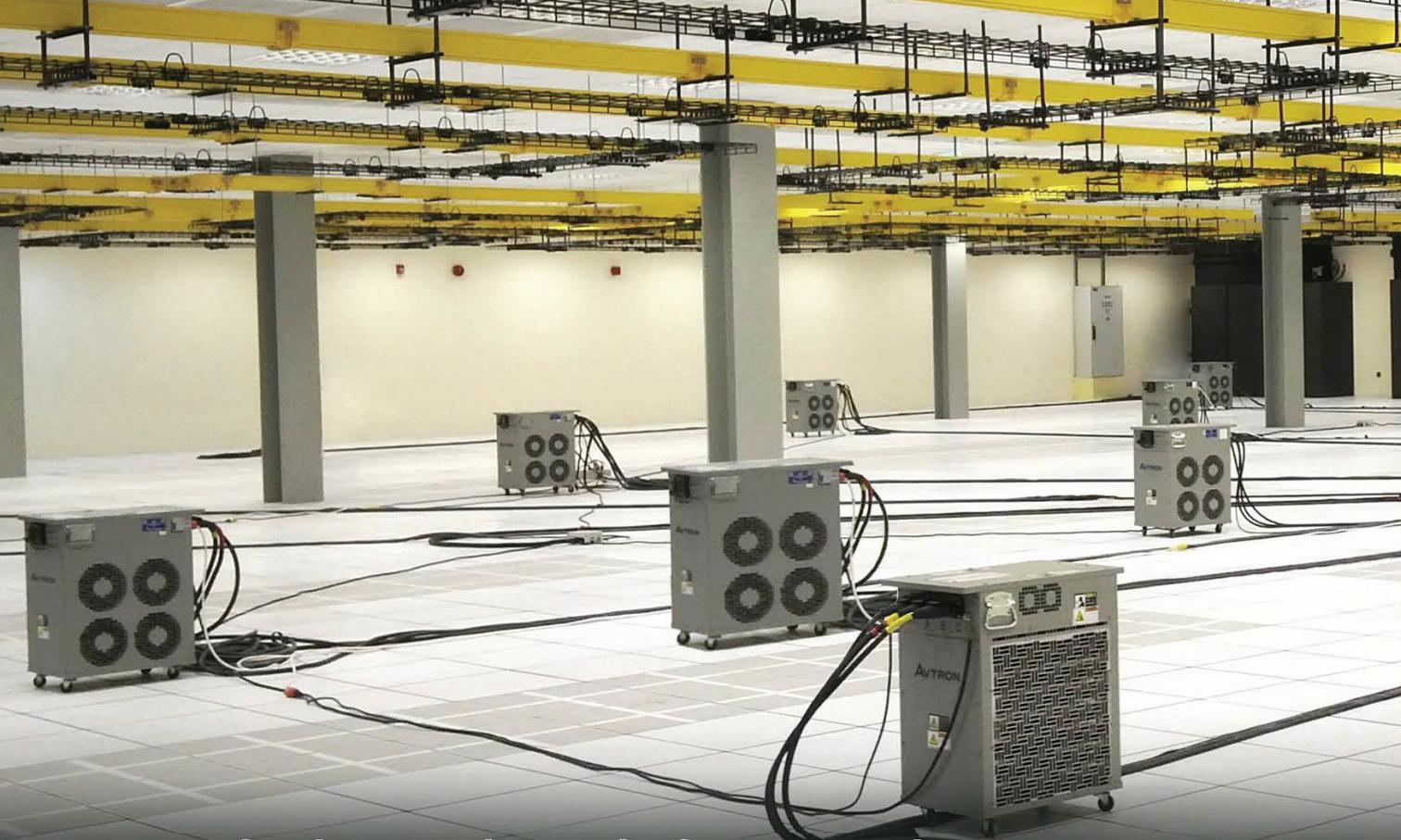


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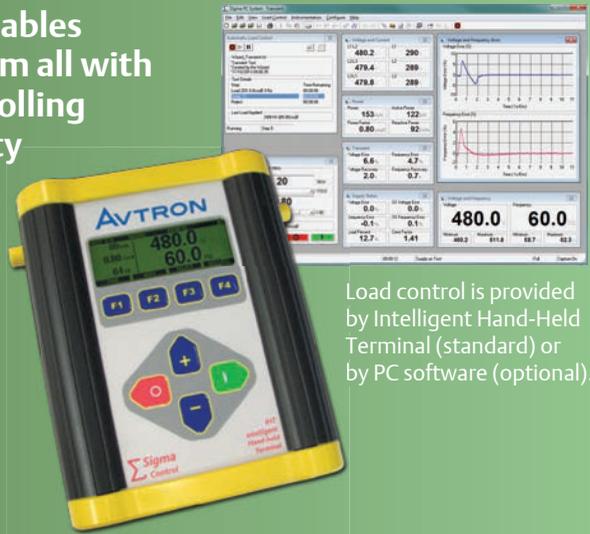
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