

2017 DIRECTORY



BUILDING OPERATING MANAGEMENT'S

NFMT[®]

National Facilities Management & Technology

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Schedule

Tuesday

8:00 – 11:50 a.m. Conference Sessions
 Noon – 4:00 p.m. Expo Hall Open
 12:30 – 3:20 p.m. QuickFire Sessions
 in the Expo Hall
 3:45 p.m. \$1,000 Cash Prize Drawing
 4:00 – 5:00 p.m. Networking Party

Wednesday

8:00 – 8:50 a.m. Learning Labs
 9:00 – 10:50 a.m. Conference Sessions
 11:00 a.m. – 3:00 p.m. Expo Hall Open
 11:30 a.m. – 2:20 p.m. QuickFire Sessions
 in the Expo Hall
 2:45 p.m. \$1,000 Cash Prize Drawing
 3:10 – 5:00 p.m. Conference Sessions
 4:10 – 6:30 p.m. Women in FM Panel
 and Reception
 5:15 – 6:30 p.m. Solutions Exchange
 7:00 – 9:00 p.m. ... Young Professional Happy Hour

Thursday

8:00 – 10:50 a.m. Conference Sessions
 11:00 a.m. – 2:00 p.m. Exhibit Hall Open
 11:30 a.m. – 1:20 p.m. QuickFire Sessions
 in the Expo Hall
 1:45 p.m. \$1,000 Cash Prize Drawing
 2:10 – 4:00 p.m. Conference Sessions

BUILDING OPERATING MANAGEMENT'S

NFMT[®] 2017

National Facilities Management & Technology March 7-9, 2017 • Baltimore

Welcome to NFMT 2017!

“Anyone who stops learning is old, whether at twenty or eighty. Anyone who keeps learning stays young.”

— Henry Ford

At NFMT we agree with Henry Ford completely! We also understand that learning doesn't just occur in a conference room. Some of the most impactful learning comes during one-on-one conversations, small groups, and hands on experiences. We are thrilled to provide a multitude of learning experiences the entire week of NFMT. Here is a sneak peek of what you are in store for at NFMT 2017.

1. New learning experiences on the expo floor!

Our vendors and suppliers are top-notch and seeing their products up close and personal is one of the main reasons why people attend NFMT. In addition to the booths there is even more content in the expo this year. Pick up a self-guided tour map at the entrance of the hall to help identify pavilions of interest. Join *Building Operating Management* and *Facility Maintenance Decisions* magazine editors as they lead conversations with top speakers in the

NFMT booth #2395. Stop by the QuickFire Theater, booth #1630, to participate in quick, 20-minute exhibitor-led presentations.

2. Quality networking opportunities!

If you are a first-time NFMT attendee, the experience can be overwhelming. We are hosting a first-time

attendee orientation Tuesday at 7:30 a.m. to walk you through the three days and introduce some friendly faces. Tuesday night the party starts with our Opening Night Networking Party – get ready for some good old-fashioned carnival fun. Wednesday night will be a busy one with three networking events: Solutions Exchange, Women in Facilities Management and Young FMs. On Thursday we are offering behind-the-scenes tours of one of the most iconic ballparks in America: Camden Yards. All of these experiences are wonderful places to connect and learn from fellow NFMT attendees.

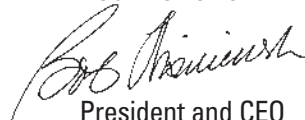
3. The Main Learning Event!

With over 125 sessions over the next three days, I can safely say you will come away with new knowledge from NFMT. We are very excited to bring you Wednesday morning's Learning Labs. These in-depth workshops will put you at the center of the session and provide information you can immediately take back to your team. Join us Tuesday morning as we kick off the conference discussing the Balancing Act of Being a Facility Manager. Thursday we wrap up the conference with a look to the future as Paul Doherty identifies building trends in smart cities around the world that FMs need to be aware of.

We are thrilled you are spending your valuable time learning and growing at NFMT. As always we love to hear your feedback in real time so share what you are learning on social media using #NFMT17 and #NFMTLearn.

Sincerely,

Bob Wisniewski



President and CEO
NFMT





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Booth #2557



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Booth #2673



Booth #2581



Booth #2656



Booth #2683



Booth #2666



Booth #2380

Show Highlights

Tuesday

General Session

Balancing Act: How to Hold Steady in a Fast-Paced FM World

8:00 a.m. – 8:50 a.m. • Room 316

They say that life is a balancing act, but facilities management alone embodies that phrase! This session will dive into the way codes, technologies and economic trends impact the ever-changing FM role. Strategies for balancing key FM responsibilities and timeliness will be discussed and you'll walk away knowing how to strike the right balance to move you and your facility ahead. See page 22 for a full session description.

FMXcellence Honorees

Improving FM Performance with Data

9:00 a.m. – 9:50 a.m. • Room 347

This session features representatives from the University of Arizona and Under Armour, and highlights the way each organization is using big data to improve facility performance. Listen to these case studies and be inspired to strategize your own big data plan. This panel features *Building Operating Management* magazine's 2017 FMXcellence program honorees.

Energy Management Strategies and Opportunities

11:00 a.m. – 11:50 a.m. • Room 318

Join *Building Operating Management* magazine's editor, Edward Sullivan, and panelists as they dive into energy management strategies that are currently being used by FMs, as well as the motivators for these strategies. Opportunities and solutions for energy management challenges will also be identified. For a full session description, see page 26.

Wednesday

Women in Facilities Management 2017

4:10 – 6:30 p.m. • Room 316

Sponsored by:



Don't miss the ninth annual Women in FM panel discussion, featuring three industry experts who will help guide the discussion through trends and topic affecting females in the FM industry. This session feeds off audience participation and we encourage your input, questions and discussion to help guide the conversation.

Thursday

General Session

The Next Generation of Smart Cities and Facilities Management

8:00 a.m. – 8:50 a.m. • Room 316

Thursday morning kicks off with an exploration of real-world examples of sustainable smart cities from around the globe. The session highlights the fact that technological advancement and connectedness changes the way facilities professionals manage buildings. For more information, see page 47.

What's New at NFMT?

Learning Labs

Wednesday morning features learning labs at 8:00 a.m. These are hands-on workshops that provide guided information and more time with the subject matter expert.

Reviewing Your ADA Plan

Wednesday – 8:00 – 8:50 a.m. • Room 314

How to Document Your Team's Success

Wednesday – 8:00 – 8:50 a.m. • Room 316

Hard-Hats and High Heels: Successfully Implementing Change

Wednesday – 8:00 – 9:50 a.m. • Room 321

Healthcare Facilities Today at NFMT



Join HealthcareFacilitiesToday.com in its sponsored track, which brings relevant healthcare related sessions to NFMT. All sessions will take place in room 330.

- W1.30 Improving Healthcare Infrastructure: Best Practices
- W2.30 Stormwater Planning for Health and Resilience at MedStar Harbor Hospital
- W3.30 ADA Review for Healthcare Facilities
- R1.30 Double Digit Energy Reduction, a Harvard Medical School Case Study
- R2.30 NFPA 45: Flammable Liquids and Other Hazardous Materials in Laboratories

For expo hall highlights, see page 107.



AFTER 30 YEARS, SIGN GUY CAN FINALLY TAKE A VACATION.

Sign Guy has spent a lifetime warning people about wet floors. Trouble is, he can't stop anyone from getting hurt if they slip — or if they trip over a bunched-up mat.

But now there's **PIG Grippy Floor Mat** from New Pig, the leader in helping industrial workplaces stay clean, dry and safe since 1985. PIG Grippy Mat (patent pending) is the **world's first adhesive-backed absorbent floor mat** that rolls out, sticks and stays put to stop slips, trips and falls.

With Grippy Mat on the job, you'll finally have safe, **worry-free walkways** — and Sign Guy can take a long-overdue vacation.



PIG GRIPPY FLOOR MAT: NO SLIP. NO TRIP. ALL GRIP.



Grab a special offer at grippymat.com or call 1-800-HOT-HOGS

See PIG Grippy Mat in action at Booth 2420 — live demonstrations all day!

Networking Opportunities

Tuesday

New Attendee Orientation

7:30 a.m. – Pratt Street Lobby

Never attended an NFMT event before? Don't worry, we've got you covered. Join us for a short overview of NFMT and learn how to maximize your time over the next three days. It's a great opportunity to meet fellow newcomers as well!

Networking Party

4:00 - 5:00 p.m. – Pratt Street Lobby

We're ending day one with a party! Join us in the Pratt Street Lobby for appetizers, drinks, games and entertainment! Chat with your peers, meet new people and hand out a few business cards while enjoying the party. All attendees and exhibitors are welcome!

All Three Days

NFMT Booth

Booth #2395

We're bringing the learning down to the expo floor and giving you a chance to meet, discuss and network with the *Building Operating Management* and *Facility Maintenance Decisions* magazine editors as well as a few NFMT speakers. Join in on the conversation, participate with questions and maybe even walk away with creative solutions or ideas! See page 107 for more information.

Wednesday

Women in Facilities Management 2017 Reception

5:30 – 6:30 p.m. – Room 316

Continue the conversations and connections you made during the Women in FM session by joining us afterwards on the terrace across from room 316. Light appetizers and drinks will be served – you bring the fun and some business cards!

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Solutions Exchange

5:15 – 6:30 p.m. – Pratt Street Lobby

Join us on Wednesday afternoon for expert-led industry discussions focusing on top facilities management trends and issues. This is a unique networking and learning opportunity, and did we mention it includes beer? You'll have the opportunity to participate in up to three, 20-minute conversations. Please see page 11 for more information.

Young Professional Happy Hour

7:00 – 9:00 p.m. – Pratt Street Ale House
(directly across the street from the Convention Center)

Attention young professionals: we have a fun event planned across the street from the convention center at the Pratt Street Ale House. Network in a more comfortable and relaxed environment and build new connections and friendships with peers, all while enjoying complimentary appetizers and drinks. Advanced registration is required.





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Sodexo is proud to sponsor the Women in Facilities Management Roundtable and Reception on March 8th from 4:10 p.m. to 6:30 p.m.

Visit us at booth #2484 or search our jobs at <http://bit.ly/NFMT2017>

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Registration opens in July. • LEARN MORE at nfmt.com/Orlando

NFMT Booth 2395

Solutions Exchange

Wednesday • 5:15 – 6:30 p.m.
Pratt Street Lobby

Finish up Day 2 at NFMT with a beer and the lightning-round event, Solutions Exchange. Hear firsthand from solutions providers about the topics listed below. Attendees will be able to participate in up to three, 20-minute conversations. See the full list below:



Spray Polyurethane Foam (SPF) – Your Air Barrier Solution in the Commercial Envelope

Join the discussion to learn how SPF air barriers can meet the challenges of today's codes and construction. We will discuss the multiple benefits of an air barrier, including insulation, drainage plain, and vapor barrier/retarder.



BOSCH

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Direct Current Energy Systems – The New Revolution of Energy

Come sit with us to learn about direct current (DC) energy systems for commercial facilities. DC energy systems are revolutionizing the way energy is being used within a building, creating higher energy efficiency and reliability with resiliency at lower cost. After this exchange, you will understand why this is the right solution for your facility.



Building HVAC Control and Automation in Light Commercial Facilities

Opportunities and challenges for building HVAC control specific to the light commercial building market (< 100,000sft). We will discuss the hurdles for adoption of BAS, some of the emerging technologies, and how the HVAC industry is already starting to leverage those technologies to make building HVAC automation more scalable.



Water Treatment

Take a seat at this table if you are experiencing hard water scale build up, shortened lifespan of capital equipment, and excessive operating costs. We'll discuss the benefits of treated water in boilers, hot water heaters, cooling towers, foodservice, laundry and vended services, which can drive efficiency and savings.

DEMATIC SPROCKET

ENTERPRISE ASSET MANAGEMENT

Mobile CMMS Implementation

Mobile CMMS software is a great way for technicians to input and receive real time data from their CMMS system. In this session we will discuss key features and tips to get the best use of your mobile CMMS to help your organization increase efficiency and lower M&O costs.



The Future of EAM: Transforming Enterprise Asset Management

Join our discussion about the future of EAM including cutting edge technologies such as drones, Internet of Things (IoT), integrated graphical/spatial tools and other innovative ideas impacting the future of EAM today and over the next 25 years.



5 Ways to Reduce the Cost of Fire Protection System Services

In today's economy it's more important than ever to discover effective ways to save on a facility's operational costs. In 20 minutes you'll learn 5 ways to reduce the cost of fire protection system services that adhere to code requirements. This interactive session will have a Q&A after each of the 5 main points.

PROSITEAUDIT

Real Time Parking Lot, Landscape, Roofing Inspections

Be a part of a conversation focused on how Simple Technology can enable facility professionals to find and fix issues before they become costly liabilities.

QuickFire Sessions

The QuickFire stage is located at booth #1630.

The QuickFire Theater is where exhibitors showcase their expertise with issues and topics Facilities Managers care most about. Join us in the QuickFire Theater in the expo for focused learning throughout the three days.

Tuesday, March 7

12:30 P.M.

Steam Coil Cleaning: The Hot New Thing



Research on heating ventilation and air conditioning (HVAC) systems has indicated that microbial contamination is an immediate problem when it concerns the indoor environment and human health. A study has been performed to determine the effectiveness of steam cleaning latent clogged debris from on or within evaporator coils of an HVAC that is restriction airflow, as well as causing poor air quality.

1:00 P.M.

Air-cooled vs. Water-cooled Chillers



The latest air-cooled chiller systems offer lower total cost of ownership with improved efficiency, reduced maintenance, and markedly less water consumption than variable speed water-cooled chiller systems. From a comprehensive view, today's generation of air-cooled chillers are presenting an undeniable alternative and strong overall value in the 300 to 1,000-ton range, where larger water-cooled systems once reigned.

1:30 P.M.

DexArmor: The Future of Floor Maintenance

Chemical stripping, waxing, burnishing, buffing, wash and repeat. Does this slow sluggish cycle of floor maintenance sound familiar to you? Want to save time and money? With DexArmor's UV (ultra-violet) technology, one coat lasts much longer than traditional wax solutions and achieves a sleek look, but without the slip. Saving money for your budget and time for your employees. Break the sluggish cycle and learn how to maintain your floors at the speed of light.

2:00 P.M.

Got Risk? View, Track & Manage All of Your Fire & Life Safety Inspection Reports With Ease



VFS Fire & Security Services is a full-service fire and life safety company. Our inspection program called LiNC brings together State-of-the-Art technology and first-rate customer service. We will show you how LiNC keeps it SIMPLE and make it effortless for our clients to manage all their inspection reports whether they have a single facility, or an entire portfolio of properties nationwide. View, Track and Manage all your facilities' inspection reports in seconds!

2:30 P.M.

Mobile Building Management Systems



BMS consolidates building automation systems such as safety, security, electrical distribution, HVAC and lighting. Historical approaches for mobility solutions to monitor, diagnose, maintain and control facilities are being revolutionized by advances in contextual mobility. The PcVue Mobility Infrastructure enables facilities operations and maintenance workers to automatically receive contextual information and controls to their mobile device based on their role and physical location without requiring specialized hardware.

3:00 P.M.

Understanding Floor Joint Repairs: The Key to Saving Money and a Safe Environment in your Facility



Industrial Caulk and Seal is the premier authority on the East Coast regarding repairs and restoration on industrial and commercial concrete floor slabs. This session has been specifically designed to educate owners and facility managers on damaged floor joints including root or underlying causes, and should serve as a comprehensive guide to reliable repairs in an effort to eliminate wheel damage and lost product and insure a safe, productive work environment.

Wednesday, March 8

11:30 A.M.

Securely Managing Your Facility's Assets from Floor to Fleet



Facilities management is definitely NOT a one size fits all specialization. Each facility is unique and the challenges you face as a facility manager can vary widely. We will present insight into cloud capabilities and leading technology designed to streamline facilities asset management from the plant floor to the fleet of vehicles available with Infor CloudSuite Facilities Management.

12:00 P.M.

Implementing NFPA 70E 2015 for Arc Flash Safety



1. Learn how OSHA and NFPA 70E work together to protect employees.
2. Learn what an effective electrical safety program should include.
3. Learn how to ensure you have qualified employees.
4. Learn how to manage the changes with NFPA 70E.

This presentation will deliver a practical solution for how to implement NFPA 70E at your organization. Jay Smith will offer tips to accomplish your goals.

12:30 P.M.

Quick Payback: How Energy Incentives Can Reduce Your Simple Payback



Join us as we share how energy efficiency incentives have helped our commercial customers reduce their simple payback on equipment and system upgrades while increasing their bottom line. The presentation will include: Customer testimonials, estimating project cost savings, energy savings, maintenance savings and the cost of doing nothing, and questions and answers

1:00 P.M.

Maintenance Management Software and the Internet of Things



Join us as we discuss the past, present and future of Maintenance Management Software. We will demonstrate how SOMAX uses the Internet of Things to capture real-time actionable information from your facilities and integrates that information into your Maintenance Management Software. By consuming this data into your maintenance management software, you can continuously monitor your assets and equipment, eliminate unnecessary PM inspections, and create actionable information that is delivered instantly to technicians via mobile devices.

1:30 P.M.

Interactive Dashboards to Manage Facilities Information



A Unit of ARC Document Solutions

Plan sheets, warranties, O&M manuals, maintenance logs, equipment lists, inspection reports, emergency procedures, as-builts: Do you know where each of these documents is located? Could you find them within 10 seconds? Learn how organizing your critical facilities documents into an effective active archive will boost efficiency and team productivity by creating a single-source for your facilities documents accessible from any device wherever you are at any time.

2:00 P.M.

Solutions for Safer Roads and Walkways during Winter from Cargill Deicing Technology



Come and hear about SafeLane® surface overlay's anti-icing properties, where you get safer pedestrian walkways during hazardous winter conditions as well as long-lasting surfaces that help protect infrastructure from damaging chemical corrosion. Safety and winter maintenance also impacts your parking lots and roadways. WinterPave® asphalt anti-freeze provides a proactive solution just for that concern as an anti-icing asphalt additive that disrupts adherence of hard pack and ice to the asphalt at low temperature conditions.

Thursday, March 9

11:30 A.M.

Roofing 101 with DDP Roofing Services, Inc.



Introduction to commercial roofing with a focus on who we are (DDP Company History), what we do (Repair, Replace and Maintain) and why it is you should choose DDP over the other qualified roofers out there. Our corporate vision is to operate as the premier roofing service provider in the Eastern U.S and to provide and maintain our high standards of customer satisfaction.

12:00 P.M.

Eliminate Drain Stink-Bugs and Trap Primers



SureSeal is a proven trap seal device that blocks drain stink and bugs from entering the building through the floor drain without using water.

1:00 P.M.

Condition Based Maintenance Solutions



Whether you're looking to establish preventive or condition-based practices or simply maximize uptime, you can now do it with an easy to use, wireless system. The Fluke Connect® system offers a full solution from Bluetooth-enabled test tools to portable condition monitoring that sends data to a user-friendly software interface. You can view equipment data and make informed decisions from anywhere, anytime. Attendees who want to improve operational health will find value in this talk.

SESSIONS AT-A-GLANCE • NFMT DIRECTORY 2017

Sessions At-A-Glance

Tuesday, March 7

8:00 a.m. – 8:50 a.m.

Room	Course	Session Title
316	TG.16	Balancing Act: How to Hold Steady in a Fast-Paced FM World

9:00 a.m. – 9:50 a.m.

Room	Course	Session Title
318	T1.18	Business Resilience... They Cannot Do This Without You!
321	T1.21	9 Mistakes FM Professionals Make
324	T1.24	Lighting as a Service: A New Model for Energy Efficiency
327	T1.27	Evolving to Net Zero
330	T1.30	Designing and Detailing Air Barrier Connections at Windows, Curtain Walls, and Storefronts
337	T1.37	Reliability vs. Innovation: Introducing Emerging Technologies
339	T1.39	The Next FM Hurdle; Managing Effects of Climate Change
341	T1.41	Data, Data Everywhere
345	T1.45	Construction Data: Today, Tomorrow & Beyond
347	T1.47	Improving FM Performance with Data
349	T1.49	Surviving the OSHA Audit - For Facility Professionals

10:00 a.m. – 10:50 a.m.

Room	Course	Session Title
318	T2.18	The ROI of Technology in the Workforce
321	T2.21	New International Standards for the Facility Management Industry
324	T2.24	5 Low-Cost Ways to Improve Lighting Efficiency
327	T2.27	Improving Energy Efficiency in the City of D.C.: A Smart City Case Study
330	T2.30	Building Envelope Basics - Preventing and Treating Exterior Distress
331	T2.31	Understanding the New FASB Lease Standard: the Impact on Real Estate and FM Operations
337	T2.37	Justify your Energy Efficiency Projects - Energy Savings, Incentives and Tax
339	T2.39	Design Considerations for Climate Change
341	T2.41	How to Align with Corporate Strategies Through Data Transparency
343	T2.43	Applying Energy Recovery Strategies to Large HVAC Systems With High-Percentage Outside Air
345	T2.45	Integrated Digital Turnover: Successfully Collecting FM Data Throughout Construction
347	T2.47	The Facility Manager of Tomorrow: How Mobility & IoT are Transforming the Industry
349	T2.49	How Do You Build a Strong Workplace Safety and Health Program?

11:00 a.m. – 11:50 a.m.

Room	Course	Session Title
318	T3.18	Energy Management Strategies and Opportunities
321	T3.21	Change Management Within Facilities Management
324	T3.24	A Simple Guide to Solid-State Lighting Standards
327	T3.27	Your Building's Energy Bill Increases 5 Percent Per Year. What Can You Do About It?
330	T3.30	Designing for Maintainability: What FM Professionals Should Expect from the Design Team
337	T3.37	Taking Control of Energy Costs through Comprehensive BAS Retrocommissioning
339	T3.39	Overlooked, Environmental Issues That Plague Facility Managers
341	T3.41	No More Gut Decisions: Business Analytics Made Easy
343	T3.43	Legionella Awareness Overview
345	T3.45	Leveraging a CMMS to Drive Business Decisions
347	T3.47	How to Develop a Business Case and Roadmap to Building Intelligence
349	T3.49	In Emergency Response, Great Plans Are a Smart Thing; Training Is Everything!

Noon – 4:00 p.m. Expo Hall Open

QuickFire Sessions in Booth #1630:

12:30 p.m.	Pure Air: Steam Coil Cleaning: The Hot New Thing
1:00 p.m.	Daikin: Air-cooled vs. Water-cooled Chillers
1:30 p.m.	Dexerials America Corporation: DexArmor: The Future of Floor Maintenance
2:00 p.m.	VFS: Got Risk? View, Track & Manage All of Your Fire & Life Safety Inspection Reports With Ease
2:30 p.m.	PCVue: Mobile Building Management Systems
3:00 p.m.	Industrial Caulk: Understanding Floor Joint Repairs: The Key to Saving Money and a Safe Environment in your Facility
3:45 p.m.	\$1,000 Cash Drawing – Booth #1100 Sponsored by



New Pig



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4:00 p.m.
- 5:00 p.m.

Networking Party - Pratt Street Lobby

Sponsored by



Wednesday, March 8

8:00 a.m. – 8:50 a.m.

Room	Course	Session Title
314	WA.16	Learning Lab: Reviewing Your ADA Plan
316	WB.16	Learning Lab: How to Document Your Team's Success

8:00 a.m. – 9:50 a.m.

321	WC.21	Learning Lab: Hard-Hats and High Heels
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9:00 a.m. – 9:50 a.m.

Room	Course	Session Title
318	W1.18	Strategies for Reducing Building Defects and Failures
324	W1.24	VOCs in Architectural Coatings: A Regulatory Approach Toward Sustainability
327	W1.27	Using Data to Drive Decisions: Key Performance Indicators
330	W1.30	Improving Healthcare Infrastructure: Best Practices
331	W1.31	Mission Critical Facility Trends
337	W1.37	Federal Building Personnel Training Act (FBPTA) 2016 Updates
339	W1.39	Innovative Workplaces and WELL Certification
341	W1.41	Facility Management Advantages of Total Cost of Ownership
343	W1.43	How Do You Know It's Time to Reroof?
345	W1.45	Protect, Detect, Respond
349	W1.49	NFPA 70E's Training Requirements for working On/Near Electrical Hazards

10:00 a.m. – 10:50 a.m.

Room	Course	Session Title
318	W2.18	The Smithsonian Institution's Facility-wide Reliability Maintenance Philosophy
321	W2.21	The FM Compass: Roadmap to Leadership
324	W2.24	How to Get Value from Facility Benchmarking
327	W2.27	The Art of Implementing and Facilitating a Sustainable Energy Management Program and Process
330	W2.30	Stormwater Planning for Health and Resilience at MedStar Harbor Hospital
331	W2.31	The Importance of Exceeding Minimum Grounding and Bonding in Mission-Critical Facilities
337	W2.37	Community Resilience: Preventative Care For Buildings & Infrastructure
339	W2.39	What LEED v4 Commissioning Means To You
341	W2.41	Building Maintenance and Operations (BMO) Strategic Sourcing Solution
343	W2.43	Slate Roof Inspection and Evaluation
345	W2.45	Leveraging Electronic Counter Measures in Active Shooter Incidents
347	W2.47	What Facility Managers Needs to Understand about "The Internet of Things."

349	W2.49	NFPA 80 2013 for Swinging Fire Doors and Delayed Egress Devices, where they can and cannot be used.
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11:00 a.m. – 3:00 p.m. Expo Hall Open

QuickFire Session in Booth #1630

11:30 a.m. Infor: Securely Managing Your Facility's Assets from Floor to Fleet

12:00 p.m. Lewellyn Technology: Implementing NFPA 70E 2015 for Arc Flash Safety

12:30 p.m. PepcoDelmarva: Quick Payback: How Energy Incentives Can Reduce Your Simple Payback

1:00 p.m. Somax: Maintenance Management Software and the Internet of Things

1:30 p.m. ARC Document Solutions: Interactive Dashboards to Manage Facilities Information

2:00 p.m. Cargill: Solutions for Safer Roads and Walkways during Winter from Cargill Deicing Technology

2:45 p.m. \$1,000 Cash Drawing – Booth #1100

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3:10 p.m. – 4:00 p.m.

Room	Course	Session Title
318	W3.18	A Preventive Maintenance Facility Management Strategy
321	W3.21	The Quiet Revolution in FM!
324	W3.24	Technology Trends & Their Impact on Commercial Buildings
330	W3.30	ADA Review for Healthcare Facilities
331	W3.31	Next Generation Analytics for Continuous Commissioning and Predictive Monitoring
337	W3.37	Advance Your Career and Improve Building Performance: Building Momentum with the FBPTA Tools
339	W3.39	Solar Photovoltaics – Comprehensive Implementation for your Facility
341	W3.41	Elevator 101: Construction, Service and Modernization
343	W3.43	Reflective Roof Coatings: Cool Stories
345	W3.45	The Convergence of Physical and Digital Security
347	W3.47	Leveraging IoT to Improve Customer Experience and Business Outcome for FM Companies
349	W3.49	Fire Alarm System Basics: Operation and Common Problems

4:10 p.m. – 5:00 p.m.

Room	Course	Session Title
321	W4.21	Collaborate! How FMs Can Leverage Industry Connections to Deliver Innovation in Their Organization
324	W4.24	Maintenance and Troubleshooting of LED Lighting
331	W4.31	Inspections: Smarter Processes, Stronger Impact on Asset Costs

SESSIONS AT-A-GLANCE • NFMT DIRECTORY 2017

339	W4.39	Energy Management: the Human in the Loop Process Control Optimization
341	W4.41	Elevator 201: Existing Elevators
343	W4.43	Moisture in Concrete: Understanding and Addressing It for Roofing and Flooring Applications
345	W4.45	Developing an Effective Scope of Work for Operations & Maintenance Contracts
347	W4.47	Retrofitting with RTUs and Cellular IoT
349	W4.49	A Look Inside Fire Sprinkler Maintenance Programs

4:10 p.m. – 6:30 p.m. **Women in Facilities Management**
– Room 316

5:15 p.m. – 6:30 p.m. **Solutions Exchange Networking Event**
– Pratt Street Lobby

7:00 p.m. – 9:00 p.m. **Young Professional Happy Hour**
– Pratt Street Ale House

Thursday March 9

8:00 a.m. – 8:50 a.m.

Room	Course	Session Title
316	RG.16	The Next Generation of Smart Cities and Facilities Management

9:00 a.m. – 9:50 a.m.

Room	Course	Session Title
318	R1.18	Here Are the Keys to the Facilities...Now What?
321	R1.21	The 5 Step Process for Getting Your Facility Budgets Approved
324	R1.24	Thermal Imaging for Predictive Maintenance and Repair
327	R1.27	The Benefits of the Building Enclosure Commissioning Process
330	R1.30	Double Digit Energy Reduction, a Harvard Medical School Case Study
337	R1.37	Capital Planning at the Capitol Complex: Developing a Leading Facility Condition Assessment Program
339	R1.39	The Greening of Sport Facilities: Lessons Learned
341	R1.41	Security and Sustainability Synergies and Conflicts Examined in the Whole Building Design Guide
343	R1.43	Changes in the 2017 National Electric Code
345	R1.45	Importance of Proper Building O&M and Operator Training
347	R1.47	BIM and Facility Management: Finally Starting the Conversation

10:00 a.m. – 10:50 a.m.

Room	Course	Session Title
318	R2.18	Pay Now or Pay Later
321	R2.21	Business Intelligence for Improved Capital Planning

324	R2.24	Moving O&M Costs Off Balance Sheets, While Increasing Value
327	R2.27	LED, Technology Update and Future Potential
330	R2.30	NFPA 45: Flammable Liquids and Other Hazardous Materials in Laboratories
339	R2.39	Using Efficiency to Afford Improved Indoor Environmental Quality
341	R2.41	Managing the Collaborative Workplace
343	R2.43	Everything a FM Needs to Know About Snow & Ice Management
345	R2.45	Unmanned Aircraft Systems (UAS) - Drones, the Good, the Bad, the Ugly
347	R2.47	Implementing BIM for Owners
349	R2.49	Pre-emergency Flood Preparedness Planning

11:00 a.m. – 2:00 P.M. Expo Hall Open

QuickFire Sessions in Booth # 1630

11:30 a.m.	DDP Roofing Services: Roofing 101 with DDP Roofing Services, Inc.
12:00 p.m.	RectorSeal: Eliminate Drain Stink-Bugs and Trap Primers
1:00 p.m.	Fluke eMaint: Condition Based Maintenance Solutions
1:45 p.m.	\$1,000 Cash Drawing – booth #1100 Sponsored by



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POLARIS

2:10 p.m. – 3:00 p.m.

Room	Course	Session Title
337	R3.37	Essential FM Technologies
339	R3.39	Big Data Analysis: Mining & Analyzing Utility Data into Actionable Insights
341	R3.41	4 Steps Towards a Sustainable Building Operation that Requires No Tech or Costs to Implement
343	R3.43	Information Flow to Front-Line Employees: Where the Rubber Meets the Road
345	R3.45	PACE – A Groundbreaking Method of Financing Building Improvement & Energy Efficiency Projects
347	R3.47	Getting the Right Data Out of Your BIM Deliverables
349	R3.49	Using Building Design to Reduce the Effects of Terrorist Attack

3:10 p.m. – 4:00 p.m.

Room	Course	Session Title
337	R4.37	Providing Drain Cleaning In-house: Key Considerations
339	R4.39	Air Filtration - An Energy Conservation Measure
341	R4.41	Using the IIoT to Improve Maintenance Operations
343	R4.43	How to Write Effective Standard Operating Procedures
345	R4.45	Hottest Trends in CMMS



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Tracks At-A-Glance

ENERGY

Room	Course	Session Title
345	R3.45	PACE – A Groundbreaking Method of Financing Building Improvement & Energy Efficiency Projects
324	T1.24	Lighting as a Service: A New Model for Energy Efficiency
337	T2.37	Justify your Energy Efficiency Projects - Energy Savings, Incentives and Tax
343	T2.43	Applying Energy Recovery Strategies to Large HVAC Systems With High-Percentage Outside Air
318	T3.18	Energy Management Strategies and Opportunities
327	T3.27	Your Building's Energy Bill Increases 5 Percent Per Year. What Can You Do About It?
330	T3.30	Designing for Maintainability: What FM Professionals Should Expect from the Design Team
339	W4.39	Energy Management: the Human in the Loop Process Control Optimization
327	R1.27	The Benefits of the Building Enclosure Commissioning Process
327	R2.27	LED, Technology Update and Future Potential

HEALTHCARE FACILITIES TODAY

Room Course Session Title



330	W1.30	Improving Healthcare Infrastructure: Best Practices
330	W2.30	Stormwater Planning for Health and Resilience at MedStar Harbor Hospital
330	W3.30	ADA Review for Healthcare Facilities
330	R1.30	Double Digit Energy Reduction, a Harvard Medical School Case Study
330	R2.30	NFPA 45: Flammable Liquids and Other Hazardous Materials in Laboratories

INTERNET OF THINGS

Room	Course	Session Title
347	T2.47	The Facility Manager of Tomorrow: How Mobility & IoT are Transforming the Industry
347	T3.47	How to Develop a Business Case and Roadmap to Building Intelligence
347	W2.47	What Facility Managers Needs to Understand about "The Internet of Things."
331	W3.31	Next Generation Analytics for Continuous Commissioning and Predictive Monitoring
347	W3.47	Leveraging IoT to Improve Customer Experience and Business Outcome for FM Companies
347	W4.47	Retrofitting with RTUs and Cellular IoT
341	R4.41	Using the IIoT to Improve Maintenance Operations

LEADERSHIP AND CAREER ADVANCEMENT

Room	Course	Session Title
321	T1.21	9 Mistakes FM Professionals Make
321	T2.21	New International Standards for the Facility Management Industry
331	T2.31	Understanding the New FASB Lease Standard: the Impact on Real Estate and FM Operations
321	T3.21	Change Management Within Facilities Management
316	TG.16	Balancing Act: How to Hold Steady in a Fast-Paced FM World
321	W2.21	The FM Compass: Roadmap to Leadership
321	W3.21	The Quiet Revolution in FM!
316	W4.16	Women in Facilities Management 2017
321	W4.21	Collaborate! How FMs Can Leverage Industry Connections to Deliver Innovation in Their Organization
316	WB.16	Learning Lab: How to Document Your Team's Success
321	WC.21	Learning Lab: Hard-Hats and High Heels
343	R3.43	Information Flow to Front-Line Employees: Where the Rubber Meets the Road

MAINTENANCE AND OPERATIONS

Room	Course	Session Title
330	T1.30	Designing and Detailing Air Barrier Connections at Windows, Curtain Walls, and Storefronts
337	T1.37	Reliability vs. Innovation: Introducing Emerging Technologies
345	T1.45	Construction Data: Today, Tomorrow & Beyond
324	T2.24	5 Low-Cost Ways to Improve Lighting Efficiency
330	T2.30	Building Envelope Basics - Preventing and Treating Exterior Distress
337	T3.37	Taking Control of Energy Costs through Comprehensive BAS Retrocommissioning
343	T3.43	Legionella Awareness Overview
345	T3.45	Leveraging a CMMS to Drive Business Decisions
318	W1.18	Strategies for Reducing Building Defects and Failures
327	W1.27	Using Data to Drive Decisions: Key Performance Indicators
343	W1.43	How Do You Know It's Time to Reroof?
318	W2.18	The Smithsonian Institution's Facility-wide Reliability Maintenance Philosophy
324	W2.24	How to Get Value from Facility Benchmarking
331	W2.31	The Importance of Exceeding Minimum Grounding and Bonding in Mission-Critical Facilities
341	W2.41	Building Maintenance and Operations (BMO) Strategic Sourcing Solution
343	W2.43	Slate Roof Inspection and Evaluation
318	W3.18	A Preventive Maintenance Facility Management Strategy
341	W3.41	Elevator 101: Construction, Service and Modernization
343	W3.43	Reflective Roof Coatings: Cool Stories
324	W4.24	Maintenance and Troubleshooting of LED Lighting
341	W4.41	Elevator 201: Existing Elevators
318	W4.45	Developing an Effective Scope of Work for Operations & Maintenance Contracts
318	R1.18	Here Are the Keys to the Facilities...Now What?

321	R1.21	The 5 Step Process for Getting Your Facility Budgets Approved
324	R1.24	Thermal Imaging for Predictive Maintenance and Repair
343	R1.43	Changes in the 2017 National Electric Code
345	R1.45	Importance of Proper Building O&M and Operator Training
318	R2.18	Pay Now or Pay Later
324	R2.24	Moving O&M Costs Off Balance Sheets, While Increasing Value
343	R2.43	Everything a FM Needs to Know About Snow & Ice Management
345	R2.45	Unmanned Aircraft Systems (UAS) - Drones, the Good, the Bad, the Ugly
337	R4.37	Providing Drain Cleaning In-house: Key Considerations
343	R4.43	How to Write Effective Standard Operating Procedures
345	R4.45	Hottest Trends in CMMS

PUBLIC SECTOR TRENDS

Room	Course	Session Title
327	T2.27	Improving Energy Efficiency in the City of D.C.: A Smart City Case Study
337	W1.37	Federal Building Personnel Training Act (FBPTA) 2016 Updates
318	W2.18	The Smithsonian Institution's Facility-wide Reliability Maintenance Philosophy
337	W2.37	Community Resilience: Preventative Care For Buildings & Infrastructure
337	W3.37	Advance Your Career and Improve Building Performance: Building Momentum with the FBPTA Tools
337	R1.37	Capital Planning at the Capitol Complex: Developing a Leading Facility Condition Assessment Program

SAFETY AND SECURITY

Room	Course	Session Title
318	T1.18	Business Resilience... They Cannot Do This Without You!
349	T1.49	Surviving the OSHA Audit - For Facility Professionals
349	T2.49	How Do You Build a Strong Workplace Safety and Health Program?
349	T3.49	In Emergency Response, Great Plans Are a Smart Thing; Training Is Everything!
345	W1.45	Protect, Detect, Respond
349	W1.49	NFPA 70E's Training Requirements for working On/Near Electrical Hazards
345	W2.45	Leveraging Electronic Counter Measures in Active Shooter Incidents
349	W2.49	NFPA 80 2013 for Swinging Fire Doors and Delayed Egress Devices, where they can and cannot be used.
330	W3.30	ADA Review for Healthcare Facilities
345	W3.45	The Convergence of Physical and Digital Security
349	W3.49	Fire Alarm System Basics: Operation and Common Problems
349	W4.49	A Look Inside Fire Sprinkler Maintenance Programs
314	WA.16	Learning Lab: Reviewing Your ADA Plan
341	R1.41	Security and Sustainability Synergies and Conflicts Examined in the Whole Building Design Guide
345	R2.45	Unmanned Aircraft Systems (UAS) - Drones, the Good, the Bad, the Ugly
349	R2.49	Pre-emergency Flood Preparedness Planning
349	R3.49	Using Building Design to Reduce the Effects of Terrorist Attack

SUSTAINABILITY

Room	Course	Session Title
341	PC3	Understanding the Four E's of sustainable operations: Explore, Engage, Execute, Enjoy
327	T1.27	Evolving to Net Zero
339	T1.39	The Next FM Hurdle; Managing Effects of Climate Change
337	T2.37	Justify your Energy Efficiency Projects - Energy Savings, Incentives and Tax
337	T2.37	Justify your Energy Efficiency Projects - Energy Savings, Incentives and Tax
339	T2.39	Design Considerations for Climate Change
339	T3.39	Overlooked, Environmental Issues That Plague Facility Managers
324	W1.24	VOCs in Architectural Coatings: A Regulatory Approach Toward Sustainability
339	W1.39	Innovative Workplaces and WELL Certification
341	W1.41	Facility Management Advantages of Total Cost of Ownership (TCO)
327	W2.27	The Art of Implementing and Facilitating a Sustainable Energy Management Program and Process
339	W2.39	What LEED v4 Commissioning Means To You
339	W3.39	Solar Photovoltaics - Comprehensive Implementation for your Facility
339	R1.39	The Greening of Sport Facilities: Lessons Learned
341	R1.41	Security and Sustainability Synergies and Conflicts Examined in the Whole Building Design Guide
339	R2.39	Using Efficiency to Afford Improved Indoor Environmental Quality
341	R3.41	4 Steps Towards a Sustainable Building Operation that Requires No Tech or Costs to Implement
339	R4.39	Air Filtration - An Energy Conservation Measure

TECHNOLOGY

Room	Course	Session Title
341	T1.41	Data, Data Everywhere
347	T1.47	Improving FM Performance with Data
318	T2.18	The ROI of Technology in the Workforce
341	T2.41	How to Align with Corporate Strategies Through Data Transparency
324	T3.24	A Simple Guide to Solid-State Lighting Standards
341	T3.41	No More Gut Decisions: Business Analytics Made Easy
331	W1.31	Mission Critical Facility Trends
324	W3.24	Technology Trends & Their Impact on Commercial Buildings
331	W4.31	Inspections: Smarter Processes, Stronger Impact on Asset Costs
343	W4.43	Moisture in Concrete: Understanding and Addressing It for Roofing and Flooring Applications
347	R1.47	BIM and Facility Management: Finally Starting the Conversation
321	R2.21	Business Intelligence for Improved Capital Planning
341	R2.41	Managing the Collaborative Workplace
347	R2.47	Implementing BIM for Owners
337	R3.37	Essential FM Technologies
339	R3.39	Big Data Analysis: Mining & Analyzing Utility Data into Actionable Insights
347	R3.47	Getting the Right Data Out of Your BIM Deliverables
316	RG.16	The Next Generation of Smart Cities and Facilities Management

Attendee Resources

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You are invited to the Tuesday Opening Session...

Balancing Act: How to Hold Steady in a Fast-Paced FM World

TUESDAY, MARCH 7 • 8:00 – 8:50 AM

Leadership and Career Advancement
TG.16 • Room: 316

Presented by:



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

Facility management is not a cookie cutter profession; roles and responsibilities can vary greatly and change often—sometimes even daily. From ensuring code compliance to controlling energy costs to integrating new technologies to overseeing construction project to managing staff levels and workloads, the need to maintain balance and prioritize demands accordingly is never ending—and the need to highlight the facility function's value has never been greater. Hear from NFMT's most respected speakers in a session geared toward helping you understand how to keep your buildings, your time and your career in alignment while demonstrating the many high-value aspects a facility brings to an organization. Learn how to strike the right balance to move you and your facility ahead.



*Stormy Friday, MPA,
Hon. FMA,
IFMA Fellow
President
The Friday Group*

LEARNING OBJECTIVES:

1. Review how technologies, codes and economic trends are impacting the FM role
2. Analyze the facility's asset potential to an organization
3. Understand the implications of overloading the FM function
4. Learn strategies for balancing key FM responsibilities and timelines

AUDIENCE: BEGINNER CEU: 0.1



*John DeBenedictis
Canadian Facilities
Director, Enterprise Real
Estate
TD Bank Group*

“Savvy leaders know that trying to squeeze too much into a limited time period often backfires. An astute leader commits to doing fewer things well, knowing that the team may meet or exceed expectations.”

— Stormy Friday

Conference Sessions: Tuesday

9:00 A.M.

Safety and Security

T1.18 • Room: 318

Business Resilience.... They Cannot Do This Without You!

Presenter(s): Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, Facility Engineering Associates

Teena Shouse, CFM, IFMA Fellow, Principal, FM Transitions

Most organizations have emergency preparedness plans, but what happens after the initial incident? What about the continuance of business and enabling the company to be productive? This session will explore the five most important questions to ask in evaluating your business resilience plan. After this lively interactive presentation, your take away will be ideas and steps to strengthen your existing resilience program or to enable you to work collectively within your organization to protect your most valuable asset (your people) and give your operations a way to recover more quickly in the event of what could be a crippling incident.

LEARNING OBJECTIVES:

1. Understand the role of the facility manager in business resilience and the importance of connecting all parties involved
2. Gain the ability to assess your current resiliency status and identify the five key elements in developing your own plan
3. Develop insight into how to justify resilience strategies financially
4. Identify the importance of vendor relationships in enabling a strong resilience program

AUDIENCE: INTERMEDIATE

CEU: 0.1

Leadership and Career Advancement

T1.21 • Room: 321

9 Mistakes FM Professionals Make

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

Doug Kincaid, P.E., President and General Manager, Applied Management Engineering

Facility portfolios are very diverse as are the missions they support. This challenge makes the role of the FM professional extremely difficult. To complicate things, there are mistakes FM professionals make on a consistent basis that could be avoided through an understanding of why they happen and a focused plan to avoid them. These mistakes are common across business type, size and complexity of various portfolios. This session highlights the common pitfalls and provides a framework for FM professionals to evaluate and address these areas before they become full-blown mistakes.

LEARNING OBJECTIVES:

1. Identify the 9 common mistakes FM professionals make
2. Provide examples of how these mistakes can impact their success
3. Understand how FM professionals can keep focus in these areas while accomplishing the daily challenges
4. Identify how to continually measure your success or challenges in these areas

AUDIENCE: BEGINNER

CEU: 0.1

Energy

T1.24 • Room: 324

Lighting as a Service: A New Model for Energy Efficiency

Presenter(s): Bill Brunette, VP Sales and Marketing, Eco Engineering

Traditionally, facilities managers have looked to energy efficient lighting upgrades as a means to reduce operating costs, lower maintenance expenses and support enterprise-wide "green" initiatives. These upgrades typically require a capital investment by the facility owner/operator. Although paybacks are attractive, competition for the capital investment among all other facility priorities is often a roadblock. In this presentation we will examine the Lighting as a Service (LaaS) model as an alternative funding approach and its potential to accelerate the achievement of energy efficiency objectives.

LEARNING OBJECTIVES:

1. Understand the Lighting-as-a-Service (LaaS) concept and how it could help FMs reduce energy expenses without a capital investment
2. Discover the elements of a LaaS service model and how it emulates the outsourcing model used for many other business functions
3. Learn how LaaS can support the Internet of Things revolution
4. Compare the pros and cons of deploying energy efficient lighting upgrades as a comprehensive program vs. the traditional project-by-project approach

AUDIENCE: INTERMEDIATE

CEU: 0.1

Sustainability

T1.27 • Room: 327

Evolving to Net Zero

Presenter(s): Richard Walsh, Program Lead, Clean Energy Solutions, WGL Energy

Sustainability reporting has grown dramatically with 81% of Fortune 500 companies participating in 2015. The number of participating companies increases each year. Sustainability reporting helps companies achieve increased transparency about how their organization impacts the environment, society, and economy.

A key feature of successful sustainability reporting is measuring your organization's environmental impact as well as developing an effective plan for how to reduce it, and your energy consumption is one of the major contributors. Setting a goal of net zero is achievable for any organization. There are several ways to reach net zero GHG emissions, many of which can help improve your bottom line, while simultaneously decreasing your carbon footprint.

LEARNING OBJECTIVES:

1. Give an overview of sustainability reporting and benefits
2. Set-up steps to implement sustainability reporting
3. Understand the net zero GHG emissions
4. Review energy solutions to achieve net-zero GHG emissions

AUDIENCE: BEGINNER

CEU: 0.1

Maintenance and Operations

T1.30 • Room: 330

Designing and Detailing Air Barrier Connections at Windows, Curtain Walls, and Storefronts

Presenter(s): Steve Bohlen, P.E., RRC, BECxp, ABAA, Associate, Gale Associates, Inc.

Derek Ziese, P.E., Project Engineer, Gale Associates, Inc.

The Air Barrier (AB) requirements mandated by the 2012 International Building Code (IB) have brought about significant changes to detailing at fenestrations. Currently, insulated glass (IG) assemblies are designed based on building design and owner requirements. The corresponding AB transition details are often developed using the basis of design and manufacturer's suggested detailing. The overall connectivity of the AB at fenestrations must be considered in the design phase as product compatibility and functional constructability of the transitions may dictate different fenestration configurations or air barrier materials.

LEARNING OBJECTIVES:

1. Understand typical fenestration and transitional detailing concerns to include preferred transition details
2. Learn about the most common materials utilized in providing AB connectivity at fenestrations and transitions
3. Understand the difference in detailing conventional windows and those with integral (new construction) flanges
4. Understand wall and sill flashing basics

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

T1.37 • Room: 337

Reliability vs. Innovation: Introducing Emerging Technologies

Presenter(s): Joseph Mihalick, LEED GA, SLCR, MCR, CFM, Director of Operations, C&W Services

Raymond Doyle, Principal, Director of Engineering, WB Engineers + Consultants

Introducing new equipment or technology can reduce cost and improve performance, and often has added cache of innovation. But being an early adopter also has risks when the technology is not fully proven to perform, particularly for mission critical facilities. This session explores how to achieve the benefits of innovation by undertaking additional groundwork to decide if the application is right for you. Investing in rigorous due diligence will help ensure your technology innovations yield years of trouble-free service. Before you embrace the big "I" – Innovation – consider three additional "i's" as a litmus test for evaluating and mitigating risk.

LEARNING OBJECTIVES:

1. Review a case study of a VRF installation with tangible lessons learned, and ways to avoid similar pitfalls
2. Learn methods to fully investigate proposed technology's performance elsewhere
3. Learn methods to safeguard systems and performance during installation of new technologies
4. Understand options for test models that help insure success

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability

T1.39 • Room: 339

The Next FM Hurdle; Managing Effects of Climate Change

Presenter(s): Peter Stroup, P.E., Director of Facilities, Harvard Medical School

Rising sea levels, intensified hurricanes, drought and heat waves are on the increase. No, it's not scientific debate, but fact based conclusions already impacting us. Now, the role of the FM is to anticipate and plan means to mitigate business interruption and facility integrity. This session will review recent trends, experts forecast, and actions already underway in major cities across the US. With an understanding of the issues, the FM will acquire the knowledge to further explore the threats to their assets and outline mitigating actions for consideration.

LEARNING OBJECTIVES:

1. Review facts of how our climate has changed
2. Analyze actions that U.S. government agencies, state and cities have undertaken
3. Describe the areas that facility managers should be most concerned with
4. Discuss some mitigating actions that facility managers should be considering now

AUDIENCE: BEGINNER CEU: 0.1

Technology

T1.41 • Room: 341

Data, Data Everywhere

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

Today, maintenance organizations have access to an incredible amount of information, but the costs associated with data acquisition compared to the resulting benefits can be lopsided. This presentation will focus on strategies to collect minimal data leading to key performance indicators, which can have a significant impact on the maintenance business.

LEARNING OBJECTIVES:

1. Differentiate data needs versus wants
2. Discuss strategies for data acquisition
3. Identify desired outcomes
4. Demonstrate how to use results to improve performance

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

T1.45 • Room: 345

Construction Data: Today, Tomorrow & Beyond

Presenter(s): Tim Duggan, Director of Cost Analytics, Gordian

This session will discuss current and cutting-edge uses of construction data. These uses include organizations applying data to choose when, where and what to build. The session will also explore how data can and will be used in the near-future, with trends and predictive data enabling organizations to make more precise, productive and profitable business decisions. Facility managers look to data to help evaluate construction, maintenance and operating costs throughout the facility's lifetime. This session will give facility managers insights into what they can do with current data, as well as conceive what is to come in the world of construction data.

LEARNING OBJECTIVES:

1. Learn what construction data is available today and how it can be used to benefit your work
2. Give examples of how some organizations use the construction data
3. Learn what data will soon be available and how to use it
4. Discuss your issues and difficulties and explore how data can be used to help solve these challenges in the future

AUDIENCE: INTERMEDIATE CEU: 0.1

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Technology

T1.47 • Room: 347**Improving FM Performance with Data**

Presenter(s): Brendan Robinson, PE, Director, Facilities and Operations, Corporate Real Estate, Under Armour
 Christopher Kopach, Assistant Vice President of the Facilities Management Department, The University of Arizona
Moderator: Edward Sullivan, Editor, Building Operating Management Magazine

This session will take an in-depth look at how two leading facility organizations are using big data to improve facility performance. At the University of Arizona, more than 10,000 utility meter data points are read every 30 seconds; the system has ability to display and analyze high-resolution trends, allowing the facility staff to recognize and diagnose anomalous readings. The data has enabled the university to achieve significant savings in water, sewer, and treatment chemical costs and in electrical demand charges. Under Armour is using an IWMS (Integrated Workforce Management System) SaaS platform to drive continuous improvement in facility performance (e.g., reduced hot and cold calls). The system is part of a larger strategy to motivate and enable facility staff to address the needs of their customers. The FMXcellence Awards honor facility departments that use best practices to add significant value to their organizations.

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security

T1.49 • Room: 349**Surviving the OSHA Audit - For Facility Professionals**

Presenter(s): David A. Casavant, CFM, LEED AP, Executive Director, The Sustainable Workplace Alliance

Last Year OSHA issued over 40,000 citations for safety violations in the workplace. In one example, a well-known company was fined over \$1 million for safety violations that resulted in an employee's death. The good news - many organizations have learned to comply with OSHA regulations and have avoided fines and citations when audited by OSHA. The best solution is to proactively prepare for the OSHA audit and the solutions in this presentation will do just that - and help you protect your organization's most valuable asset, its employees.

LEARNING OBJECTIVES:

1. Understand how to proactively prepare for an OSHA visit
2. List key items that OSHA will ask for during the opening conference
3. Learn how to effectively negotiate fine amounts down (and perhaps even get them removed)
4. Discuss exactly what to expect during each of the three phases of an OSHA visit

AUDIENCE: INTERMEDIATE CEU: 0.1

10:00 A.M.

Technology

T2.18 • Room: 318**The ROI of Technology in the Workforce**

Presenter(s): Larry Morgan, CFM, SFP, Head of Operational Excellence and Sustainability Initiatives for North and Latin America, SAP Global Facilities Management, Americas

Buildings are using more and more technology to 1. Increase the building efficiency, 2. Increase the overall experiences for the occupant. Do we truly understand what the return on investment has on the overall maintenance and operations for the building?

Join this session to gain a better understanding of the return on investment of technology in your facility.

LEARNING OBJECTIVES:

1. Understand how the increase in technology is affecting the building
2. Review why we are seeing an increase in technology being used for occupant satisfaction
3. Learn how to properly calculate the return on investment of this new technology

AUDIENCE: INTERMEDIATE CEU: 0.1

Leadership and Career Advancement

T2.21 • Room: 321**New International Standards for the Facility Management Industry**

Presenter(s): Joseph Drew, CFM, PMP, SFP, Facilities Project Manager, Connecticut General Assembly

In 2012, the International Organization for Standardization (ISO) formed Technical Committee 267 (TC 267) – Facility Management (FM) to develop International Standards for the FM Industry. TC 267 currently has 26 participating countries and 15 observing countries from around the world; the US participates through the American National Standards Institute (ANSI). Learn about the work of TC 267, the part ANSI is playing in developing these Standards, and why ISO standards are important for the future of FM.

LEARNING OBJECTIVES:

1. Understand the history of facility management standards development
2. Learn about the structure of ISO/TC 267 and how it works
3. Understand why International Standards are important to the future of the FM industry
4. Learn about newly published FM standards, standards under development, and future work planned by TC 267

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

T2.24 • Room: 324**5 Low-Cost Ways to Improve Lighting Efficiency**

Presenter(s): John Wilson, Energy Efficiency Program Manager, Pennsylvania College of Technology

We will look at five low cost ideas that will contribute to lower energy cost through proper application, operations, and maintenance of your lighting systems. During the presentation, we will share online tools and resources that can help staff in maintaining lighting systems. Topics covered will include scheduling, maintenance, occupancy sensors, and using light meters.

LEARNING OBJECTIVES:

1. Explain the benefits of lighting efficiency
2. Describe ways to improve lighting efficiency
3. How to measure light levels
4. Understand where to access tools and resources

AUDIENCE: BEGINNER CEU: 0.1

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Public Sector Trends

T2.27 • Room: 327**Improving Energy Efficiency in the City of D.C.: A Smart City Case Study**

Presenter(s): Steve Nguyen, VP of Product & Marketing, BuildingIQ

Energy efficiency has transformed from a topic of peripheral importance to a priority for government decision makers. The City of D.C., for example, pledged to cut gas emissions and energy consumption in half by 2032. To achieve these goals, the city is working to drive efficiency and improve performance in existing buildings. This presentation will detail how a cloud-based, intelligent energy management platform created an Internet of Things (IoT) solution for the city that has optimized heating and cooling functions, and achieved savings in public buildings, including hospitals, education facilities and commercial offices.

LEARNING OBJECTIVES:

1. Learn how predictive analytics can uncover opportunities for energy savings
2. Determine if your building is IoT-ready
3. See real-world energy savings results from the city of D.C.
4. Learn how cloud-based software can reduce upfront capital investments

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

T2.30 • Room: 330**Building Envelope Basics - Preventing and Treating Exterior Distress**

Presenter(s): Richard Kadlubowski, AIA, Senior Vice President / Director, Architecture, Hoffmann Architects, Inc. Christopher DeRosa, AIA, PE, Project Architect, Hoffmann Architects, Inc.

This presentation provides an overview of building envelope components and considers typical signs of distress and failure, both natural and man-made. With guidance for routine building envelope inspections, the program provides visual illustrations of common problems for various construction styles and types of materials. Sustainable design considerations and energy efficiency are discussed in the context of rehabilitation decision-making.

LEARNING OBJECTIVES:

1. Identify which elements are associated with the building envelope
2. Describe common symptoms and causes of distress and failure
3. Learn how to document envelope defects through routine inspections, so as to prioritize repairs, both for immediate stabilization and long-term rehabilitation
4. Review how to extend the life of building elements through proactive maintenance procedures that contribute to a stable building envelope

AUDIENCE: BEGINNER CEU: 0.1

Leadership and Career Advancement

T2.31 • Room: 331**Understanding the New FASB Lease Standard: the Impact on Real Estate and FM Operations**

Presenter(s): Paul Head, II, Senior Manager, Ernst & Young Construction & Real Estate Advisory Services Joe Fitzgerald, Financial Accounting Advisory Services, Ernst and Young

Organizations across industries and geographies are faced with the challenging task of analyzing their leasing arrangements/portfolios

to ensure they are ready to comply at the time of adoption. This applies to real estate, equipment and fleet leases, as well as services contracts which may contain embedded leases. Current accounting guidelines allow for a majority of leases to be accounted for "off balance sheet" and therefore companies have historically been less concerned with the rigor of the processes around leased assets. Under the new guidance there will be a much higher degree of reporting and thus scrutiny of lease information. What does this mean for you? Will you be ready? In order to determine what changes are necessary to apply the new standard, much of the upfront work will revolve around assessing the state of a company's current lease contracts, abstracting additional lease data and planning for ongoing management of this financial information. Join us for practical insights into how organizations can best prepare for Day 1 of the standard and leverage enabling technologies to ensure that the process is effectively managed for Day 2 and beyond.

LEARNING OBJECTIVES:

1. Review an overview of the ASC 842, Leases
2. Learn about the lease accounting journey
3. Comprehend next steps - transition to the new leases standard
4. Recap and questions

AUDIENCE: ADVANCED CEU: 0.1

Energy, Sustainability

T2.37 • Room: 337**Justify your Energy Efficiency Projects - Energy Savings, Incentives and Tax**

Presenter(s): Jacob Goldman, LEED AP, Vice President, 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

Sustainability

T2.39 • Room: 339**Design Considerations for Climate Change**

Presenter(s): Paul Totten, P.E., Vice President, WSP | Parsons Brinckerhoff

Amanda Stacy, Building Enclosures, WSP | Parsons Brinckerhoff
Our surrounding environment is always changing, but the impacts of climate change are becoming more noticeable. The speakers will discuss what portions of building enclosure design and layout of interior spaces may be most impacted by these changes. They will provide considerations for designers, property owners, and facility managers for enhanced roofing and waterproofing systems, components to improve fenestration performance, and work in

progress in the USA on addressing our impact and the impact our environment can have on us.

LEARNING OBJECTIVES:

1. Review how to better assess short term and long term building enclosure performance objectives related to climate change
2. Examine the impact on design decisions for fenestration, roofing, and waterproofing
3. Understand how to better coordinate HVAC system layout and enclosure design on new construction and impacts on existing infrastructure
4. Understand various strategies to future proof buildings and innovative design systems such as reactive exterior screens and solar chimneys

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

T2.41 • Room: 341

How to Align with Corporate Strategies Through Data Transparency

Presenter(s): Sean Hartnett, Vice President of Business Development & Sales Engagement, SMS Assist

Facilities management teams are tasked to efficiently execute their property management programs for a single location to thousands of sites, yet struggle to connect the top line question: Can organizations link and value the transparency of an efficient and effective FM program to the broader corporate strategy? Dive into this session to learn strategies for gaining transparency by creating a streamlined process that enables you to reduce costs and repairs in the future through objective analytics. We will walk through key deployment best practices and data reporting that will benchmark your FM program to your industry peers. Learn how a transparent solution eliminates the heavy lifting of data capture, and ultimately allows your business to run more objectively and efficiently!

LEARNING OBJECTIVES:

1. Understand the relationship between analytics and transparency
2. Interpret the different types of analytics (descriptive, diagnostic, predictive, prescriptive) comprising a transparent solution
3. Implement the benefits of prescriptive analytics and the tools required for an effective prescriptive program to reduce risk, decrease costs and increase efficiency
4. Leverage historical, descriptive and predictive FM data to gain operational and budget transparency and build departmental alignment with greater corporate strategy

AUDIENCE: ADVANCED CEU: 0.1

Energy

T2.43 • Room: 343

Applying Energy Recovery Strategies to Large HVAC Systems With High-Percentage Outside Air

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

A Case Study at Johns Hopkins School of Medicine: Renovating a central HVAC plant to increase energy performance can be an expensive, and sometimes risky proposition. This case study examines a successful project upgrading the forced-air system in an older high-rise: retrofitting energy recovery (enthalpy wheels) and changing from Constant to Variable Air Volume. Covering goal-setting, the design effort and evaluation of results, utility

rebates, construction process, system optimization, and resulting energy savings, we will focus on general principles, specific project strategies, key systems, obstacles overcome, and the various efforts required to minimize risk and maximize project outcome.

LEARNING OBJECTIVES:

1. Understand the key principles and considerations for retrofitting energy recovery into an existing building air system
2. Understand the key principles and considerations for upgrading building air distribution operations
3. Identify the important milestones and phases of a successful central plant energy upgrade
4. Evaluate existing building central plant conditions to establish realistic goals for a successful energy upgrade project

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

T2.45 • Room: 345

Integrated Digital Turnover: Successfully Collecting FM Data Throughout Construction

Presenter(s): William Jacobs, Assistant Virtual Design and Construction Manager, Whiting-Turner

Designers and Builders know EVERYTHING about your facility while they build it. As your facility transitions from a construction project to an operable facility, the team, and their knowledge move on to new projects. By integrating the O&M Process with construction, you can get the data you need to operate your facility on day one of operations. We will dive into a case study of what to ask for, and how to successfully implement this process.

LEARNING OBJECTIVES:

1. Participants will understand how to ask for facility management data from a construction team
2. Learn how AEC teams are best able to collect critical information for their consumption
3. Gain an appreciation for the true effort of collecting any level of BIM-FM or FM data
4. Participants will learn to avoid generic terms like COBIE or BIM6D without providing reference documents for project teams

AUDIENCE: INTERMEDIATE CEU: 0.1

Internet of Things

T2.47 • Room: 347

The Facility Manager of Tomorrow: How Mobility & IoT are Transforming the Industry

Presenter(s): Mark Scott, Vice President, Marketing, ProntoForms

Today's facility manager must juggle an array of daily responsibilities while facing pressure to complete more work with fewer resources. This session will show you how mobile data collection platforms and Internet of Things (IoT) solutions are empowering FM professionals to tackle the challenges facing today's industry.

LEARNING OBJECTIVES:

1. Learn to effectively communicate to your organization's management the value that mobility and IoT bring to facility managers
2. Identify weaknesses in your data collection processes
3. Apply knowledge gained to your own facility operations, including emergency preparedness, asset maintenance, and security services
4. Compare your facility operations to organizations that are leveraging mobility and IoT

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security

T2.49 • Room: 349**How Do You Build a Strong Workplace Safety and Health Program?**

Presenter(s): Larry Riley, Authorized OSHA Outreach Trainer, Owner/Instructor, Access Safety Compliance Training, Inc. OSHA has recently updated the Guidelines for Safety and Health Programs it first released 30 years ago, to reflect changes in the economy, workplaces, and evolving safety and health issues. The new recommended practices have been well received by a wide variety of stakeholders and are designed to be used in a wide variety of small and medium-sized business settings. This workshop will provide the recommended practices and present a step-by-step approach to implementing a safety and health program, built around seven core elements that make up a successful program.

LEARNING OBJECTIVES:

1. Learn how management provides the leadership, vision, and resources needed to implement an effective safety and health program
2. Understand how worker participation means that workers are involved in establishing, operating, evaluating, and improving the safety and health program
3. Discuss how education and training are important tools for informing workers and managers about workplace hazards and controls
4. Understand that sharing the results of monitoring and evaluation, as well as celebrating successes within the workplace helps drive further improvement

AUDIENCE: INTERMEDIATE CEU: 0.1

11:00 A.M.

Energy

T3.18 • Room: 318**Energy Management Strategies and Opportunities**

Presenter(s): Nate Mitten, Ph.D., Sr. Manager of Property Standards & Improvements, Kimco Realty
Bob Holesko, CEM, CEA, Corporate Director of Engineering, The Kessler Collection
Scott Ringlein, BSME, MSME, Founding Partner, The Energy Alliance Group of North America
Moderator: Edward Sullivan, Editor, Building Operating Management Magazine

Managing energy use remains a top task for facilities managers, but many differ on the approach, strategy and technologies used. Tapping into exclusive research data from a survey of FMs conducted by Building Operating Management and Penton, this session will uncover today's trend lines of how building energy use is managed. Join this panel of experts as we discuss some of the key takeaways from the research results, like the motivators for energy management and what role the energy provider plays in the success of your energy management program. Panelists will also discuss opportunities and solutions for energy management including how to receive funding for projects and how to deal successfully with internal bureaucracy.

LEARNING OBJECTIVES:

1. Understand the energy management strategies FMs are using
2. Learn what motivates current energy management strategies
3. Review challenges for energy management programs and initiatives
4. Identify potential solutions for common challenges

AUDIENCE: INTERMEDIATE CEU: 0.1

Leadership and Career Advancement

T3.21 • Room: 321**Change Management Within Facilities Management**

Presenter(s): Daryl Watkins, Managing Director, FTI Consulting Facility managers are involved in leading projects that involve significant levels of change on a consistent basis. As FM continues to grow, change will continue to become more prevalent. The likelihood that these changes will be met with some form of opposition is highly probable. When changes occur they will induce disruptions to the daily routine which drives stress and frustration. If these changes are not properly managed, the result can be lost productivity, poor morale and a high level of complaints which causes distractions for management. Effective change management is instrumental in helping groups and individuals adopt change.

LEARNING OBJECTIVES:

1. Understanding the need for effective change management practices
2. Identify common pitfalls when change occurs
3. Critical interventions for large-scale change
4. Managing people through the change process

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

T3.24 • Room: 324**A Simple Guide to Solid-State Lighting Standards**

Presenter(s): John Curran, PhD, President, LED Transformations, LLC

LED lamps and fixtures are the most popular lighting technology available today. OLED use is also growing. The primary question from designers as well as facility managers is "how do I tell which are the good ones?" Help in selecting quality luminaires comes from understanding the standards available for solid-state products. Some standards cover characteristics such as light output, color, lifetime; others involve safety testing; still others provide performance criteria for utility rebates and incentives. In this presentation, Dr. Curran will review the various standards, including what they can and cannot predict for satisfactory product performance in the field.

LEARNING OBJECTIVES:

1. Understand the value standards have in predicting luminaire lifetime and why that information is often not enough to make good economic decisions for facilities
2. Explore why color is difficult to describe and why existing standards provide no guidance regarding future color performance
3. Attendees having OLED applications will learn why predicting performance is even more difficult for that technology due to a lack of standards
4. Review standards for safety and economic incentives to determine if that data can provide help to facility managers in predicting luminaire performance

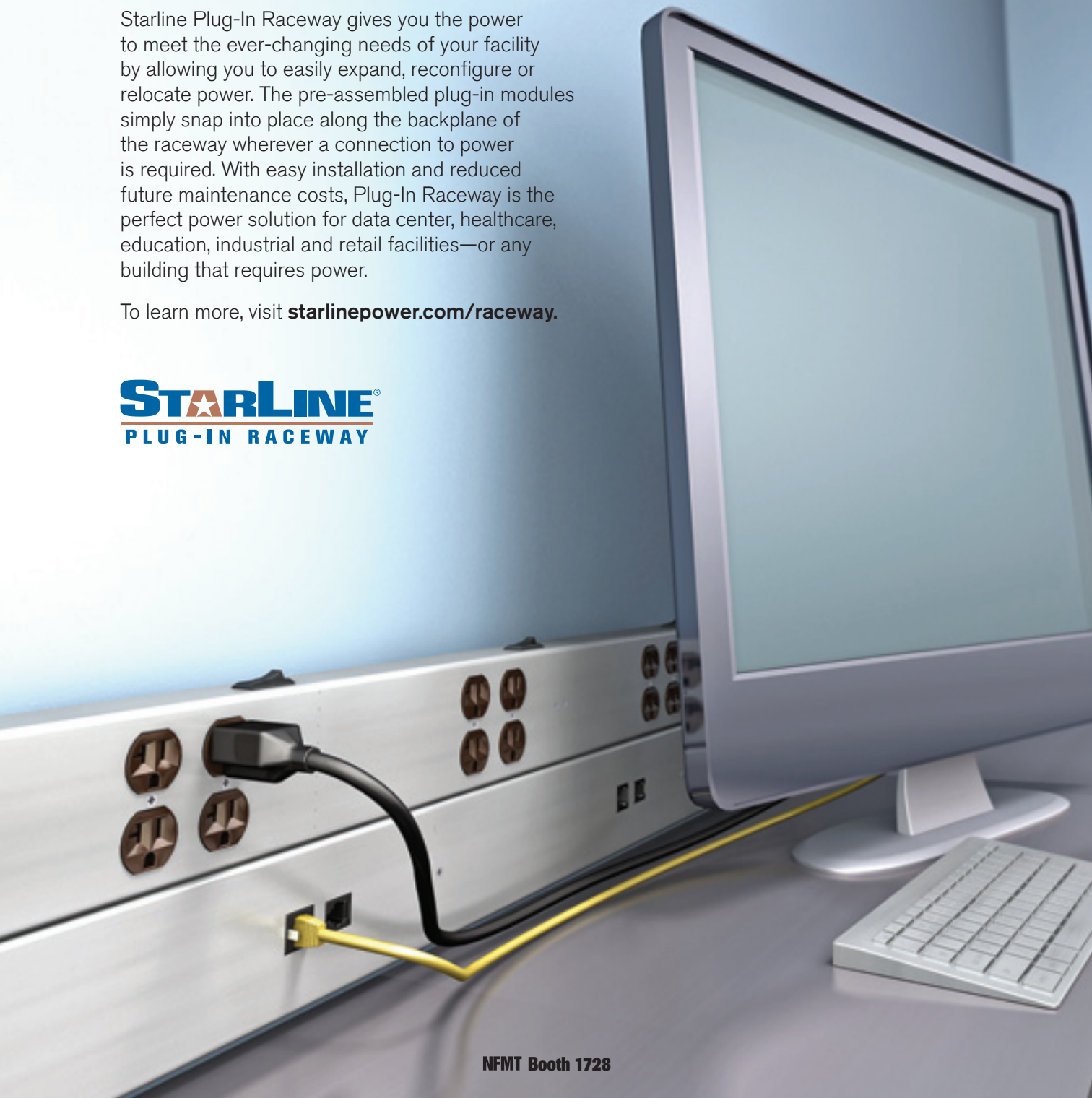
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Energy

T3.27 • Room: 327**Your Building's Energy Bill Increases 5 Percent Per Year. What Can You Do About It?***Presenter(s): Davor Novosel, Chief Technology Officer, National Energy Management Institute Committee (NEMIC)*

The Energy Systems Laboratory of the Texas A&M University conducts retro-commissioning on buildings worldwide. It found that energy savings decline about 3% to 5% per year, with a wide spread on actual efficiency losses. Assuming a 10% per year loss in energy efficiency, your high performing, i.e., 50% better than ASHRAE/IESNA Standard 90.1 baseline, building will be at minimum level within six years. This presentation will highlight reasons why building performance deteriorates over time. To counter the degradation requires continuing maintenance and services of testing, adjusting and balancing (TAB) professionals. This presentation will highlight what TAB is all about, why periodic TAB is essential to maintaining peak performance and the impact TAB has on your operating budget.

LEARNING OBJECTIVES:

1. Gain insight why buildings energy performance degrades over time
2. Learn the necessary steps to maintain buildings at peak performance
3. Gain knowledge of testing, adjusting and balancing, its purpose and how it is conducted
4. Participants will find out how testing, adjusting and balancing impacts their building operating budget

AUDIENCE: INTERMEDIATE CEU: 0.1

Energy

T3.30 • Room: 330**Designing for Maintainability: What FM Professionals Should Expect from the Design Team***Presenter(s): John Karras, P.E., Senior Staff Engineer, Simpson Gumpertz & Heger*

FM professionals constantly deal with facility operation challenges. Performing unnecessarily onerous, costly, and sometimes unsafe maintenance for building roofs and facades shouldn't be one of them. This session uses case studies and offers practical advice to highlight how architects/engineers can sensibly design with future maintainability in mind, and how FM professionals can successfully engage in the process.

LEARNING OBJECTIVES:

1. Discuss how key design decisions on a rooftop can affect facility maintenance costs, schedules, and safety
2. Understand how key design decisions related to building facades can affect facility maintenance costs, schedules, and safety
3. Give reasonably anticipated service life durations of key roofing and facade materials
4. Understand how facility management professionals can successfully engage in the design process

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

T3.37 • Room: 337**Taking Control of Energy Costs through Comprehensive BAS Retrocommissioning***Presenter(s): Matthew Sexton, P.E., Project Manager, Property Management - Engineering, C&W Services*

With rapidly rising utility rates and an increased focus on energy efficiency and carbon reduction, replacing aging, inefficient equipment is a natural path to efficiency gains. But costly capital improvements aren't the only option. This case study of a capital improvement and control system upgrade at a 40-year-old Boston office tower shows the value of revisiting your control systems and the associated sequence of operations. Improved control system use led to a 17% reduction in electricity consumption and a 21% reduction in steam consumption. There may be much more potential in your existing equipment than you think!

LEARNING OBJECTIVES:

1. Highlight the importance of clear documentation of sequences of operations
2. Understand the importance of elimination of temporary or isolated programming changes
3. Learn how to conduct regular review of systems, with particular consideration for changing occupancy or use requirements.
4. Participants will consider specific challenges posed by the subject building's single-glass-panel façade

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability

T3.39 • Room: 339**Overlooked, Environmental Issues That Plague Facility Managers***Presenter(s): Mark Roman, President, Envision Environmental, Inc.*

This presentation will help informed facility managers find and fix overlooked environmental risks before they result in costly liabilities at their sites. Facility managers will learn how to protect their company, their workers and their community from such environmental issues.

LEARNING OBJECTIVES:

1. Define steps to identify overlooked environmental issues
2. Define steps to fix overlooked environmental issues
3. Define steps to control overlooked environmental issues
4. Define steps to make existing compliance programs and systems more valuable

AUDIENCE: BEGINNER CEU: 0.1

Technology

T3.41 • Room: 341**No More Gut Decisions: Business Analytics Made Easy***Presenter(s): Priya Ramachandran, Senior Analytics Specialist, 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 an industry expert 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. Review the importance of analytics and the new role it's taking in the facilities management industry
2. Review how to leverage your R&M service data to make better FM decisions
3. Discuss tools and technologies available to help your organization use data to make better decisions
4. Highlight data, score carding and standardization and explain how they can be some of the most valuable tools in an FM's and contractor's toolbox

AUDIENCE: BEGINNER

CEU: 0.1

Maintenance and Operations

T3.43 • Room: 343**Legionella Awareness Overview**

Presenter(s): Richard Hartt, Senior Technical Service Manager, Rochester Midland Corporation

This presentation will provide a history of Legionella, changes in regulations, and risk minimization options. We will discuss recent legislation in New York State and New York City and its effect on cooling tower operations as well as available water management tools associated with Legionella risk minimization.

LEARNING OBJECTIVES:

1. Give history of Legionella in the United States
2. Understand the unique process by which the bacteria enters a system and proliferates
3. Discuss historical legionella legislation in the US, Canada and the UK, including recent changes in NY State and NY City
4. Learn about available water management tools associated with Legionella risk Minimization

AUDIENCE: INTERMEDIATE

CEU: 0.1

Maintenance and Operations

T3.45 • Room: 345**Leveraging a CMMS to Drive Business Decisions**

Presenter(s): John Rimer, CFM, President, FM360

A computerized maintenance management system (CMMS) is a necessary tool for a successful facility management program. As such, a CMMS should be the nervous system delivering efficient operations, coordinating maintenance, justifying resources, monitoring performance, and driving business decisions. In this session, we will discuss the value a CMMS provides, common functions, and steps for selecting, implementing, or improving a robust CMMS.

LEARNING OBJECTIVES:

1. Discuss the value a CMMS can provide to an organization
2. Identify core functions of a CMMS
3. List steps for selecting, implementing, and/or improving a CMMS
4. Recommend key performance indicators and reports

AUDIENCE: INTERMEDIATE

CEU: 0.1

Internet of Things

T3.47 • Room: 347**How to Develop a Business Case and Roadmap to Building Intelligence**

Presenter(s): Kurt Karnatz, President, Environmental Systems Design

Technology is changing what is possible in the built environment and how we think about and use space, place, and time in the workplace. The future-focused leader already understands the importance of integrating and effectively deploying trends – such as mobility, smart building systems, big data, analysis, and visualization – to maintain a competitive advantage and enhance asset value. This presentation will focus on how these leaders can build a business case for building intelligence that achieves C-suite buy in with ROI, as well as how to create an implementation roadmap to scalable success.

LEARNING OBJECTIVES:

1. Gain a deeper understanding of what is possible and practical for your facility through building intelligence
2. Learn how to quantify the economic, environmental, experiential, and social impacts and outcomes of intelligent building solutions
3. Understand how to achieve C-suite buy-in by developing a business case with ROI to justify building intelligence initiatives
4. Developing a roadmap to creating an intelligent building - Identify the short-term and long-term steps to implementing your building intelligence initiatives

AUDIENCE: INTERMEDIATE

CEU: 0.1

Safety and Security

T3.49 • Room: 349**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?

LEARNING OBJECTIVES:

1. List the laws, regulations and standards that control emergency plan training
2. Learn how law suits affect you and your organization
3. Identify what are –versus what should be, the overriding attitude of managers in training employees in emergency response
4. Discuss the obstacles and consistent mistakes organizations make in emergency training

AUDIENCE: INTERMEDIATE

CEU: 0.1

Conference Sessions: Wednesday

8:00 A.M.

Safety and Security

WA.16 • Room: 314

Learning Lab: Reviewing Your ADA Plan

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

Whether you've never created an Americans with Disabilities (ADA) plan or your plan is sitting on a shelf somewhere, now is the time to review ADA evaluations and either create or make changes for your building. Over the past several years, ADA litigation has increased exponentially and the risk has increased. This hands-on workshop will help you identify key areas and strategies for your ADA evaluation. Join Joan Stein who has more than 25 years experience as an ADA consultant for a practical, informative and interactive session.

LEARNING OBJECTIVES:

1. Understand and clarify current ADA regulations
2. Review guidance on how to demonstrate a "good faith effort" in your ADA compliance effort*
3. Clarify what should be included in an on-site evaluation
4. Specify what information needs to be documented

*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

Leadership and Career Advancement

WB.16 • Room: 316

Learning Lab: How to Document Your Team's Success

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

Government agencies have state-of-the-union speeches, employees have annual reviews, corporations have annual reports... what are you doing to summarize and document your facilities management department's annual performance. Join us for a workshop that will give you tools to be able to communicate to the C-Suite concisely the benefit the facilities management department has brought to the organization this year.

LEARNING OBJECTIVES:

1. Understand the value of yearly reporting to C-Suite or major stakeholders
2. Review implementation tips on how to document this information
3. Be able to identify the value this information can provide the C-Suite
4. Learn how and when to share this information with major stakeholders

AUDIENCE: INTERMEDIATE CEU: 0.1

8:00 - 9:50 A.M. Extended Session

Leadership and Career Advancement

WC.21 • Room: 321

Learning Lab: Hard-Hats and High Heels: Successfully Implementing Change

Presenter(s): Lesley Groff, CFM, Director of Facilities, Mennonite Home Communities

Alana Dunoff, FMP, IFMA Fellow, President, AFD Facility Planning
Please join the High Heels & Hard Hats: Women in FM to both listen and engage on the topic of implementing change. There is a

lot of industry talk these days about change management and how FMs are often change agents for their organizations. Books and buzz word can give us theories of change management but no one can tell you exactly how your organization's culture will react to change when it happens. Managing change effectively is a powerful skill for the FM, there is no right way, but there are techniques and tools to lead us down the right path. Learning effective change management comes from listening and talking openly with your peers. This session will include a panel of dynamic FM leaders who will share their stories, trials, tribulations and successes of making change happen in their organizations. And the session will also include engaging round table discussions for participants to share ideas and learn from each other. Join this group of ladies as we learn together how to successfully implement change.

LEARNING OBJECTIVES:

1. Understand what change management is and the 5 stages of change
2. Review how to create a change management plan
3. Learn how do you get started and who should be involved
4. Define what leadership and communication skills are critical for being a successful change agent

AUDIENCE: INTERMEDIATE CEU: 0.1

9:00 A.M.

Maintenance and Operations

W1.18 • Room: 318

Strategies for Reducing Building Defects and Failures

Presenter(s): Tim Schap, AIA, REWC, Building Forensics Expert, Construction Process Solutions, Ltd.

Building defects are a growing concern in the industry. Ideally, potential defects are identified prior to construction or remedy in the field prior to occupancy and subsequent damage. Unfortunately, this is not always the case. Come see the consequences of bad design, poor construction, and lack of maintenance to a building.

LEARNING OBJECTIVES:

1. Understand how to define, classify, and assign responsibility for defects
2. Familiarize yourself with common building enclosure issues in order to easily identify defects and system failures
3. Experience the consequences of poor design, construction, and lack of maintenance through series of case studies
4. Learn strategies for defect prevention, discovery, and resolution

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability

W1.24 • Room: 324

VOCs in Architectural Coatings: A Regulatory Approach Toward Sustainability

Presenter(s): Eddie DuRant, Regulatory Compliance Engineer, Maryland Department of the Environment (MDE)

Facility Managers must be aware of the materials being utilized in their buildings and what regulations are in place to protect the health, safety and welfare of the occupants. Regulations include those reducing volatile organic compound (VOC) emissions from architectural and industrial maintenance coatings, wood coating operations, and vehicle refinishing operations; reducing NOx emissions from power plants; and, reducing particulate matter

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LEARNING OBJECTIVES:

1. Understand what is a volatile organic compound (VOC)
2. Learn how are VOCs used in architectural coatings and related building materials
3. Review what are some of the impacts VOCs have on the environment
4. Learn what are some of the regulatory requirements related to architectural coatings

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

W1.27 • Room: 327

Using Data to Drive Decisions: Key Performance Indicators

Presenter(s): Anand Sankey, Director of Maintenance Services, Western Michigan University

Key Performance Indicators help organizations achieve goals through the definition and measurement of progress. In this process, data is collected and analyzed to identify challenges or issues within the goals. The information is then used to make changes and prevent further issues. The data collection is a continuous process to ensure productivity and efficiency for organizations.

LEARNING OBJECTIVES:

1. Learn how to use Key Performance Indicators to collect data
2. Understand how analyzing data is used to identify challenges or issues
3. Discuss how data is used to make changes
4. Recognize the importance of continuously trending data after changes have been made

AUDIENCE: INTERMEDIATE CEU: 0.1

Healthcare Facilities Today

W1.30 • Room: 330

Improving Healthcare Infrastructure: Best Practices

Presenter(s): Jeff Light, FACHE, Director, Strategy and Business Development, Trane

With an increasing emphasis on population health - and the complex connections among people, their health and their environment - healthcare executives are making it a strategic priority to improve aging infrastructure. Using successful best practice case studies, the presenter will describe how administrators at leading healthcare organizations developed a systematic approach to undertaking improvements. The presentation will describe how to develop a business impact decision matrix as part of the capital allocation process. This matrix will take into account an organizations' balance on cost, quality, and service. Attendees also will learn about potential options for financing facility improvements.

LEARNING OBJECTIVES:

1. Learn how to prioritize capital expenditures in consideration of aging infrastructure and population management
2. Assess how building a business impact analysis on facility upgrades aligns with an organizations key performance indicators
3. Identify various options for financing facility improvements
4. Learn how to successfully present proposed solutions to gain project approval from hospital administrators

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

W1.31 • Room: 331

Mission Critical Facility Trends

Presenter(s): Steven Shapiro, P.E., Mission Critical Practice Lead, Morrison Hershfield

This presentation will review the latest design trends associated with increased reliability and energy efficiency for the data center.

LEARNING OBJECTIVES:

1. Understand the IT trends pushing the data center infrastructure to new capacities, technologies and configurations
2. Learn new cooling techniques and terminology for the data center
3. Understand how infrastructure reliability impacts data center operations
4. Discuss the latest in UPS technology and configurations to provide high availability in their critical facilities

AUDIENCE: BEGINNER CEU: 0.1

Public Sector Trends

W1.37 • Room: 337

Federal Building Personnel Training Act (FBPTA) 2016 Updates

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

Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, Facility Engineering Associates

The FBPTA National Program Manager will provide an insight on the latest updates of the Federal Building Personnel Training Act (FBPTA) legislation. Recent activity surrounding the US Government of Accountability Office report on the FBPTA will be discussed. We will also highlight the changes to the competency model and the additional qualifications—related to building operations and energy management—that have been aligned to the FBPTA. In addition, we will show how the FBPTA relates to the Better Buildings Workforce Guidelines, voluntary national guidelines to improve the quality and consistency of commercial building workforce credentials.

LEARNING OBJECTIVES:

1. Learn about the 2016 FBPTA legislation update
2. Understand the new qualifications aligned with the FBPTA model
3. Learn about the BBWG updates and how they relate to the FBPTA

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability

W1.39 • Room: 339

Innovative Workplaces and WELL Certification

Presenter(s): Raymond Carney, WELL AP, Vice President, Markon Solutions

The WELL Building Standard™ is the first building standard to focus on enhancing people's health and well-being through the built environment. WELL Certification (and enhancing the seven concepts of air, water, nourishment, light, fitness, comfort, and mind) will assist you in designing and operating a work place that benefits your employees' overall well-being. The WELL Building Certification is an evidence based system for measuring, certifying, and monitoring the performance of building features that impact health and well-being of our workers. Learn what you can do to improve the work space for your employees.

LEARNING OBJECTIVES:

1. Learn the costs and opportunity of poor well-being

2. Understand the WELL Certification and International WELL Building Institute
3. Obtain knowledge regarding the seven WELL concepts
4. Opportunities to install wellness in the workplace and the impact
AUDIENCE: BEGINNER CEU: 0.1

Sustainability

W1.41 • Room: 341**Facility Management Advantages of Total Cost of Ownership (TCO)**

Presenter(s): Dana "Deke" Smith, FAIA, Partner, DKS Information Consulting, LLC

A move is underway to use total cost of ownership in lieu of first cost for decision making. This will benefit facility managers as it will help ensure higher quality products are installed that can more easily be maintained and may have longer lives. This session will describe the emerging ANSI TCO standard currently being developed by APPA, based on Service Life (ISO 15686) which ties TCO to BIM, IFC, COBie and the buildingSMART Data Dictionary. This session will examine the opportunities that TCO will bring to all phases of the facility life cycle, especially to facility managers.

LEARNING OBJECTIVES:

1. Learn the difference between first cost and Total Cost of Ownership (TCO)
2. Learn what is included in TCO
3. Review how TCO differs from Life Cycle Costing (LCC)
4. Understand how BIM and TCO related

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

W1.43 • Room: 343**How Do You Know It's Time to Reroof?**

Presenter(s): Karen L. Warseck, AIA, LEED AP, President, Building Diagnostics Associates

Everyone knows that it is time to re-roof when it leaks, right? Leaks are only one factor in the decision to re-roof and the others may surprise you! Learn the three factors that help you decide when to re-roof. By attending this seminar you will have a better understanding of the physical defects that force a re-roofing and you'll discover the cultural aspects impacting the decision to re-roof. Finally gain an understanding of how you can affect the financial decision to re-roof and why it is important in having your roofing funded.

LEARNING OBJECTIVES:

1. Explain how to inspect a roof to help determine its physical condition
2. Identify the cultural aspects of a re-roof decision and how to factor them into a re-roofing decision
3. Learn an easy financial calculator that can justify the cost of a new roof to others
4. Participants will learn the differences between available testing methods and when to use each

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security

W1.45 • Room: 345**Protect, Detect, Respond**

Presenter(s): Monte Mills, Operations Manager of Physical Risk, Arvest Bank

Join Monte Mills as he instructs how to protect our facilities, how to detect active shooter threats, and how to respond to such threats. To effectively mitigate the operational risks of violence from an active shooter incident, you must adequately anticipate the entire lifecycle of the event.

LEARNING OBJECTIVES:

1. Discuss way to protect facilities
2. Identify how to detect active shooter threats and understand how to respond to such threats
3. Understand how to anticipate the entire lifecycle of an active shooter event

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security

W1.49 • Room: 349**NFPA 70E's Training Requirements for working On/Near Electrical Hazards**

Presenter(s): Doug Tellin, Owner, Electrical Safety Specialists

This session is to provide an overall understanding of the latest OSHA and NFPA 70E training requirements, for the employer to deem a person qualified, when work involves electrical hazards. This session is ideal for any company that operates, performs maintenance, installs, and troubleshoots equipment 50 volts or above, or where an Arc Flash hazard exists. Learn about OSHA and 70E's requirements for documentable/demonstrable proficiency in safe work practices.

LEARNING OBJECTIVES:

1. Gain the necessary knowledge to understand what training is required of employees working on or near energized parts
2. Examine the documentation that is necessary for employee's permanent records
3. Understand the requirements to show documentable/demonstrable ability in safe work practices, involving electrical hazards
4. Understand the latest changes to electrical safety trainings and the enforcement of these standards

AUDIENCE: INTERMEDIATE CEU: 0.1

10:00 A.M.

Maintenance and Operations, Public Sector Trends

W2.18 • Room: 318**The Smithsonian Institution's Facility-wide Reliability Maintenance Philosophy**

Presenter(s): Kendra Gastright, Director, Office of Facilities Management and Reliability, Smithsonian Institution

This presentation describes the decision-making process and implementation of a facility-wide reliability-centered maintenance philosophy at the Smithsonian Institution (SI). We have a predominantly in-house maintenance and operations staff of over 900 full time employees. We produce an appropriate environment for world-class science to take place and for our nation's collection to be on display and maintained in perpetuity. This session will detail SI's strategy for asset management, the technologies in use, how data is collected and analyzed, how information is used immediately and on a strategic level, and present benefits and

drawbacks to the SI approach.

LEARNING OBJECTIVES:

1. Improve your understanding of how several non-destructive maintenance technologies can benefit operations
2. Gain knowledge of at least 3 maintenance best practices (RCM, facility condition assessment, power using group) that you may wish to pursue
3. Learn about implementation challenges that come with a big program change
4. Gain perspective on whether RCM or some of the other best practices adopted are right for your own organization

AUDIENCE: INTERMEDIATE CEU: 0.1

Leadership and Career Advancement

W2.21 • Room: 321

The FM Compass: Roadmap to Leadership

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

The traditional management approach utilizes way too much resources (time and costs) and increases decision making. It is not an effective solution. If the FM needs to manage, direct, and control a vendor, it is not a good thing as it increases the FM's risk. The same applies to employees. How can we succeed? By creating an environment that utilizes expertise, understands constraints, measures performance, and doesn't get caught up in the technical details. In this session, learn new innovative concepts and tools to create your leadership roadmap that transforms the entire organization to excellence.

LEARNING OBJECTIVES:

1. Learn why leadership is proactive and management is reactive
2. Understand why leaders are accountable unlike managers that shift responsibility
3. See examples on how to align themselves with experts inside and outside the company
4. Learn how to use metrics that everyone understands; metrics are simple, dominant, and numbers don't lie

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

W2.24 • Room: 324

How to Get Value from Facility Benchmarking

Presenter(s): Robert Lambe, CFM, Managing Principal, Facility Issues

Benchmarking is a continuous improvement practice used by many facilities managers as a cost effective way to identify potential opportunities and implement proven practices. This presentation will describe how facility managers can get value from each step in the benchmarking process.

LEARNING OBJECTIVES:

1. Understand the benchmarking process
2. Explore how to identify opportunities for improvement from benchmarking
3. Learn how to select appropriate best practices based on benchmarking
4. Learn that benchmarking is most effective as part of a continuous improvement program

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability

W2.27 • Room: 327

The Art of Implementing and Facilitating a Sustainable Energy Management Program and Process

Presenter(s): Thomas Tolan, CEM, CFM, FMA, CEA, BEP, CDSM, Vice President of Engineering, Tier Reit

Attendees will learn firsthand how to create a Sustainable Energy Management Program and Process (SEMPP) to achieve sustained energy cost, repair and maintenance and cost avoidance reduction that will lower overall costs (capital and R&M). This will result in an increase in the assets and/or product's value. The four areas of the program (CCOC) and the seven steps of the process will be highlighted in detail. A case study will be presented to show actual results comparing same store over a six year period.

LEARNING OBJECTIVES:

1. Discuss how to lower overall operational costs
2. Learn how to increase an assets or products value
3. Identify significant cost avoidance opportunities
4. Leave with a sustainable and cyclical mindset to continually identify ways to save your company money

AUDIENCE: INTERMEDIATE CEU: 0.1

Healthcare Facilities Today

W2.30 • Room: 330

Stormwater Planning for Health and Resilience at MedStar Harbor Hospital

Presenter(s): Brian Gray, Director Clinical Engineering & Environment of Care, MedStar Harbor Hospital

Ashley Traut, Senior Manager for Innovative Stormwater Projects, Blue Water Baltimore

Joan Plisko, PhD, President, Plisko Sustainable Solutions

This case study will describe a multi stakeholder experience in developing a stormwater master plan for MedStar Harbor Hospital, located on the bank of the Patapsco River in Baltimore. The project team includes MedStar Harbor Hospital, Blue Water Baltimore, Plisko Sustainable Solutions, and the Neighborhood Design Center. The case study will explore the following steps: engage executive leadership, survey and value-based assessments, on-site tour, decision matrix and criteria to compare alternative solutions and a stormwater master plan. Presenters will focus on multi stakeholder participation, on-site meetings, group decision making, and long term planning and financing.

LEARNING OBJECTIVES:

1. Identify the costs, health effects, and impacts of stormwater management
2. Discuss best management practices of health care facilities
3. Describe the MedStar Harbor hospital case study for developing a stormwater master plan
4. Present potential funding sources for implementing stormwater management programs

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

W2.31 • Room: 331

The Importance of Exceeding Minimum Grounding and Bonding in Mission-Critical Facilities

Presenter(s): David Brender, National Program Manager, Copper Development Association Inc.

Power quality for sensitive locations, including 9-1-1 and broadcast communications and data centers, usually means exceeding the rather minimal requirements of the National Electrical Code. These improvements in bonding, grounding and wiring can greatly alleviate power quality problems at little cost. Paybacks of several months are common. While the NEC is a minimum safety standard, it does not adequately address reliability. Through a combination of case histories and recommended practice, we will explore actual locations where maintenance of system availability was paramount.

LEARNING OBJECTIVES:

1. Be able to review their facility and conduct a preliminary audit
2. Understand the basic elements of good electrical design
3. Understand the limitations of codes
4. Discover the importance of having basic outlines for contractors

AUDIENCE: INTERMEDIATE CEU: 0.1

Public Sector Trends

W2.37 • Room: 337

Community Resilience: Preventative Care For Buildings & Infrastructure

Presenter(s): Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, Facility Engineering Associates

Everyone in a community plays an important part in our day to day lives and this interconnectivity is one of the reasons community resilience is a recognized critical national priority. We will discuss how the National Institute of Standards and Technology (NIST) Community Resilience planning process can enable communities to set up their own resilience programs using collaborative engagement, aligning to resilience principles and demonstrating vision, commitment and leadership. Through case studies of communities who have used the NIST guidelines, we will highlight how local, state, and regional entities can come together to be better prepared to adapt and recover rapidly from disruptions.

LEARNING OBJECTIVES:

1. Discover how the NIST guidelines can enable community resilience planning
2. Understand resilience planning is preventative care for buildings and infrastructure
3. Explore the meaning of community resilience and the need to prioritization of resources
4. Evaluate your community's ability to respond based on case study examples.

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability

W2.39 • Room: 339

What LEED v4 Commissioning Means To You

*Presenter(s): Charlotte Styer, Assoc. AIA, Building Enclosure Consultant, WSP | Parsons Brinckerhoff
Sarah Buffalo, LEED AP BD+C, Assoc. AIA, Building Enclosure Consultant, WSP | Parsons Brinckerhoff
David Nichols, CBCP, LEED BD+C, Commissioning Services Senior Associate, WSP | Parsons Brinckerhoff*

With the full transition to LEED® v4 in October 2016, we take a look at one particular element of the Energy and Atmosphere credit category: the mandatory inclusion of building enclosure systems within a project's commissioning requirements. The motivation to include building enclosures in commissioned systems comes from an increased awareness of the important relationship between enclosures and HVAC systems as key factors in energy usage, durability and performance, as well as project owners' desire to have these related systems commissioned. We will discuss the summary of changes between LEED 2009 and v4 and what they mean to you.

LEARNING OBJECTIVES:

1. Identify the differences between LEED 2009 and LEED v4 commissioning requirements
2. Learn the impact of LEED v4 commissioning requirements on existing buildings
3. Understand the cost implications of changes to LEED commissioning services impacted by v4
4. Highlight the benefits of integrating MEP and Enclosure commissioning into the early design process

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

W2.41 • Room: 341

Building Maintenance and Operations (BMO) Strategic Sourcing Solution

Presenter(s): Mary L. Snodderly, Project Manager, General Services Administration

The Building Maintenance and Operations (BMO) strategic sourcing solution is a new set of government-wide contract vehicles covering all types of facility maintenance and operation services. Learn the overarching strategy of BMO including scope, geographic coverage and benefits. GSA's BMO solution will give government agencies a streamlined process for acquiring facility maintenance and operations services -- including HVAC maintenance, plumbing, electrical maintenance, elevator maintenance, janitorial, landscaping, fire alarm and suppression system maintenance, roofing, pest control, building commissioning and more.

LEARNING OBJECTIVES:

1. Gain an overall understanding of the Building Maintenance and Operations (BMO) government-wide strategic sourcing solution
2. Determine if your requirements are a good fit with the BMO contracts
3. Differentiate BMO from other GSA government-wide contracts
4. Learn what further steps they need to in order to use the BMO contracts

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

W2.43 • Room: 343

Slate Roof Inspection and Evaluation

*Presenter(s): William Gooding, Vice President, GSM Roofing
Alan Buohl, Service Sales/Estimator, GSM Roofing*

Slate roofs have proven to withstand the test of time and extreme weather all while adding architectural beauty. Help your roof stay beautiful and extend its already long life by learning how to properly inspect your roof. In this one hour presentation, you will learn seven key steps to a slate roof inspection, including inspecting the structure and identifying slate, fasteners, and underlayment. You will also learn how to complete an inspection safely while saving money and time by using a drone. Even if you are not planning on completing your own roof inspection, you will gain knowledge to confidently select the right solution for your roof.

LEARNING OBJECTIVES:

1. Learn how to inspect the structure of a roof and identify slate type and condition
2. Understand how to evaluate slate securement and underlayment
3. Determine how to evaluate the condition of roof repairs, snow guards and flashings
4. Gain knowledge on drone regulations and their use for roof inspections

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security

W2.45 • Room: 345

Leveraging Electronic Counter Measures in Active Shooter Incidents

Presenter(s): Gerald Wilkins, PSP, President, Wilkins Investigative Group, Inc.

This presentation provides concise information on preparing for and responding to an active shooter event. The session includes basic prevention techniques, employee training options and development of emergency response protocols, and highlights ways to leverage existing electronic counter measures as part of the emergency planning process. Mr. Wilkins will discuss how emergency first responder's handle such an event and details how employees should interact with these individuals.

LEARNING OBJECTIVES:

1. Gain a clear understanding of the importance of having a comprehensive plan to respond to active shooter event
2. Understand how existing security components can be leveraged to mitigate the impact of the event
3. Learn the potential liability risks that are incurred when proper planning and training are not done
4. Receive basic training on FEMA's Run- Hide- Fight method of responding to an active shooter event

AUDIENCE: INTERMEDIATE CEU: 0.1

Internet of Things

W2.47 • Room: 347

What Facility Managers Needs to Understand about "The Internet of Things."

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

The buzz expression "The Internet of Things" (IoT) is increasingly popping up in information technology and industrial engineering presentations. IoT is being heralded as the mechanism to achieve the next industrial revolution (Industry 4.0), as inexpensive sensors using wireless technology provide mountains of data. As more

applications of IoT are being delivered to integrate with facilities, an understanding of the promise and reality of IoT is crucial. Best not to spend too much before the technology is ready, or fall perilously behind the competition while waiting for this technology to be perfected or come down in cost.

LEARNING OBJECTIVES:

1. Through a combined office and industrial case study, participants will understand the basic concepts of IoT as they relate directly to facility management
2. Gain an understanding of the most promising IoT applications and the security implications and other limitations of each
3. Understand how IoT is the missing ingredient in optimizing sustainable design for significant energy use reductions
4. Participants will identify five immediate actions to be taken for cost effective implementation of IoT in 2017-18

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security

W2.49 • Room: 349

NFPA 80 2013 for Swinging Fire Doors and Delayed Egress Devices, where they can and cannot be used.

Presenter(s): Russell Corriveau, CFDI, CAI, RL, Training Development Manager, ASSA ABLOY

This presentation takes an in depth look at NFPA 80 2013 requirements for swing doors in fire rated opening and NFPA 101 2015 Chapter 7 Means of egress along Delayed Egress requirements. We will discuss simple tips and tricks for correcting NFPA violations including door closer operation and how to shim a door to correct door clearances.

LEARNING OBJECTIVES:

1. Learn why fire doors and NFPA 80 is critical in ever facility
2. Understand the difference between label and listed fire rated products
3. Explore the maximum sizes and means attaching signs to fire rated doors
4. Learn where delayed egress device are allowed with in a building according to NFPA 101

AUDIENCE: BEGINNER CEU: 0.1

3:10 P.M.

Maintenance and Operations

W3.18 • Room: 318

A Preventive Maintenance Facility Management Strategy

Presenter(s): Mike Stone CMRP, Product Manager, Infor

When it comes to cars, if you are not performing preventive maintenance, someone might say you're crazy. If you're not preventing the damage, you're also setting yourself up for major issues down the road. So why not implement the same mindset with our company's assets. When a machine stops working, or a system is not functioning properly, we are setting our companies up for major issues – more than just lost revenue and time. In this session, we will explore preventive maintenance tools and strategies to set the stage for great operational success like increased efficiency and increased revenues.

LEARNING OBJECTIVES:

1. Understand why preventive maintenance is a necessity for asset management and the benefits that can be seen when preventive measures are put into place
2. Learn what technologies exist to perform preventive maintenance on assets and how they integrate to create a single-view of the

state of the facility

3. Understand why it is important to have a strategy in place for facility maintenance and where to begin when creating a strategy
4. Review what steps successful organizations have in place to properly maintain their assets and how other companies can follow their lead

AUDIENCE: INTERMEDIATE CEU: 0.1

Leadership and Career Advancement

W3.21 • Room: 321

The Quiet Revolution in FM!

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

Our FM world is filled with professionals who believe they need to be loud in order to be heard above others in the profession and within their enterprises. Being loud or an extrovert doesn't necessarily guarantee success however. There are more FM professionals that are quiet introverts and their power within FM often is under-rated. This session explores the differences between extroverts and introverts in FM and how tactics employed can assist or detract from the desired result. The session investigates "soft power" and how it can be utilized in FM to influence decision making and achieve positive outcomes.

LEARNING OBJECTIVES:

1. Review how to determine your temperament and what it means in FM
2. Build on the strengths of introverts and extroverts in an FM organization
3. State the myths of charismatic leadership
4. Discuss "soft power" and how it can be applied in an FM organization

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

W3.24 • Room: 324

Technology Trends & Their Impact on Commercial Buildings

Presenter(s): Andrew Mire, VP of Operations, Computrols

New technology is typically first seen in large-scale consumer products like cell phones and entertainment devices, but soon after, we start finding it in commercial real estate applications. This presentation will focus on three primary examples of technological advances in commercial real estate: mobility + wireless, integration, and machine learning. Each example will be explained in layman's terms along with examples of where we see them in our everyday lives. Participants will then learn how these new technologies are starting to be utilized in commercial real estate, with a focus on building automation, lighting, and security (access control).

LEARNING OBJECTIVES:

1. Review the latest trends in technology
2. Learn where we are seeing these trends in commercial real estate today
3. Discover how to begin implementing these new trends in your facility
4. Discover what new technology is on the horizon and how it will affect commercial real estate

AUDIENCE: BEGINNER CEU: 0.1

Healthcare Facilities Today, Safety and Security

W3.30 • Room: 330

ADA Review for Healthcare Facilities

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

Ensuring ADA compliance in every facility is crucial. Healthcare facilities tend to interact with people with disabilities on a more frequent basis, making it essential that they go above and beyond what the civil rights law outlines. Join Joan Stein who has more than 25 years experience as an ADA consultant as she outlines the key considerations any health care facility should take into account to make sure their facilities are accessible to all.

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. Understand how healthcare facilities differ in terms of accessible elements and key considerations that should be implemented*
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

Internet of Things

W3.31 • Room: 331

Next Generation Analytics for Continuous Commissioning and Predictive Monitoring

Presenter(s): Mark Pipher, Vice President & General Manager,

Wasted energy will increase over time unless there is some periodic intervention. Commissioning services are a best practice in energy management, but recommissioning or retrocommissioning are done at most every three to five years. Thus, wasted energy compounds and potential savings are deferred for years. Monitoring Based Commissioning (MBCx) builds off the concept of continuous commissioning, but uses automation to deal with the complexity. MBCx combines continuous monitoring, fault detection and diagnostics, and building performance dashboards based on predictive analytics to provide persistent and continuous energy savings with full mobile visualization.

LEARNING OBJECTIVES:

1. Learn how to reduce operating expenses while gaining visibility into their hidden assets
2. Learn how to help their staff become more efficient and proactive
3. Learn how to use Fault Detection and Diagnostics (FDD) to identify future problems
4. Understand how monitor based commissioning plays a role in meeting sustainability and green initiatives

AUDIENCE: ADVANCED CEU: 0.1

Public Sector Trends

W3.37 • Room: 337**Advance Your Career and Improve Building Performance: Building Momentum with the FBPTA Tools**

Presenter(s): Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, Facility Engineering Associates
 Brian Gilligan, National Program Manager, General Services Administration

High-performance buildings require the care of a workforce with competencies in operations, maintenance, and building technologies. The challenge is identifying the right professional development opportunities and building a business case for training budgets. During this session, we will introduce you to the FBPTA Tools that will help you develop your own career and show how organizations can use AFM to create and prioritize workforce development. We will use real life professional stories to show you examples and guide you through the tool in real time and you will leave with the knowledge of how to present a supportable business case.

LEARNING OBJECTIVES:

1. Discover free tools that direct you to the right training and career path
2. Learn to develop a finance-based argument for training requests using real-world examples showing improved performance
3. Participants will gain hands-on experience on how to use the FEDSAT tool to find your gaps with the most critical FBPTA competencies and free training to fill them
4. Participants will learn how to utilize the Facilities Career Map tool to see potential entry points and career pathways within the building optimization industry

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability

W3.39 • Room: 339**Solar Photovoltaics – Comprehensive Implementation for your Facility**

Presenter(s): Paul Jesson, Operations Manager, Pfister Energy - Baltimore

William Cole, President, Pfister Energy of Baltimore

The presentation's areas of focus will include an in-depth review of the key considerations prior to design and construction of a solar photovoltaic system. The speaker will cover the key components that comprise a solar array, the technologies to consider and the best practices for implementing solar PV through a RFP. An explanation of the available incentives will be provided with a review of the market trends in this growing industry. Overall, the audience can expect to gain knowledge of how to select a qualified contractor for a safe and reliable installation and ways to maintain it for optimal performance.

LEARNING OBJECTIVES:

1. Hear the reasons why many commercial, institutional and non-profit organizations consider renewable energy systems. Attendees will be challenged to consider the beneficiaries and the benefits of a Solar PV system
2. Learn the basic functions of a commercial sized Solar PV system They'll learn how systems offset utility power consumption and operational elements of a system
3. Understand the various energy incentives available, as well as an understanding of several financing options
4. Review how to most effectively create an RFP for a PV system

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

W3.41 • Room: 341**Elevator 101: Construction, Service and Modernization**

Presenter(s): Latrina Hunter, Branch Manager, Fujitec America, Inc.

Elevator 101 provides a basic working knowledge of the different elevator systems to allow facility professionals to actively participate in the elevator maintenance process. By understanding elevator systems and terminology, facility professionals are able to accurately communicate issues to maintenance personnel and minimize billable callbacks.

LEARNING OBJECTIVES:

1. Understand various vertical transportation systems, hydraulic and traction elevators, escalators and material lifts
2. Understand governing entity, inspections and owner responsibilities in regard to elevator systems
3. Review practical application: identification and resolution of regular billable elevator issues

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

W3.43 • Room: 343**Reflective Roof Coatings: Cool Stories**

Presenter(s): Van Ripps, President, Palmer Asphalt Company, Former President, Roof Coatings Manufacturers Association

This course discusses the key benefits and the environmental importance of reflective roof coatings used on low-slope roof systems. The science behind reflective roof coatings is presented in an easy to understand format, and real-world case studies are presented to illustrate the information presented.

LEARNING OBJECTIVES:

1. Understand the benefits that reflective roof coatings impart on low-slope roof systems
2. Recognize why reflective roofs are environmentally important and comprehend the science behind how reflective roofs save energy
3. Determine best practices for preparing a roof membrane and application methods for reflective roof coatings on low-slope roof systems
4. Identify payback, energy savings, and other non-quantifiable benefits by evaluating several real-world roof-reflectivity case studies

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security

W3.45 • Room: 345**The Convergence of Physical and Digital Security**

Presenter(s): Rocky Arocho, Director of Operations, Cybersecurity, Dunbar Security Solutions

As security evolves, it requires a holistic approach. As technology advances, strategies for digital security must be communicated in the same story as physical security.

LEARNING OBJECTIVES:

1. Understanding the attack landscape and how security tools can be leveraged for malicious purposes
2. Understand examples of the impact vulnerable systems can have on your facilities and other businesses
3. How to evaluate security vendors for digital and physical capabilities
4. Understand the Past Present and Future of security and how to prepare

AUDIENCE: INTERMEDIATE CEU: 0.1

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Internet of Things

W3.47 • Room: 347**Leveraging IoT to Improve Customer Experience and Business Outcome for FM Companies**

Presenter(s): Nandini Mouli, PhD, Founder/Principal, eSai LLC
 These days everybody is reimagining a world enabled by IoT. New business models are fast emerging. The world of buildings and facilities management is no different. Every building device is being instrumented. Energy and operational data is collected from each of them. FDD is being enabled everywhere. Various building systems can now be optimized near real-time with environmental and building usage influences. Occupants can now be tracked real-time, their preferences used to modulate spaces. IT and facility systems are getting integrated. Built environments are becoming technology rich. This presentation describes the drivers of IoT and implications for FM companies.

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security

W3.49 • Room: 349**Fire Alarm System Basics: Operation and Common Problems**

Presenter(s): Rick Reynolds, Vice President of National Accounts & Southern Region Operations Manager, ORR Protection Systems
 Fire alarm and suppression systems are installed to protect your business, your people, and your property. Yet, these systems often become irritating problems due to recurring issues like false alarms or costly emergency service calls at inconvenient times. In Fire Alarm System Basics: Operation and Common Problems, you will learn the basics of operation as well as issues you will likely encounter. Learn why these problems seem to persist and what you can do to fix existing issues while avoiding others in the future.

LEARNING OBJECTIVES:

1. Learn to recognize the different fire alarm system signals
2. Gain a more in-depth knowledge of the varying panel types and common circuits associated
3. Learn the common operating sequences of fire alarm systems and suppression systems
4. Distinguish between the different fire alarm system trouble conditions: ground faults, circuit problems, battery problems, and device failures

AUDIENCE: INTERMEDIATE CEU: 0.1

4:10 - 5:30 P.M. Extended Session

Leadership and Career Advancement

W4.16 • Room: 316**Women in Facilities Management 2017**

Presenter(s): Cindy K. Heller, SFP, FMP, Manager, Real Estate Services & Facility Programs, National Security Technologies
Moderator: Naomi Millan, Senior Editor, Building Operating Management Magazine

Linda Green, JD, MPA, Chief Administrative Officer, NYC Department of Education

Kelsey Hirsch, Vice President, Business Development, Sodexo
 The role of women in leadership has been particularly in the spotlight in the last year, opening up a space to closely examine the strengths and peculiarities of women in business. In facilities management, once considered a man's world, long strides have been made in women entering its workforce and attaining leadership positions. And there is still space to continue to move the needle. In this highly-collaborative session, the audience will hear from a panel of women who have achieved much through their careers in facilities management. We will learn about their strategies for success and lessons learned. As a group, we will discuss what it means to be a woman in facilities management today and how to continue to encourage and develop women as they move into and up in their careers.

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AUDIENCE: BEGINNER

CEU: 0.1

4:10 P.M.

Leadership and Career Advancement

W4.21 • Room: 321**Collaborate! How FMs Can Leverage Industry Connections to Deliver Innovation in Their Organization**

Presenter(s): Mike Petrusky, FM Innovator, Kayrell Connections
 Disruptive, complex technical solutions can be difficult to evaluate, leaving FMs feeling overwhelmed by the never-ending need to expand their knowledge base. This session will equip facility managers with practical tools for delivering innovation in their organization by better understanding the latest industry offerings and developing a strategy to implement them. Learn the most effective ways to make a business case for investing in new technologies and innovative solutions and how to make a compelling presentation to the C-Suite.

LEARNING OBJECTIVES:

1. Learn how to build their human network of both fellow FM practitioners and partners to share industry knowledge and experience
2. Gain an understanding of technology tools and learn how to "sell" them internally by leveraging industry resources & product experts
3. Learn to navigate and maximize online resources – industry blogs, videos, webinars, podcasts, and social media channels
4. Gain confidence and improve their ability to curate information and deliver a compelling story to the C-Suite

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

W4.24 • Room: 324

Maintenance and Troubleshooting of LED Lighting

Presenter(s): Eric Bronson, NCQLP, IES-LC, Senior Lighting Specialist, Anixter International

This course will inform lighting practitioners that there will be operational issues with LED lighting, that LED lighting is not “maintenance free.” Failure modes for LED luminaires and their components will be highlighted and LED lighting system and startup issues will also be discussed. LED lighting system maintenance will be defined to include routine inspections and maintenance of LED fixtures and systems.

LEARNING OBJECTIVES:

1. Be able to make lighting practitioners aware that there will be operational issues with LED lighting, and that LED lighting is not “maintenance free”
2. Introduce and discuss LED luminaire failure modes and how to resolve those issues
3. Introduce and discuss LED lighting Systems failure modes and how to resolve those issues
4. Define LED lighting system maintenance including routine inspections and maintenance of LED fixtures and systems

AUDIENCE: BEGINNER

CEU: 0.1

Technology

W4.31 • Room: 331

Inspections: Smarter Processes, Stronger Impact on Asset Costs

Presenter(s): Jeff Thompson, Co-Founder and Executive Director, AwareManager

If you feel like you’re constantly putting out fires at your facility, it may be because your inspection program isn’t achieving its goals. Too often, problems go unnoticed until equipment breaks or customers complain. That’s antiquated facility management. Inspections should be the heart of preventive maintenance. For example, inspections should alert you when critical operations like equipment performance is outside of acceptable ranges, automatically issuing a corrective work order for the right staffer or vendor. This session showcases how leading facilities use inspections today to find, fix and document issues before they negatively impact performance, safety or asset costs.

LEARNING OBJECTIVES:

1. Learn how to use mobile to get critical inspection data in real time, automatically trigger corrective work and make inspections easier
2. Gain new strategies for leveraging inspections to assess important areas of your daily operations – beyond equipment performance
3. Understand the important of value vs. cost when using the information generated by inspections to make repair-or-replace asset decisions
4. Get real world tips on how to set up processes that promote the importance of proactively finding critical issues

AUDIENCE: INTERMEDIATE

CEU: 0.1

Energy

W4.39 • Room: 339

Energy Management: the Human in the Loop Process Control Optimization

Presenter(s): Wim Zeiler, Professor, Building Services, TU Eindhoven

There exists a mismatch between code defined comfort ranges and prevailing comfort conditions in buildings and recent findings suggest that realization of personalized controlled comfort could provide additional flexibility for energy management in buildings. More flexible control and actuation possibilities, dynamic control of building Lighting, Heating, Ventilation and Air conditioning (LHVAC) systems in relation to actual building occupancy comfort profiles presents an opportunity for more efficient use of energy for improvement of occupants comfort. The paper presents the first results from an office building that is been used as a living lab for experiments to optimize the human influence in the process control loop.

LEARNING OBJECTIVES:

1. Learn about the building’s energy flexibility
2. Understand the new control principle of the user-in-the-loop
3. Learn new possibilities for energy conservation by taking the user’s needs as guiding principle
4. Learn about the developments going on in Europe

AUDIENCE: INTERMEDIATE

CEU: 0.1

Maintenance and Operations

W4.41 • Room: 341

Elevator 201: Existing Elevators

Presenter(s): Latrina Hunter, Branch Manager, Fujitec America, Inc.

Presentation specifically dedicated to the upkeep and maintenance of elevator systems with specific emphasis on service life and care, capital planning and modernization.

LEARNING OBJECTIVES:

1. Identification of key systems associated with elevators and potential cost impact to owner/manager
2. Explore levator sevice contract structure and potential costs to owner/manager
3. Review modernization of elevator systems: scope, cost and scheduling

AUDIENCE: INTERMEDIATE

CEU: 0.1

Technology

W4.43 • Room: 343**Moisture in Concrete: Understanding and Addressing It for Roofing and Flooring Applications***Presenter(s): David S. Slick, P.E., Associate Principal, Simpson, Gumpertz & Heger Inc.*

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. Repair of roofing and floor finish failures are typically very costly, time consuming, and disruptive to facility operations. Technology to mitigate moisture in roofing and flooring concrete substrates continues to evolve, while the basic failure mechanisms remain the same. 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.

LEARNING OBJECTIVES:

1. Understand the importance of addressing moisture in concrete substrates for roofing and flooring applications
2. Recognize critical concrete substrate moisture issues that can affect roofing and flooring system performance
3. Identify options to mitigate concrete substrate moisture issues prior to designing or repairing roofing and flooring systems
4. Understand roofing or floor finish repair strategies to address existing conditions and meet performance, operational and budgetary requirements

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

W4.45 • Room: 345**Developing an Effective Scope of Work for Operations & Maintenance Contracts***Presenter(s): Brian Lines, Ph.D., FMP, Assistant Professor, University of Kansas*

Owner organizations often struggle with developing a clear Scope of Work (SOW). In many cases, client SOWs may be vague or lack critical details; other times, requirements are overly prescriptive and limit vendor competition and innovation. Results from twenty years of procurement research will showcase how poor SOWs create a “tumbling dominoes” effect that brings risk to the owner in the areas of project budget, quality of work performed, change orders, schedule impacts, rework, and resource management. This session will identify the (surprisingly simple!) information that results in an effective SOW and provide a template for attendees to use. Other tools that encourage vendor innovation during the bidding process will also be presented, along with case study examples from a variety of projects.

LEARNING OBJECTIVES:

1. Understand how a Scope of Work has a direct impact on the quality of O&M service
2. Identify what information makes a great Scope of Work - and get a template to use on your own contracts!
3. Gain tools to overcome common frustrations when developing a SOW
4. Learn simple strategies to encourage vendor innovation during the bidding stage (which enhances your SOW)

AUDIENCE: INTERMEDIATE CEU: 0.1

Internet of Things

W4.47 • Room: 347**Retrofitting with RTUs and Cellular IoT***Presenter(s): Trevor Strauss, CEO, Behold Controls
Brian Huey, IoT & M2M Business Development - Smart Energy, Smart City, Sprint*

IoT growth in business automation is accelerating Big BAS. Estimates for this market opportunity exceed \$50B driven by low cost, cloud-based applications that can be easily integrated with existing building assets, avoiding expensive capital investments and proprietary systems. This presentation will present two case studies in HVAC retrofits (Commercial Buildings) and grease trap monitoring (Quick Serve Restaurants), discuss the costs / benefits and lessons learned in deployments.

LEARNING OBJECTIVES:

1. Identify Current and Future IoT Applications in Building Automation
2. Present Costs, Benefits and ROI of cellular enabled applications
3. Demonstrate applications of 2G, 3G and 4G LTE cellular in different building automation applications
4. Discuss security and could hosting considerations

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security

W4.49 • Room: 349**A Look Inside Fire Sprinkler Maintenance Programs***Presenter(s): Jason Webb, Director of ITM, National Fire Sprinkler Association*

One of the most important things a facility manager can do to evaluate the condition of their fire sprinkler system is to have internal pipe assessments performed as required by NFPA 25, the Standard for the Inspection, Testing, and Maintenance of Water-Based Fire Protection Systems. In this interactive, informative presentation, attendees will learn about the critical function these internal assessments provide, the steps necessary to comply with fire codes, and what options are available to the facility manager for having this service performed.

LEARNING OBJECTIVES:

1. Learn to describe actions necessary for fire and building code compliance as it relates to internal assessment of fire sprinkler system piping
2. Differentiate between what functions the facility manager can perform and what functions require a fire sprinkler contractor
3. Recognize the purpose of internal assessment of fire sprinkler system piping in terms of preventative maintenance
4. Learn how to develop a comprehensive fire sprinkler system maintenance plan that includes internal pipe assessment

AUDIENCE: BEGINNER CEU: 0.1

Thursday General Session

The Next Generation of Smart Cities and Facilities Management

THURSDAY, MARCH 9 • 8:00 – 8:50 AM

Technology

RG.16 • Room: 316

Presented by:



*Paul Doherty, AIA
President and CEO
the digit group*

As our urban centers continue to become more connected through technology, the future of facilities managers and how we manage buildings will also change. The potential value of integrating buildings and assets into the urban fabric of Smart City initiatives is in the interconnection and interoperability of your data, all powered by 3D real time environment technologies. Join us for an exploration of real world examples of sustainable smart cities in Saudi Arabia, United Arab Emirates, Australia and China that can provide you with frameworks for success that will include increased safety & security, innovative education, disruptive transportation, sufficient food supply chains, quality medical care and an improved quality of life.

LEARNING OBJECTIVES:

1. Understand how currently managing physical assets is focused on individual buildings
2. Review the emergence of information technology solutions
3. Learn how individual buildings are now able to interact with other buildings and spaces
4. Review current projects using these technologies

AUDIENCE: BEGINNER CEU: 0.1

“Today’s world is changing fast with the emergence of Information Technology solutions like the Internet of Things (IoT), Big Data and sensors, where a Facility Manager’s value is no longer limited to an individual building’s performance... but how that building interacts with other buildings and the spaces between those assets.”

— Paul Doherty

Conference Sessions: Thursday

9:00 A.M.

Maintenance and Operations

R1.18 • Room: 318

Here Are the Keys to the Facilities...Now What?

*Presenter(s): Shonte Eldridge, Chief of Special Projects, The Baltimore City Department of Public Works
Jeffrey Brown, Engineering and Infrastructure Director, Cumberland County*

Becoming a facility manager is not the career path most facility managers set out for. Most of those tasked with the responsibility do it as "other duties as assigned," which can lead to uncertainty for what is required of a facility manager and what tasks a facility manager should know quickly to be successful in the first year in the role. This session will provide an overview of the items and tasks a newly appointed facility managers should consider, review and identify to increase their chance of success during the first year in the position.

LEARNING OBJECTIVES:

1. Discuss what actions should be taken during the first year of becoming a facility manager
2. Identify the pitfalls of not taking certain actions during the first year of becoming a facility manager
3. Learn how to decide what facility related issues should proactively be addressed in the year in the position
4. Explain other roles and responsibilities a facility manager will have to fulfill that are not traditionally a facility manager's role

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

R1.21 • Room: 321

The 5 Step Process for Getting Your Facility Budgets Approved

Presenter(s): Nick O'Hare, Director of Marketing, StructureTec
The most common challenge faced by facilities professionals is getting their annual budgets approved. The financial leadership of many organizations perceive the maintenance of their facilities as an overhead cost rather than a cost saving investment. Because of this thinking, maintenance and repairs are often deferred and only funded when operations are affected or safety issues arise. Having a pro-active program to manage costs and maintain your building structures and sites is crucial. This presentation will contend that the real challenge for facility managers is learning how to convey their needs for funding and driving those requests to management.

LEARNING OBJECTIVES:

1. Discuss how to establish relationships
2. Understand how to identify needs
3. Learn how to formulate a solution
4. Explain how to pitch the case

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

R1.24 • Room: 324

Thermal Imaging for Predictive Maintenance and Repair

Presenter(s): Ed Kochanek, Regional Director, FLIR Systems, Inc.
Infrared thermography can contribute significantly to predictive maintenance and repair in facility maintenance programs. Because they visualize heat, thermal imaging cameras are most often tapped for surveys of electrical systems. While this is an important use, thermal imaging cameras are also the perfect tool for HVAC inspections, water intrusion, building envelopes, and more. Cold spots can be indicative of plumbing leaks and insulation voids. In this presentation we'll discuss the wide range of uses for thermal imaging cameras for building operations and facilities maintenance, and provide direction for developing infrared survey programs.

LEARNING OBJECTIVES:

1. Gain an understanding of thermal imaging's role in predictive maintenance, and applications for thermal imaging throughout the facility environment
2. Learn the basics of infrared technology, including where infrared lies on the electromagnetic spectrum and how infrared cameras generally work
3. Receive helpful tips that will aid their understanding of infrared cameras and their proper use for predictive maintenance

AUDIENCE: BEGINNER CEU: 0.1

Energy

R1.27 • Room: 327

The Benefits of the Building Enclosure Commissioning Process

Presenter(s): Robert Golda, Building Enclosure Associate, Horizon Engineering Associates, LLP

Longevity, as defined by something that has a long existence or service, is critical for building envelopes. As technology advances, and methods of construction change, the increased longevity of envelope components must continue to be challenged by the industry. This session helps identify critical factors, which have a direct relationship to the potential longevity for envelope systems, identify and propose enhanced performance criteria to meet these longevity goals, and reset the discussion with the building envelope industry as it relates to the design, engineering, fabrication, and installation of lasting building exterior envelope systems. We also hope to start a dialog on what an acceptable longevity of an envelope should be industry wide.

LEARNING OBJECTIVES:

1. Be able to explain what the building enclosure commissioning involves
2. Attendees will be able to identify key elements to ensuring building enclosure longevity
3. Learn the importance of advancements in the enclosure industry and how it relates to fabrication, assembly and installation
4. Discover where the future of building enclosure technology is heading and how to best use information available now

AUDIENCE: INTERMEDIATE CEU: 0.1

Healthcare Facilities Today

R1.30 • Room: 330**Double Digit Energy Reduction, a Harvard Medical School Case Study***Presenter(s): Peter Stroup, P.E., Director of Facilities, Harvard Medical School*

Energy use reduction has two very distinct benefits, 1 – less demand reduces the production requirement and consequently adverse environmental impacts and 2 – reduces facility energy costs. This session will describe, in depth, the measures taken by Harvard Medical School Facilities Group to attain a 17% reduction in energy use from 2011 through 2016. This case study illustrates the accomplishments in a wet laboratory medical research setting constrained by HVAC requirements. Some examples include air change rate reductions/setbacks, ASHRAE Level II audits, re-commissioning, and continuous commissioning. Proven techniques for success and some of those that failed will be provided in detail.

LEARNING OBJECTIVES:

1. Discuss the entire population of measures considered by Harvard Medical School
2. Review the most and least effective measures undertaken
3. Understand the difficulties encountered in implementing changes and some techniques used to overcome challenges
4. Recap lessons learned

AUDIENCE: BEGINNER

CEU: 0.1

Public Sector Trends

R1.37 • Room: 337**Capital Planning at the Capitol Complex: Developing a Leading Facility Condition Assessment Program***Presenter(s): Nancy Skinkle, AIA, LEED AP, Director of Planning and Project Development, The Architect of the Capitol (AOC)*

Facility leaders can become lost in a sea of assets without identifying a proper course for developing a leading facility condition assessment program. This session will detail how leaders responsible for maintenance, operation, development, and preservation of thousands of assets can establish a Facility Condition Assessment process that supports a superior asset management program. Discover how Architect of the Capitol (AOC) leadership, who are responsible for over 17.4 million square feet of iconic structures, and more than 580 acres of land in Virginia, Maryland, and on Capitol Hill in Washington, DC, are implementing an industry leading Facility Condition Assessment (FCA) program which informs a detailed project development, prioritization and asset management program.

LEARNING OBJECTIVES:

1. Learn how to implement a condition assessment program that, through effective risk based prioritization and consequential analysis, helps one understand conditions, set priorities, and establish a sustainable capital investment strategy
2. Identify the skill required to develop a strong, supportable risk based funding strategy
3. Acquire the ability to identify data from a condition assessment program that informs a wider program / project / asset management requirement
4. Learn to maximize your organization's data metrics to provide knowledge based decisions that maximize your organizations performance

AUDIENCE: BEGINNER

CEU: 0.1

Sustainability

R1.39 • Room: 339**The Greening of Sport Facilities: Lessons Learned***Presenter(s): Stephen P. Ashkin, President, The Ashkin Group, LLC
Jana Brooks, Manager, Event and Tenant Services, Maryland Stadium Authority*

Michael T. Richter, Partner, Environmental Capital Partners
Sports are fun! But running a major sport facility is both exciting and challenging especially considering how closely scrutinized they are by owners, visitors (fans) and the community as a whole. In this session you will hear some of the lessons learned from the greening of sport facilities. Specific examples will be discussed relative to their efforts to reduce energy and water consumption, address waste and recycling, greener cleaning to protect health of players (occupants) and fans (visitors), introduce healthier foods, and more.

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security, Sustainability

R1.41 • Room: 341**Security and Sustainability Synergies and Conflicts Examined in the Whole Building Design Guide***Presenter(s): Richard Paradis, P.E., BSCP. Bd. Cert NCE, Director, Whole Building Design Guide, National Institute of Building Sciences*

More than ever, security and safety in buildings has become a priority to protect people and assets. Simultaneously, buildings must also meet sustainability and energy performance goals. Synergies and conflicts exist between these two design objectives. To achieve the desired high-performance building, these synergies must be applied and the conflicts minimized, while also addressing the other key design objectives. Fortunately, the Whole Building Design Guide (WBDG) was created to help designers do this very thing. The newly designed WBDG website will be discussed along with these design objectives, resources and case studies.

LEARNING OBJECTIVES:

1. Learn the key design objectives in WBDG
2. Understand the synergies and conflicts between security and sustainability
3. Benefit from the resources and case studies found in WBDG
4. Improve their ability to plan, design, operate and maintain buildings by touring the newly designed WBDG website

AUDIENCE: BEGINNER

CEU: 0.1

Maintenance and Operations

R1.43 • Room: 343**Changes in the 2017 National Electric Code***Presenter(s): Mike Leitzel, Electrical Training Specialist, TPC Trainco*

In September 2016, the National Electric Code® adopted a new version. Attend this session to get up to speed on the changes that affect your facility and your workforce, and understand what steps your facility needs to take in order to comply with the new version.

LEARNING OBJECTIVES:

1. Understand the major changes in 2017 NEC
2. Explain what effect the 2017 version will have on workers
3. Identify how facilities can meet compliance
4. Identify key areas that will be pertinent to the participant's specific work

AUDIENCE: BEGINNER

CEU: 0.1

Maintenance and Operations

R1.45 • Room: 345

Importance of Proper Building O&M and Operator Training

Presenter(s): Zach Stern, President and CEO, Elemco Building Controls

Roland Banishita, LEED AP, Building Operator, RGDC

This presentation will cover the value and components of building O&M and operator training. We will briefly discuss the benefits like energy conservation, environmental protection and grid reliability. An outline of actual training components will be given as well as examples of the acceptance of the concept in practice by large cities and prominent trade organizations. Proven results in practical applications will also be discussed.

LEARNING OBJECTIVES:

1. Understand the need for training/education for many levels of building personnel: upper management, decision makers and general educationall for all types of buildings, large, medium and small
2. Review energy use consequences of improper O&M and the ability to recognize "Rough Out" / "Rule of Thumb" quantification of economic benefits of improved O&M practices
3. Learn about trade unions training programs that included information on skills and education
4. Understand the acceptance in principle and practice by large cities, acceptance by trade associations, ASHRAE Std 180

AUDIENCE: ADVANCED CEU: 0.1

Technology

R1.47 • Room: 347

BIM and Facility Management: Finally Starting the Conversation

Presenter(s): Jacob D'Albora, LEED AP BD+C, Technology Leader, RPA Design, P.C.

BIM workflows are becoming more of standard within the AEC community. How do we extract the data from these workflows to execute a more efficient facility and building operation? The presentation will walk through what owners should require from their AEC consultants and then how to implement into their daily operations.

LEARNING OBJECTIVES:

1. Learn the definition of BIM and its current role within the industry
2. Learn what value BIM holds after handover of a project
3. Learn key BIM strategies including standardization of data
4. Explore the future of BIM and FM including IoT and Metadata

AUDIENCE: INTERMEDIATE CEU: 0.1

10:00 A.M.

Maintenance and Operations

R2.18 • Room: 318

Pay Now or Pay Later

Presenter(s): Ken Stack, P.E., LEED AP O+M, Vice President, C&W Services

As an owner, making the right maintenance decisions comes with the question 'pay now or pay later?' Should you spend money now to perform proactive maintenance or is it less expensive to run systems longer – and possibly to failure – to reduce current labor and material expenses? The inflection point of any proactive maintenance decision is not only the cost, but when to incur it.

LEARNING OBJECTIVES:

1. Learn how to define the need for proactive maintenance
2. Identify the proper ratio of RCM and BFM activities against available resources for maintenance
3. Explore methods of gathering data required to make and justify decisions
4. Gain knowledge in methods of demonstrating ROI for your recommendations

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

R2.21 • Room: 321

Business Intelligence for Improved Capital Planning

Presenter(s): William Wingfield, BSME, MBA, CBMI, Senior Consultant, R&K Solutions, Inc.

Each year businesses spend billions of dollars on capital improvements. Multi-million dollar investment decisions are often made without the quantitative data needed to identify costs, and prioritize projects. This session will describe approaches to condition assessments and capital forecasting to produce actionable business intelligence, which may be used to more effectively plan, prioritize and budget capital improvements.

LEARNING OBJECTIVES:

1. Gain an understanding of condition assessments and their value in planning
2. Highlight the various approaches to condition assessments and forecasting
3. Specify condition related key performance indicators and their use in planning
4. Learn how information produced from condition assessments may be used to guide capital planning

AUDIENCE: ADVANCED CEU: 0.1

Maintenance and Operations

R2.24 • Room: 324

Moving O&M Costs Off Balance Sheets, While Increasing Value

Presenter(s): Michael Uhl, Manager - Design and Development, Hitachi Americas - Energy Solutions Division

Most budgets are not increasing at the rate of energy prices or new technology. Energy Service Companies (ESCOs) can help organizations in on-site utility infrastructure. Such help can come in the form of financial investment, data analytics, M&V, equipment upgrades, and compliance reporting. Energy services can provide daily savings, while taking over risks and costs of equipment operation. This presentation will include examples of energy services, O&M savings, and financial arrangements as well as a discussion of distributed energy resources, microgrids, energy efficiency, predictive maintenance planning, and corporate goals. Ways to leverage projects to get additional "wish list" items will be listed.

LEARNING OBJECTIVES:

1. Learn how to incentivize energy service providers by aligning their risk with equipment performance, cost, resilience, and reliability in long term contracts
2. Identify the trade-offs of fixed and variable costs to O&M
3. Understand how microgrid and DERMS solutions provide deep data access of facility operations
4. Identify services within and outside the scope of available data to enhance facility operations, management, or business objectives

AUDIENCE: INTERMEDIATE CEU: 0.1

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Energy

R2.27 • Room: 327**LED, Technology Update and Future Potential***Presenter(s): E. W. Dovel, VP, Public Sector, Orion Energy Systems*

LED lighting is the most exciting development in lighting since Thomas Edison. It is rapidly changing and organizations are trying to develop plans for implementation that are sometimes years behind the technology. This session will detail current capabilities, near future developments and actual execution details.

LEARNING OBJECTIVES:

1. Review a glimpse of the future beyond IoT
2. Review detailed results and capabilities of LED lighting from an actual project
3. Understand definitions helpful to scope development like, lumens/watt DELIVERED, not advertised
4. Name key terms and the importance of the proper use of those terms

AUDIENCE: INTERMEDIATE CEU: 0.1

Healthcare Facilities Today

R2.30 • Room: 330**NFPA 45: Flammable Liquids and Other Hazardous Materials in Laboratories***Presenter(s): Clay Aler, Principal, Koffel Associates*

This presentation will cover hazardous material requirements in laboratories as regulated by NFPA 45. NFPA 45 is the reference standard for fire protection of laboratories and is used to provide basic requirements for the protection of life and property from fire and explosions in laboratories. NFPA 45 establishes limits on hazardous materials and provides criteria to protect laboratory personnel.

LEARNING OBJECTIVES:

1. Review applicable codes and associated terms and definitions used in NFPA 45
2. Understand the scope and application of NFPA 45
3. Learn how to apply NFPA 45 to the classification, design and construction of laboratories
4. Discuss the basic requirements in NFPA 45 for the proper storage, handling and disposal of hazardous materials

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability

R2.37 • Room: 337**Federal Financing 101 for Energy Efficiency and Conservation - Don't Forget About Uncle Sam!***Presenter(s): Josh Cohen, Founder, Polity Partners*

The federal government offers a variety of loan and grant options to finance energy efficiency and conservation measures. Often the programs may not be well known, or the conditions and eligibility criteria may be narrowly defined or seem complicated to navigate. This panel presentation will offer an informative and accessible overview of a number of federal financing programs, focusing primarily on the following three federal agencies: - U.S. Department of Energy (DOE), Office of Energy Efficiency and Renewable Energy (EERE) - U.S. Department of Agriculture (USDA), Rural Development (RD) - U.S. Department of Housing and Urban Development (HUD), Office of Economic Development (OED).

LEARNING OBJECTIVES:

1. Understand the opportunities regarding federal funding
2. Learn about the qualifications for these programs
3. Identify the hurdles to apply for federal programs

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability

R2.39 • Room: 339**Using Efficiency to Afford Improved Indoor Environmental Quality***Presenter(s): Christopher Walinski, Building Operations Manager, Munich Reinsurance America, Inc.*

Increasingly, studies are providing empirical evidence of the health benefits of improving indoor environmental quality. Reports such as Harvard University's, "The Impact of Green Buildings on Cognitive Function," and studies released in areas such as circadian rhythm lighting, show the potential health and productivity benefits to occupants and employers. This conversation will discuss strategies of how facilities can implement some of these improvements while still operating in a manner that is energy efficient and cost conscious.

LEARNING OBJECTIVES:

1. Improve knowledge of the research data highlighting potential health and productivity benefits from multiple studies and for multiple disciplines
2. Learn about or improve knowledge of technologies and processes shown to help achieve these improvements in a cost conscious and energy efficient manner
3. Identify which technologies and processes have been shown to work well together to achieve the combination of desired improvements and maintained efficiency
4. Measure what perceived benefits and feedback was received from actual installations, and lessons learned as far as value, effectiveness, and preference

AUDIENCE: ADVANCED CEU: 0.1

Technology

R2.41 • Room: 341**Managing the Collaborative Workplace***Presenter(s): Rebecca Meier, Channel Development Manager, North America, AVI-SPL*

As research firm Gartner noted in a 2016 market analysis, facilities managers must understand and plan for a dynamic workforce. This includes integrating capabilities like resource scheduling, complex analytics, mobility, and cloud management within the workplace. Two keys to making this shift successful are anticipating the challenges, and understanding the resources available to manage a new technology infrastructure. This presentation will address these challenges, and give examples of companies that took a start-from-scratch approach to their collaboration spaces. Attendees can expect to learn best practices for leading a project that results in a more agile workplace.

LEARNING OBJECTIVES:

1. Learn about collaborative workplace trends so they can anticipate challenges to their responsibilities in managing their facilities
2. Learn why the cloud is the strongest trend in the collaborative work system, and about cloud management resources supporting that system
3. Gain insight into working with consultants and integrators and aligning them with their company's interests
4. Understand why it's important to collect and analyze workplace data to manage digital business in the workplace

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

R2.43 • Room: 343

Everything a FM Needs to Know About Snow & Ice Management

Presenter(s): Allan Davis, CLP, CSP, Vice President, General Building Maintenance, Inc.

Have your key people learn from a Certified Snow Professional with over 35 years of commercial snow & ice management experience. An educated facility manager is much more effective at managing snow and ice events. This presentation will cover the different types of winter precipitation and how each affects decision making. The speaker will help participants gain a better understanding of weather forecasting. The various pricing models you may find when purchasing snow removal services will be discussed as well as the pros and cons of each. You will be able to better understand the nature of snow removal contracting and the shared challenges. Finally, properties of snow will be identified and an overview of the science of melting snow and ice will be discussed.

LEARNING OBJECTIVES:

1. Possess the tools to become active in the snow-event decision making and preparation process
2. Understand the challenges of snow removal contracting
3. State the science of melting snow and ice
4. Explore how to successfully hold the snow removal contractor accountable

AUDIENCE: BEGINNER

CEU: 0.1

Safety and Security, Maintenance and Operations

R2.45 • Room: 345

Unmanned Aircraft Systems (UAS) - Drones, the Good, the Bad, the Ugly

Presenter(s): Travis Moran, Managing Consultant, Navigant
Perhaps the most vexing area of critical infrastructure and facility management security at this particular time is the concept of drones. Drones possess immense beneficial attributes for all types of organizations, while at the same time, they offer a host of differing threat vectors. Drones are elevating the threat level for nearly all levels of security. Whether the threat vector is payload delivery, surveillance, or airborne spoofing, drones have become the true 21st century threat. Attendees will leave with an understanding of FAA Part 107, drone benefits, threats, mitigation strategies and liability and insurance concerns.

LEARNING OBJECTIVES:

1. Discuss FAA Part 107 with regard to hobbyist and commercial drone operations to include
2. Give an overview of the various new and emergent commercial applications for drones
3. Explain the differing threat vectors drones possess
4. Observe the current mitigation techniques for drones

AUDIENCE: INTERMEDIATE

CEU: 0.1

Technology

R2.47 • Room: 347

Implementing BIM for Owners

Presenter(s): T.J. Meehan, AIA, LEED AP, Vice President of Professional Services, CADD Microsystems, Inc.

Are you a building owner or a designer working with them? Are you interested in the BIM movement and how it may positively affect the design, construction, and operations of your facilities? This session will help bring clarity and provide you with some practical next steps. We will spend time discussing BIM

requirements and project execution plans. What are they and what are some valuable tips to creating your own? We will go over methods to converting your as-built drawings into robust BIM models and keeping them up-to-date. Lastly, we will discuss BIM and how it affects O&M.

LEARNING OBJECTIVES:

1. Gain a better understanding of how BIM (Building Information Modeling) applies to owners
2. Learn about the steps to take in order to start implementing BIM in your workflows
3. Understand BIM Requirements, BIM Project Execution Plans, and Levels of Development (LOD)
4. Discover ways to generate BIM models of your facilities

AUDIENCE: INTERMEDIATE

CEU: 0.1

Safety and Security

R2.49 • Room: 349

Pre-emergency Flood Preparedness Planning

*Presenter(s): Tiffany Largey, COO, Flood Risk America
Stephen Gill, CEO, Flood Risk America*

Flooding has been a critical concern for many facilities and businesses, costing billions of dollars in repair and loss of service time. Through this presentation, participants will learn how to actively prepare a facility for a potential flooding emergency. Participants will be educated on how to create a safety plan, flood proof buildings, and how to protect expensive building equipment, such as elevators and mechanical rooms from water damage. This presentation will also include important information on how to obtain FEMA grant funding for a flood loss.

LEARNING OBJECTIVES:

1. Learn how to prepare a facility for a flooding emergency
2. Educate on how to create a safety plan
3. Understand how to flood proof a facility and protect expensive building equipment
4. Review how to obtain FEMA grant funding for flood losses

AUDIENCE: ADVANCED

CEU: 0.1

2:10 P.M.

Technology

R3.37 • Room: 337

Essential FM Technologies

Presenter(s): Jim Turner, Director, Facilities Solutions, Markon Solutions

Technology plays a big role in supporting facility managers in their everyday tasks, operating and maintaining the built environment. It's not unusual for facility managers to be asked to install, implement, and work with a variety of technologies without any prior experience in information technology. This session provides an overview of the current uses of technologies, including building automation systems, CMMS, building information systems, and the IoT, as well as implementation case studies.

LEARNING OBJECTIVES:

1. Learn about 8 essential technologies that FMs are using right now in the field
2. Gain an overview of the features and benefits of FM technology
3. Gather insights on installation and use from case studies
4. Create a road map for justifying FM technology at your organization

AUDIENCE: INTERMEDIATE

CEU: 0.1

Technology

R3.39 • Room: 339**Big Data Analysis: Mining & Analyzing Utility Data into Actionable Insights***Presenter(s): John Lee, Business Analyst, UtiliSave*

In the face of rising energy costs, large energy consumers are looking for new ways to reduce costs and become more efficient. No matter what industry, companies are experiencing a sense of urgency to improve use of time and resources. Mining and analyzing utility big data turns data into actionable insights. Insights that can help make mission critical decisions, such as uncovering savings and refunds in utility billing, locate current inefficiencies, prioritize sustainability efforts to maximize impact, validate savings and efficiency achieved through energy initiatives and provide support for planning, scheduling, maintenance and upgrades.

LEARNING OBJECTIVES:

1. Learn how billing errors, incorrect rate structures, meter billing miscalculations and operational inefficiencies negatively impact their net profit
2. Gain a better understanding of how important accurate data can provide actionable insights. Insights that can help make mission critical decisions
3. Identify the “how, why and where” of big data that provides exciting results in the utility data space
4. Discuss how energy management can help save millions of dollars a year by bringing down costs while improving productivity

AUDIENCE: BEGINNER

CEU: 0.1

Sustainability

R3.41 • Room: 341**4 Steps Towards a Sustainable Building Operation that Requires No Tech or Costs to Implement***Presenter(s): Michael Herod, EMSL, Founder and CEO, GOEFER*

Every building has unique opportunities for sustainable performance and operational efficiency and each occupant has particular levels of involvement or concerns towards change. But there isn't a constant roadmap you can use across all of your buildings. And every certification or new gadget carries different risk. Therefore I want to introduce you to an easy and repeatable four step process that lowers risk, improves performance and will work for your single building or national portfolio. The sustainable journey process you will learn requires no tech or cost, only remembering four terms: Where to? Where from? Who's going? and Which Path?

LEARNING OBJECTIVES:

1. Understand the importance of a strategic system and how it relates to your organization
2. Learn how to discover key stakeholders and how/why you should be included
3. Learn how to leverage their existing team(s) or network to lower risks, time, and costs
4. Improve ability to enact positive change within your building(s)

AUDIENCE: INTERMEDIATE

CEU: 0.1

Leadership and Career Advancement

R3.43 • Room: 343**Information Flow to Front-Line Employees: Where the Rubber Meets the Road***Presenter(s): Neil Crump, CFM, CEFP, Manager, Plant Construction, The University of Texas at Austin*

Front-line employees are the interface between an organization and its customers; insuring those employees are well informed on all aspects of a business is of paramount importance. Too often though, leaders sub-consciously create “in groups” and “out groups” that limit their organization's potential. This presentation is a case study of documented communication problems within a large bureaucracy (physical plant operations of tier-one university). Study group problems were investigated through (1) Activity Theory (academic view of “That's not how we do things around here.”), (2) Leader-Member Exchange Theory (“in groups” and “out groups”) and (3) linear regression of surveys.

LEARNING OBJECTIVES:

1. Examine pitfalls that leaders often fall prey to when attempting to build successful teams
2. Understand group dynamics of an organization and how those dynamics can help—or hurt—that organization
3. Verify concepts that can inspire staff to go “above and beyond” normal duties
4. Analyze survey data most efficiently to improve employee satisfaction

AUDIENCE: INTERMEDIATE

CEU: 0.1

Energy

R3.45 • Room: 345**PACE – A Groundbreaking Method of Financing Building Improvement & Energy Efficiency Projects***Presenter(s): Scott Ringlein, BSME, MSME, Founding Partner, The Energy Alliance Group of North America*

With 5.6 million buildings 50 years or older and technologies over 30 years old, why do 98% of property improvement projects go unfunded? Traditional industrial barriers; lack of capital, poor ROI, and long payback periods. These no longer have to be barriers! Property Assessed Clean Energy (PACE), is an innovative method of funding building improvement and energy efficiency projects. Adopted by 32 states, this paradigm shift in funding allows building owners to utilize a property tax assessment to secure financing. PACE, a non-recourse, fixed rate, and long-term method of financing, can projects while improving a company's bottom line.

LEARNING OBJECTIVES:

1. Understand what PACE financing is, where it is available and the value to property owners
2. Understand what property improvement projects will qualify for PACE financing
3. Learn key due diligence points and understand the process for applying and being approved for funding
4. Understand how the PACE program overcomes traditional barriers through a case study and financial model presented

AUDIENCE: ADVANCED

CEU: 0.1

Technology

R3.47 • Room: 347**Getting the Right Data Out of Your BIM Deliverables***Presenter(s): Jason Kunkel, Senior Applications Specialist, CADD Microsystems*

BIM deliverables—specifically Autodesk Revit models—are becoming the norm for design and construction projects. But are you getting the level of quality and correct data out of your models? This session will cover common types of data that can be collected, the importance of QA/QC during design and construction, and ways you can make sure you get the data you need. Bad data is worse than no data, and if you have bad data from your BIM projects, or scratched your head over the terms COBie, UniFormat, BEP, and others, this session is for you.

LEARNING OBJECTIVES:

1. Understand the importance of having a robust set of BIM requirements documents and supporting documentation
2. Learn how to automatically check for BIM standards in Revit models to speed up their model quality checks
3. Learn about the different points during a building's lifecycle when different classification systems are needed and how to easily track them
4. Gain knowledge about how to generate, collect, and export properly formatted COBie data from directly inside a Revit model

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security

R3.49 • Room: 349**Using Building Design to Reduce the Effects of Terrorist Attack***Presenter(s): Doug Haines, MPSE, CEO, Haines Security Solutions*

Currently buildings are designed for aesthetics and functionality and very rarely with a threat in mind. Security professionals usually get involved in mitigation strategy planning at the end of the design review cycle. In this session we discuss strategies that reduce the effectiveness of terrorist attack. These approaches can be implemented from the beginning of any new building construction or at the on-set of any renovation project. Experience shows us that when security features are incorporated into the design during the initial phases, there is less than a 5% increase versus 25-30% if added later.

LEARNING OBJECTIVES:

1. Learn how to implement security solutions at the beginning of all projects
2. Understand the importance of including all stakeholders in the decision making process from the on-set of any project
3. Learn that they can save both short term and long term
4. Learn when to implement new design strategies and when it's more cost effective not to

AUDIENCE: INTERMEDIATE CEU: 0.1

3:10 P.M.

Maintenance and Operations

R4.37 • Room: 337**Providing Drain Cleaning In-house: Key Considerations***Presenter(s): David Dunbar, Assistant Sales Manager, General Pipe Cleaners*

This seminar is a guide to anyone who has looked at their drain cleaning bills and thought; we could do better for less money ourselves! It focuses on how to make an accurate cost comparison, how to pick facility appropriate equipment, and how to overcome internal resistance to drain maintenance.

LEARNING OBJECTIVES:

1. Learn awareness of the trend of bringing drain cleaning operations in house and the positive affects this decision can have on institutions and corporations
2. Review how to complete an accurate cost analysis comparing outsourced versus in-house operations and how these decisions can effect budgets and corporate long term planning
3. Learn how to purchase drain cleaning and pipe inspection equipment that is appropriate to your facility
4. Analyze how to avoid costly mistakes when purchasing high end equipment

AUDIENCE: BEGINNER

CEU: 0.1

Sustainability

R4.39 • Room: 339**Air Filtration - An Energy Conservation Measure***Presenter(s): Joe Pessa, IAQCP, Region Manager, Dynamic Air Quality Solutions*

Maintaining optimum indoor air quality (IAQ) and creating a healthy, sustainable commercial building often seems to be at odds with minimizing operating and energy costs. Conventional IAQ strategies involve increasing ventilation rates, but more outdoor air comes with a high cost. Moreover, in urban environments, outdoor air today is more polluted than indoor air. Air cleaning and monitoring technologies can be employed to achieve better IAQ with lower energy costs and lower maintenance costs. This session examines case studies that have leveraged technology to improve IAQ while simultaneously dramatically reducing costs.

LEARNING OBJECTIVES:

1. Learn methods for leveraging technology to meet demands for sustainable, high-performance energy efficient facilities
2. Participants will learn about methods for improving efficiency and indoor air quality in commercial buildings
3. Learn how to integrate methods for improving indoor air quality and reducing energy and operating costs
4. Participants will see quantifiable benefits (return on investment and energy savings) citing specific real-world examples

AUDIENCE: INTERMEDIATE

CEU: 0.1

Internet of Things

R4.41 • Room: 341

Using the IIoT to Improve Maintenance Operations

Presenter(s): Brooks Adcock, Mobile Product Planner, Dude Solutions

IIoT is becoming a well-known trend in the manufacturing industry. The buzzword describes the machine to machine communications or the interconnectivity of machines using sensors and Wi-Fi. The trend is increasing due to the major benefits it creates in all parts of manufacturing operations, especially in maintenance of equipment.

LEARNING OBJECTIVES:

1. Optimize your preventive maintenance schedule
2. Identify trends to justify equipment purchases and replacements
3. Explore how to make data-driven decisions for your maintenance operations
4. Discuss how to improve your efficiency and decrease downtime

AUDIENCE: BEGINNER

CEU: 0.1

Maintenance and Operations

R4.43 • Room: 343

How to Write Effective Standard Operating Procedures

Presenter(s): James Barlow, Jr., CMDSM, EMCM, MDP, MDC, President, Mail Systems Management Consultants

Documenting the appropriate steps needed to complete a particular activity or job effectively is an integral part of a successful quality operation. If you have outdated, generic or non-existent written Standard Operating Procedures (SOPs), this presentation will help change that. We will discuss how to write SOPs that are concise and effective for your specific operation so that each step of every task is followed in a proven and effective manner every time. Effective SOPs will result in fewer errors and waste, increased productivity, reduced risk of injury and loss, and meeting service requirements. In addition, training new employees will be less disruptive and more efficient.

LEARNING OBJECTIVES:

1. Explain the benefits of developing and using SOPs
2. Learn how to gather the right information to develop effective SOPs
3. Review how to properly format and clearly write effective SOPs
4. Explore effectively use SOPs in training and auditing for continuous improvement

AUDIENCE: INTERMEDIATE

CEU: 0.1

Maintenance and Operations

R4.45 • Room: 345

Hottest Trends in CMMS

Presenter(s): Greg Perry, CRL, Sr. Consultant, Professional Services, eMaint

The world of CMMS is constantly evolving in order to meet and exceed the increasing demands of facilities maintenance professionals. Persistent research, development and innovation aids in delivering software that improves your return on assets and drives profits to the bottom line. During this session, Greg Perry, CRL, Senior Consultant at eMaint, will give insights on the top trends in CMMS including regulatory compliance, mobile usage, the Internet of Things (IoT) and more.

LEARNING OBJECTIVES:

1. Learn why facilities maintenance professionals use CMMS and CMMS functionality
2. Attendees will engage with the hottest trends in CMMS, such as regulatory compliance, mobile usage and the Internet of Things (IoT)
3. Understand the implications of this technology, and what it means to the changing landscape of the facilities maintenance world
4. Learn ways to apply the power of CMMS within their industry and organization

AUDIENCE: INTERMEDIATE

CEU: 0.1

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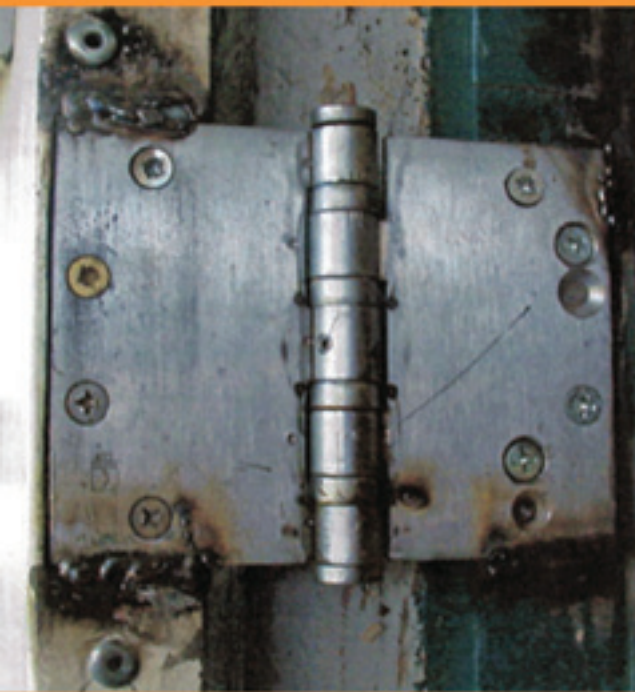
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IFMA Chesapeake Chapter

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www.ifmachesapeake.org

IFMA Chesapeake is the local Mid-Atlantic Chapter for facility management professionals. We provide networking, education, encouragement, certification and professional resources to our members through a variety of programs and events throughout the year. At NFMT Baltimore we are sponsoring two educational sessions and booth #2581. Visit the website www.ifmachesapeake.org for more information.

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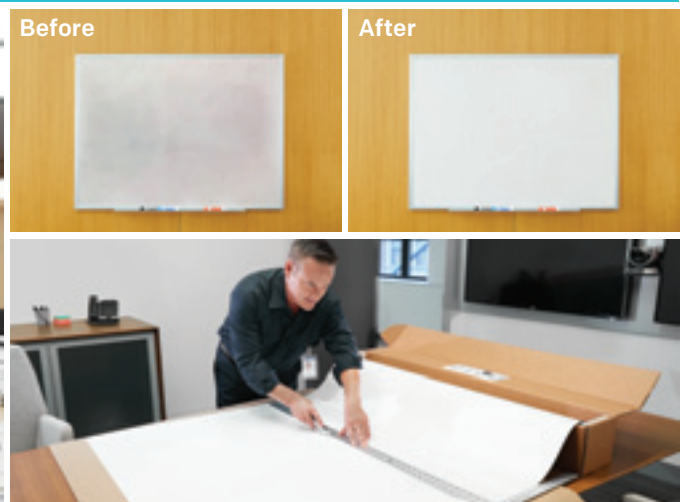
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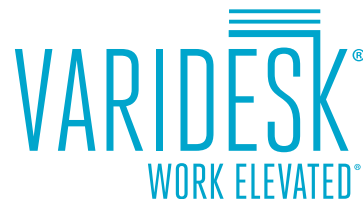
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Since 1989 Wilmot Modular Structures has been an industry leader in the distribution, sales and leasing of portable, prefabricated, mobile offices, custom modular buildings, ground level storage containers, in-plant offices and mezzanine systems. Whether new or used from temporary to permanent structures for administrative offices, conference centers, security applications, locker rooms, or restroom & shower facilities. Turn-key solutions also available!

Wilson Bohannon Lock Co.

Booth# 2155
 621 Buckeye St.
 Marion, OH 43302
 800-382-3639
www.padlocks.com

The Wilson Bohannon Company has been Manufacturing Solid Brass Padlocks made in the USA Since "1860". "WB" padlocks are built to withstand the toughest weather conditions for a lifetime. WB padlocks are available Keyed Alike, Keyed Different, Master Keyed and even keyed to your existing Manufactures Key in most cases.

Witmer Group, The

Booth# 2449
 1003 Cornerstone Drive
 Mount Joy, PA 17552
 717-653-1428
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 have 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# 1812
 4147 N Ravenswood Ave.
 Chicago, IL 60613
 773-832-0200
www.wizardsoftware.net

Wizard Software is the premier provider of productive and simple-to-use IWMS software for enterprise workgroups. Delivered cloud-based on premise, we offer integrated and mobile solutions for managing real property assets, maintenance, capital projects and finance.

ZOO Fans Inc.

Booth# 2144
 1650 38th St.
 Boulder, CO 80301
 855-966-3267
www.zoofans.com

Improve Comfort + Lower Operating Costs + Reduce Carbon Footprint. Variable speed ZOO Fans gently mix the air eliminating hot and cold spots. The temperature at floor level is much more comfortable and HVAC systems run less. Comfort goes up, energy costs go down. Save up to 20-40% on your energy bill. Visit us at www.zoofans.com

ZTS Inc.

Booth# 2238
 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.

Exhibitors by Product Categories

ACOUSTICAL SOLUTIONS/ SOUND MASKING

Allied Window, Inc.	2579
DuctSox	2139
FrontRow	1310
Horton Automatics	2638
Overly Door Co.	2655
Serge Ferrari North America	2620
SuperGreen Solutions	2635

ADA PRODUCTS

APCO Sign Systems	1612
ASSA ABLOY	2009
Bobrick Washroom Equipment Inc.	1901
Chicago Faucets	2614
Door Closer Service Co. Inc.	2662
Dyson Airblade	2438
Ecoglo/Access Products	1600
Excel Dryer	1817
Fried Brothers Inc.	1726
Horton Automatics	2638
Howard Industries	2214
Kroy Sign Systems	2663
Marks USA	2613
Murdock MFG	1825
Oasis International	1507
Pavement Corporation	2670
Precision Concrete Cutting	2368
ProSiteAudit	2409
Safety Technology International, Inc. (STI)	1105
Viking Electronics	1824

AIR SYSTEMS

Airius LLC	1823
Alfa Laval	1705
Aquatherm	1605
BirdBuffer LLC	2387
Cold Point Corp.	1723
Daikin Applied	1816
DuctSox	2139
Ductz International	2473
Interior Maintenance Company Inc.	2141
Johnson Controls - Family of Brands	1923
MIC Lighting	2509
Multitherm Coils LLC	2611
Nortec Humidity	2026
Owens Corning	2632
Steril-Aire Inc.	2317
ZOO Fans Inc.	2144

ARCHITECTURAL AND ENGINEERING SERVICES

2-D As-Built Floor Plans	2696
AIA Baltimore	2557
AMS CAD + CAFM Solutions	1407
ARMM Associates Inc.	2240
Avetta (formerly PICS Auditing)	2416
CADapult FM	2622
Critical Power Testing & Maintenance	1725

Data Center Solutions	2544
Electrical Safety Specialists	1712
EMG	2647
Hager Companies	2650
HydroCorp	1801
IFMA Chesapeake Chapter	2581
ISES Corporation	2631
Jensen Hughes	1107
Leading Edge Safety LLC	2464
National Institute of Building Sciences	2683
Owens Corning	2632
Palestra Group Communications	2415
PDQ Manufacturing	2459
PS Doors	2384
Reuter & Hanney Inc.	2562
Reynolds Building Solutions	2295
Sodexo	2484
Specialized Pipe Technologies	2244
Vertical Systems Analysis Inc.	1511

AUDIO VISUAL

FrontRow	1310
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BACK-UP POWER

ASCO	2109
Batteries Plus Bulbs	2465
Blue Team Restoration	2551
DN Tanks	2038
RCI Technologies East	1941
Rosendin Electric, Inc.	1939
Trystar	1622

BENCHMARKING

Elliott Affiliates Ltd.	2654
Gordian	2499
ISES Corporation	2631
MD/DC APPA	2656
Quadlogic Controls Corp.	2442

BIRD/PEST CONTROL

Avian Flyaway Inc.	1729
Bell Bird Control	2375
BirdBuffer LLC	2387
Bird-B-Gone Inc.	2553
Feather Free Zone	1628

BOILERS/WATER HEATERS

ABM	2526
Alfa Laval	1705
APTech Group Inc.	2246
Guardian CSC	2685
Multitherm Coils LLC	2611
Navien Inc.	2626
Northeastern Supply Inc.	1604
ONICON Inc.	1413
Sam DeSanto Co., Inc.	2649
Sussman Electric Boilers	1913
Test Products International	1510
Weil-McLain	1624

BUILDING AUTOMATION/ SYSTEM INTEGRATION

AUTOBRINE, The Cope Company Salt	2687
Automated Logic Corp.	2401
Axis Communications	2625
Belimo Americas	2629
Buildpulse Inc.	1529
CADapult FM	2622
Carrier Corporation	2501
Chesapeake Controls Inc.	2389
Computrols	2350
Continental Control Systems LLC	2547
CyberLock Inc.	2678
Door Closer Service Co. Inc.	2662
FacilityConneX	1311
Fluke Corporation	2031
FreeAxez LLC	2231
Hubbell Control Solutions	2251
Keyper Systems	2552
Knott Mechanical	2364
M3T Corporation	2609
Miller Edge Inc.	2454
Mircom Group of Companies	1911
Monnit	1410
NUUO Inc.	1312
Obvius	1411
ONICON Inc.	1413
PDQ Manufacturing	2459
Quadlogic Controls Corp.	2442
Qube Space	2226
Reliable Controls Corp. USA	2421
Reliance Detection Technologies	1727
Sapling Company Inc.	1623
Schneider Electric	1304
Site 1001, Inc.	1927
Sodexo	2484
Standard Calibrations, Inc.	2136
Suppression Systems Inc.	1204
Trane	2022
Tri-M Group LLC	2271
Viconics Technologies Inc.	1416

BUILDING RESTORATION

2-D As-Built Floor Plans	2696
A-1 Flood Tech	2468
Accella Polyurethane	2342
AcryLabs	2531
Apogee Enterprises Inc.	2558
Applied Comfort Products Inc.	2349
Belbien	2667
Belfor Property Restoration	2471
Bell Bird Control	2375
Blue Team Restoration	2551
BULLDOG Roof Restoration Coatings	2568
CentiMark Corporation	2584
Connectrac	2122
DaVinci Roofscapes	2648
Ductz International	2473

Eastern Diversified Services Inc.	2345
Empire Today®	2565
Envirobrite	2445
FLIR Systems Inc.	1916
Gaco Western	2627
GSM Roofing	2369
Industrial Caulk & Seal Inc.	2697
J. Reynolds & Co., Inc.	2450
KOSTER American Corp.	1611
Leading Edge Safety LLC	2464
North American Roofing Services Inc.	2258
PBI Restorations	2462
Reynolds Building Solutions	2295
SELECT Hinges/SELECT Products Ltd.	2550
ServiceMaster NCR	2642
SERVPRO	2563
Specialized Pipe Technologies	2244
Square Scrub	1500
Sunbelt Rentals	1805
SuperGreen Solutions	2635
SureCrete Design Products	2426
TNE Franklin	2569
Tremco Roofing and Building Maintenance	2045
Unlimited Restoration Inc.	2365
Witmer Group, The	2449

BUILDING SERVICE CONTRACTING

Able Engineering Services	1516
ACP Facility Services	1827
Avetta (formerly PICS Auditing)	2416
Cleaning Services Group	2343
Data Center Solutions	2544
Eastern Diversified Services Inc.	2345
Elliott Affiliates Ltd.	2654
Extrutech Plastics Inc.	1517
Fire & Life Safety America Inc.	2469
Interior Maintenance Company Inc.	2141
North American Roofing Services Inc.	2258
RRC Consulting Group Inc.	2147
Schneider Electric	1304
Square Scrub	1500
Vertical Systems Analysis Inc.	1511

CARPET/CARPET FIBER/ CARPET CARE

A-1 Flood Tech	2468
ACP Facility Services	1827
Andersen Co., The	2488
BRAVO! Building Services Inc.	2330
Cleaning Services Group	2343
Empire Today®	2565
Gabriel First Corp.	1700
Matting By Design	2474
MilliCare By EBC Carpet Services	2221
Proform	2446
ServiceMaster NCR	2642
SERVPRO	2563
Square Scrub	1500

Stanley Steemer International	2151
TNE Franklin	2569
Whittaker Co., RE	2049

CEILINGS

Extrutech Plastics Inc.	1517
Parkland Plastics	2444
SkyVac USA	2516

CHEMICALS: MAINTENANCE/CLEANING

APTech Group Inc.	2246
Gabriel First Corp.	1700
Mobile-Shop Co.	1706
Morton Salt	2688
NALCO Water, an Ecolab Company	2536
Rust-Oleum	1625
SureCrete Design Products	2426
Tri-Chem	1701
United Soybean Board	2148
Veritiv	2571
WD-40 Co.	2040
Whittaker Co., RE	2049

COMMUNICATIONS TECHNOLOGY

archSCAN LLC	2636
FiberPlus, Inc.	1419
FreeAxez LLC	2231
FrontRow	1310
Monico, Inc.	2623
Palestra Group Communications	2415
Post-it® Brand	2674
Powerful Signal	2514
ServiceBench	1412
Viking Electronics	1824
WaterSignal	1800
Wizard Software Solutions	1812

CONSTRUCTION SUPPORT SERVICES

2-D As-Built Floor Plans	2696
Applied Comfort Products Inc.	2349
archSCAN LLC	2636
ARMM Associates Inc.	2240
ASI-American Specialties Inc.	2371
Avetta (formerly PICS Auditing)	2416
Belco Pipe Restoration	2123
Blue Team Restoration	2551
Cleaning Services Group	2343
Digging & Rigging, Inc.	2608
Eastern Diversified Services Inc.	2345
EMG	2647
National Fire Sprinkler Association	1121
Precision Concrete Cutting	2368
Reuter & Hanney Inc.	2562
SERVPRO	2563
Sodexo	2484
Vertical Systems Analysis Inc.	1511
VFS Fire & Security Services	1112

Wilnot Modular Structures Inc.	1822
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CONSULTING

2-D As-Built Floor Plans	2696
ABCO Fire, LLC	1122
AMS CAD + CAFM Solutions	1407
APCO Sign Systems	1612
archSCAN LLC	2636
Bell Bird Control	2375
CE Maintenance Solutions LLC	2037
Chambersburg Waste Paper Co.	2475
Critical Power Testing & Maintenance	1725
Electrical Safety Specialists	1712
Elliott Affiliates Ltd.	2654
EPAC Software Technologies Inc.	2543
Facilities Survey Inc.	1220
Gabriel First Corp.	1700
Gordian	2499
HydroCorp	1801
IFMA Chesapeake Chapter	2581
ISES Corporation	2631
Kee Safety Inc.	1811
Lewellyn Technology	1505
National Institute of Building Sciences	2683
NTT Training	1711
PBI Restorations	2462
Potter Electric Signal Company LLC	1113
QSI Facilities	1518
Qube Space	2226
Reynolds Building Solutions	2295
RRC Consulting Group Inc.	2147
Spacesaver	2436
Special Pathogens Laboratory	2570
Standard Calibrations, Inc.	2136
TPC Trainco Inc.	2321
Unlimited Restoration Inc.	2365
WaterSignal	1800

CONTROL SYSTEMS

Buildpulse Inc.	1529
C.N. Robinson Lighting Supply Co.	1917
Computrols	2350
CyberLock Inc.	2678
Emacx Systems, Inc.	2533
Envirobrite	2445
FrontRow	1310
Kenall Lighting	2138
Keyper Systems	2552
Kidde Fire Systems	2601
Monnit	1410
NUUO Inc.	1312
PcVue Inc.	1405
RAB Lighting	2249
Rain Bird Corp.	2273
Sapling Company Inc.	1623
Standard Calibrations, Inc.	2136
Trane	2022
Viconics Technologies Inc.	1416

DESIGN/BUILD/ENGINEERING

BFPE International	2115
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DETECTION/DIAGNOSTIC EQUIPMENT

CleanAlert LLC	1627
Crowcon Detection Instruments	1716
FLIR Systems Inc.	1916
General Pipe Cleaners/General Wire Spring Co.	1601
Kidde Fire Systems	2601
Monnit	1410
Parker Hannifin - Sporlan Division	1912
Reliance Detection Technologies	1727
Viking Group, Inc.	1111
WaterSignal	1800
ZTS Inc.	2238

DOCUMENT SCANNING

ARC Technology Solutions	2010
archSCAN LLC	2636
Easi File	2621

DOORS/DOOR HARDWARE

Apogee Enterprises Inc.	2558
ASI - Marathon Doors/Bob's Overhead Doors	2451
ASI-American Specialties Inc.	2371
ASO Safety Solutions Inc.	2556
ASSA ABLOY	2009
Belbien	2667
Caplan Bros. Glass	2661
Construction Specialties Inc.	2363
Craftmaster Hardware	2559
CyberLock Inc.	2678
Detex Corp.	1513
Door Closer Service Co. Inc.	2662
Extrutech Plastics Inc.	1517
Fried Brothers Inc.	1726
Hager Companies	2650
Horton Automatics	2638
Lockmasters Inc.	2658
M3T Corporation	2609
Marks USA	2613
Marvin Windows and Doors	2651
Miller Edge Inc.	2454
Overly Door Co.	2655
PDQ Manufacturing	2459
PS Doors	2384
SALTO Systems	2555
SELECT Hinges/SELECT Products Ltd.	2550
TimeMaster	2478
Total Security Solutions	2455
TownSteel Inc.	2657

DRAIN CLEANING

Belco Pipe Restoration	2123
Electric Eel Mfg. Co. Inc.	1724
General Pipe Cleaners/General Wire Spring Co.	1601
Knott Mechanical	2364
Specialized Pipe Technologies	2244

ELECTRICAL DISTRIBUTION

ABM	2526
Bopat Electric Co., Inc.	2467
Bosch	2537
Capital Tristate	2331
FreeAxez LLC	2231
HyLite LED Lighting	1606
Reuter & Hanney Inc.	2562
Rosendin Electric, Inc.	1939
Salisbury by Honeywell	2470
Socomec, Inc.	1522
Starline	1728
Survey Data Information, LLC	1527
Tri-M Group LLC	2271
Trystar	1622
WESCO National Retail Group	2644

ELEVATORS/ESCALATORS

Belbien	2667
Reechcraft Inc.	2001
Schindler Elevator Corp.	1810
Test Products International	1510
Vertical Systems Analysis Inc.	1511

ENERGY - RENEWABLE

Airus LLC	1823
ARMM Associates Inc.	2240
Bosch	2537
CentiMark Corporation	2584
Continental Control Systems LLC	2547
DN Tanks	2038
Hunt Consulting	2641
Paradise Energy Solutions	2351
Pennoni	1626
Pfister Energy Inc.	2520
Powerstar	1313
REC Solar	2545
SolarCity	2337
SuperGreen Solutions	2635
WGL Energy	2320

ENERGY MANAGEMENT SYSTEMS

American Energy Services, LLC	2585
Bosch	2537
C&W Services	1504
Capital Tristate	2331
Carrier Corporation	2501
Chesapeake Controls Inc.	2389
Computrols	2350
Continental Control Systems LLC	2547
Dude Solutions	2016
Electro Industries/GaugeTech	1722
Emacx Systems, Inc.	2533
FacilityConnex	1311
Hunt Consulting	2641
Infor	1317
Lighting Breakthroughs	2521
Nortec Humidity	2026

PRODUCT CATEGORIES • NFMT DIRECTORY 2017

Obvius	1411
OEO Energy Solutions	2237
Orion Lighting	2316
Panoramic Power	1423
Paradise Energy Solutions	2351
Pennoni	1626
Powerstar	1313
Quadlogic Controls Corp.	2442
REC Solar	2545
Reynolds Building Solutions	2295
SATEC Inc.	1512
Socomec, Inc.	1522

ENERGY MONITORING

Alban CAT Power Systems	2603
American Energy Services, LLC	2585
Chesapeake Controls Inc.	2389
Continental Control Systems LLC	2547
Electro Industries/GaugeTech	1722
Emacx Systems, Inc.	2533
FacilityConneX	1311
Fluke Corporation	2031
IDEAL Industries Inc.	2515
Obvius	1411
Panoramic Power	1423
PcVue Inc.	1405
Powerstar	1313
Quadlogic Controls Corp.	2442
REC Solar	2545
SATEC Inc.	1512
Socomec, Inc.	1522
SOMAX Inc.	1418
Starline	1728
Triacta Power Solutions LP	1826
VFS Fire & Security Services	1112

ENERGY PRODUCTS AND SERVICES

Accella Polyurethane	2342
AEE Baltimore	2457
Airius LLC	1823
Alban CAT Power Systems	2603
Allied Window, Inc.	2579
American Energy Services, LLC	2585
Auburn Manufacturing Inc.	2269
Automated Logic Corp.	2401
Belimo Americas	2629
Bosch	2537
Building Operator Certification	2260
Capital Tristate	2331
Carlisle SynTec Systems	2254
CHB Industries Inc.	2236
Covestro	2548
Cummins	2367
DN Tanks	2038
Duct & Vent Cleaning of America Inc.	2243
Electro Industries/GaugeTech	1722
Emacx Systems, Inc.	2533
EMG	2647
Envirobrite	2445
Flextronics (Lusio) Lighting	1718

Hunt Consulting	2641
HyLite LED Lighting	1606
ISAVE Team	1523
LED Living Technology	2437
Lighting Breakthroughs	2521
Obvius	1411
OEO Energy Solutions	2237
Orion Lighting	2316
Panoramic Power	1423
Paradise Energy Solutions	2351
Pennoni	1626
Pepeco & Delmarva Power C&I Energy Savings Program	2633
Pfister Energy Inc.	2520
Powerstar	1313
Pure Air Control Services, Inc.	2230
REC Solar	2545
RRC Consulting Group Inc.	2147
SATEC Inc.	1512
SemaConnect	2546
Starline	1728
Steril-Aire Inc.	2317
SuperGreen Solutions	2635
Sylvania	2047
Trane	2022
Tremco Roofing and Building Maintenance	2045
WESCO National Retail Group	2644
WGL Energy	2320
ZOO Fans Inc.	2144

ENVIRONMENTAL SERVICES/PRODUCTS/IAQ

A-1 Flood Tech	2468
Able Engineering Services	1516
AirPac Inc.	2036
Automated Logic Corp.	2401
Busch Systems International Inc.	2431
C.N. Robinson Lighting Supply Co.	1917
Chambersburg Waste Paper Co.	2475
Dexerials America Corp.	2247
Duct & Vent Cleaning of America Inc.	2243
DuctSox	2139
Eastern Diversified Services Inc.	2345
EMG	2647
Ex-Cell Kaiser, LLC	2336
Garland Co. Inc., The	2140
HydroCorp	1801
Interior Maintenance Company Inc.	2141
ISAVE Team	1523
MilliCare By EBC Carpet Services	2221
Pepeco & Delmarva Power C&I Energy Savings Program	2633
Pure Air Control Services, Inc.	2230
RRC Consulting Group Inc.	2147
SemaConnect	2546
ServiceMaster NCR	2642
Sodexo	2484
Steril-Aire Inc.	2317
TRITechnologies, Ltd.	1618
Unlimited Restoration Inc.	2365
US Flood Control Corp.	2279
ZOO Fans Inc.	2144

EXIT SIGNS

APCO Sign Systems	1612
Batteries Plus Bulbs	2465
C.N. Robinson Lighting Supply Co.	1917
Ecoglo/Access Products	1600
Fried Brothers Inc.	1726
Kroy Sign Systems	2663
National Marker Company	2586
Safety Technology International, Inc. (STI)	1105
Veolia Environmental Services	1610

EXTERIOR BUILDING SYSTEMS

AcryLabs	2531
Apogee Enterprises Inc.	2558
Avian Flyaway Inc.	1729
BASF Corporation	2137
BULLDOG Roof Restoration Coatings	2568
OMG Roofing Products	2127
Porous Pave Inc.	2133
PS Doors	2384
RM Lucas Company	2447
SemaConnect	2546
Serge Ferrari North America	2620
TimeMaster	2478
Versico Roofing Systems	1616
Witmer Group, The	2449

FILTRATION

Chardon Laboratories Inc.	2348
CleanAlert LLC	1627
Ductz International	2473
Guardian CSC	2685
Natural Choice Corp.	2248
Oasis International	1507
RCI Technologies East	1941

FIRE PROTECTION SYSTEMS

BFPE International	2115
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FIRE SAFETY

ABCO Fire, LLC	1122
AGF Manufacturing Inc.	1120
Commercial Fire Hydrant Service	2285
Data Center Solutions	2544
Durham MFG	1926
Edwards Detection & Alarm	2502
Fire & Life Safety America Inc.	2469
Fireline Corp.	2027
ICB/TABB	2023
Jensen Hughes	1107
Kidde Fire Systems	2601
Kinetix Fire & Life Safety Experts	2564
Mircorm Group of Companies	1911
National Fire Protection Association	1124
National Fire Sprinkler Association	1121
Orr Protection Systems Inc.	2427
Potter Electric Signal Company LLC	1113
Safety Technology International, Inc. (STI)	1105
Suppression Systems Inc.	1204
Vector Security	2039

VFS Fire & Security Services	1112
Viking Group, Inc.	1111
VSC Fire & Security, Inc.	2146
Westminster Fire Extinguisher Services, Inc. ...	1110
ZTS Inc.	2238

FLEET MANAGEMENT

ASI - Marathon Doors/Bob's Overhead Doors .	2451
BROWZ	2481
eMaint Enterprises	2031
EPAC Software Technologies Inc.	2543
Infor	1317
Keyper Systems	2552
Polaris Industries	2225
United Soybean Board	2148

FLOORING

A-1 Flood Tech	2468
Andersen Co., The	2488
CentiMark Corporation	2584
Connectrac	2122
Construction Specialties Inc.	2363
Dexerials America Corp.	2247
Empire Today®	2565
FreeAxez LLC	2231
Garland Co. Inc., The	2140
Industrial Caulk & Seal Inc.	2697
KOSTER American Corp.	1611
Matting By Design	2474
MilliCare By EBC Carpet Services	2221
New Pig Corp.	2420
Niagara Machine Inc.	2479
Polycoat Products	1937
Porous Pave Inc.	2133
Proform	2446
Rust-Oleum	1625
Square Scrub	1500
Stanley Steamer International	2151
TNE Franklin	2569
Tri-Chem	1701
Whittaker Co., RE	2049

FURNITURE/FURNISHING MATERIALS

Atlas Chairs & Tables	2645
Caplan Bros. Glass	2661
CORT	2263
Davies Office Inc.	2209
Easi File	2621
EthoSource LLC	2646
Glasdon Inc.	2126
Post-it® Brand	2674
Serge Ferrari North America	2620
Spacesaver	2436
VARIDESK	1931

GENERATORS

Alban CAT Power Systems	2603
Cummins	2367
RCI Technologies East	1941

HOUSEKEEPING PRODUCTS EQUIP.

Andersen Co., The	2488
Busch Systems International Inc.	2431
Ex-Cell Kaiser, LLC	2336
Excel Dryer	1817
Glasdon Inc.	2126
Proform	2446
SkyVac USA	2516
Stanley Steemer International	2151
Veritiv	2571

HVAC

AAA Complete Building Services, Inc.	2245
Able Engineering Services	1516
ABM	2526
Aceto Corp.	2041
Airius LLC	1823
AirPac Inc.	2036
Alfa Laval	1705
Applied Comfort Products Inc.	2349
APTech Group Inc.	2246
Aquatherm	1605
Baltimore Aircoil Co.	1922
Belco Pipe Restoration	2123
Belimo Americas	2629
BRAVO! Building Services Inc.	2330
Carrier Corporation	2501
Chardon Laboratories Inc.	2348
CleanAlert LLC	1627
Cold Point Corp.	1723
Daikin Applied	1816
DN Tanks	2038
Duct & Vent Cleaning of America Inc.	2243
Ductz International	2473
ICB/TABB	2023
IDEAL Industries Inc.	2515
ISAVE Team	1523
Johnson Controls - Family of Brands	1923
Knott Mechanical	2364
LogCheck	2572
Morin Distribution	2671
Multitherm Coils LLC	2611
NALCO Water, an Ecolab Company	2536
Nortec Humidity	2026
Northeastern Supply Inc.	1604
Owens Corning	2632
Parker Hannifin - Sporlan Division	1912
Pure Air Control Services, Inc.	2230
QSI Facilities	1518
Radiant Electric Heat	2253
Reliable Controls Corp. USA	2421
RIDGID	1519
Sam DeSanto Co., Inc.	2649
Steril-Aire Inc.	2317
Survey Data Information, LLC	1527
Sussman Electric Boilers	1913
TEMP-AIR	2149
Test Products International	1510
Trane	2022
Viconics Technologies Inc.	1416

WD-40 Co.	2040
Weil-McLain	1624
ZOO Fans Inc.	2144

HVAC COMMISSIONING SERVICES

Buildpulse Inc.	1529
Johnson Controls - Family of Brands	1923
Multitherm Coils LLC	2611
Tri-M Group LLC	2271
Viconics Technologies Inc.	1416

HVAC/AIR DISTRIBUTION/HUMIDIFICATION

Munters Corporation	2511
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INSULATION

Accella Polyurethane	2342
Auburn Manufacturing Inc.	2269
BASF Corporation	2137
Carlisle SynTec Systems	2254
Covestro	2548
Gaco Western	2627
ISAVE Team	1523
Owens Corning	2632
Polycoat Products	1937
Versico Roofing Systems	1616

INTERNET OF THINGS

Axis Communications	2625
Blue Book Network, The	1316
Craftmaster Hardware	2559
Daikin Applied	1816
eMaint Enterprises	2031
Facilities Survey Inc.	1220
FiberPlus, Inc.	1419
Fluke Corporation	2031
IDEAL Industries Inc.	2515
Lighthouse.io Inc.	1319
Monico, Inc.	2623
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NUUO Inc.	1312
OSCRE International	2666
PcVue Inc.	1405
ProSiteAudit	2409
QSI Facilities	1518
ServiceBench	1412
Site 1001, Inc.	1927
SOMAX Inc.	1418
Survey Data Information, LLC	1527
Triacta Power Solutions LP	1826
Veritiv	2571
Weil-McLain	1624
WESCO National Retail Group	2644

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SemaConnect	2546
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Avian Flyaway Inc.	1729
Cargill Deicing Technology	2355
Feather Free Zone	1628
Horizon Distributors	2408
Morton Salt	2688
O'Leary Asphalt Inc.	2374
Porous Pave Inc.	2133
Rain Bird Corp.	2273
Reechcraft Inc.	2001
Sunbelt Rentals	1805
TAMKO Building Products Inc.	2327
Tracked Lift Inc.	1717

LIFTS/LADDERS

Leading Edge Safety LLC	2464
Lift-Rite	2385
Little Giant Ladder Systems	2668
Reechcraft Inc.	2001
Tracked Lift Inc.	1717

LIGHTING

American Energy Services, LLC	2585
Batteries Plus Bulbs	2465
Bopac Electric Co., Inc.	2467
C.N. Robinson Lighting Supply Co.	1917
Capital Tristate	2331
Dyson Airblade	2438
Eaton	2637
Energetic Lighting	2643
Envirobrite	2445
Flextronics (Lusio) Lighting	1718
Hubbell Control Solutions	2251
Hunt Consulting	2641
Hylite LED Lighting	1606
IR-TEC America Inc.	1828
Kenall Lighting	2138
LED Living Technology	2437
Light Efficient Design	2347
Lighting Breakthroughs	2521
MIC Lighting	2509
OEO Energy Solutions	2237
Orion Lighting	2316
Pepco & Delmarva Power C&I Energy Savings Program	2633
RAB Lighting	2249
Rosendin Electric, Inc.	1939
Spring City Electrical	2346
Sylvania	2047
Veolia Environmental Services	1610
WESCO National Retail Group	2644

MAINTENANCE PRODUCTS/SERVICES

AAA Complete Building Services, Inc.	2245
Able Engineering Services	1516
ABM	2526
Aceto Corp.	2041
ACP Facility Services	1827
AMS CAD + CAFM Solutions	1407
Andersen Co., The	2488
Baltimore Aircoil Co.	1922
BirdBuffer LLC	2387

Bird-B-Gone Inc.	2553
BRAVO! Building Services Inc.	2330
Building Operator Certification	2260
Busch Systems International Inc.	2431
C&W Services	1504
CADaput FM	2622
Caplan Bros. Glass	2661
Case Snow Management, Inc.	2487
CE Maintenance Solutions LLC	2037
Chambersburg Waste Paper Co.	2475
Chardon Laboratories Inc.	2348
CHEM LINK	2549
CleanAlert LLC	1627
Cleaning Services Group	2343
Critical Power Testing & Maintenance	1725
Daikin Applied	1816
DDP Roofing Services, Inc.	2616
Dude Solutions	2016
Easi File	2621
Electric Eel Mfg. Co. Inc.	1724
Electrical Safety Specialists	1712
eMaint Enterprises	2031
Empire Today®	2565
EPAC Software Technologies Inc.	2543
Ex-Cell Kaiser, LLC	2336
Facilities Survey Inc.	1220
Feather Free Zone	1628
Fire & Life Safety America Inc.	2469
FLIR Systems Inc.	1916
Garland Co. Inc., The	2140
General Pipe Cleaners/General Wire Spring Co.	1601
GSM Roofing	2369
Horizon Distributors	2408
Hylite LED Lighting	1606
ICB/TABB	2023
Infor	1317
Interior Maintenance Company Inc.	2141
J. Reynolds & Co., Inc.	2450
Kee Safety Inc.	1811
Keyper Systems	2552
Lewellyn Technology	1505
Lighting Breakthroughs	2521
LogCheck	2572
Maintenance Connection	1910
Matting By Design	2474
MilliCare By EBC Carpet Services	2221
Mobile-Shop Co.	1706
National Fire Sprinkler Association	1121
North American Roofing Services Inc.	2258
O'Leary Asphalt Inc.	2374
OMG Roofing Products	2127
Panoramic Power	1423
Parker Hannifin - Sporlan Division	1912
Pavement Corporation	2670
PotholeRepair.com	2686
Precision Concrete Cutting	2368
Proform	2446
Pure Air Control Services, Inc.	2230
QSI Facilities	1518
Rain Bird Corp.	2273
Reechcraft Inc.	2001

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Reuter & Hanney Inc.	2562
RIDGID	1519
RM Lucas Company	2447
SealMaster	2574
SELECT Hinges/SELECT Products Ltd.	2550
SkyVac USA	2516
SMS Assist	1629
SOMAX Inc.	1418
Stanley Steamer International	2151
Staples Business Advantage	2370
Sylvania	2047
Test Products International	1510
TMA Systems LLC	2222
Total Asphalt Technology	2362
Tracked Lift Inc.	1717
Tri-Chem	1701
TRITechnologies, Ltd.	1618
United Soybean Board	2148
Vector Security	2039
VFS Fire & Security Services	1112
WD-40 Co.	2040
Wilson Bohannon Lock Co.	2155
Wizard Software Solutions	1812
ZTS Inc.	2238

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ASI - Marathon Doors/Bob's Overhead Doors .	2451
Chambersburg Waste Paper Co.	2475
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Durham MFG	1926
DYMO Industrial Labeling	2527
EthoSource LLC	2646
iSIGNS Inc.	2218
Lift-Rite	2385
Miller Edge Inc.	2454
OEO Energy Solutions	2237
Saw Trax Mfg. Co., Inc.	2378
Spacesaver	2436
TNE Franklin	2569
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Wilmot Modular Structures Inc.	1822

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Craftmaster Hardware	2559
EthoSource LLC	2646
Howard Industries	2214
iSIGNS Inc.	2218
Staples Business Advantage	2370
TimeMaster	2478
TRITechnologies, Ltd.	1618

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SERVICES**

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ASI-American Specialties Inc.	2371
BRAVO! Building Services Inc.	2330

C&W Services	1504
CE Maintenance Solutions LLC	2037
CORT	2263
Dude Solutions	2016
Elliott Affiliates Ltd.	2654
IFMA Chesapeake Chapter	2581
Lewellyn Technology	1505
Lighthouse.io Inc.	1319
Monico, Inc.	2623
Palestra Group Communications	2415
SMS Assist	1629
Wizard Software Solutions	1812

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AcryLabs	2531
Belbien	2667
BULLDOG Roof Restoration Coatings	2568
Covestro	2548
Gaco Western	2627
GSM Roofing	2369
KOSTER American Corp.	1611
Parkland Plastics	2444
Polycoat Products	1937
RM Lucas Company	2447
Rust-Oleum	1625
SealMaster	2574
SureCrete Design Products	2426
TAMKO Building Products Inc.	2327

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Industrial Caulk & Seal Inc.	2697
KOSTER American Corp.	1611
Niagara Machine Inc.	2479
O'Leary Asphalt Inc.	2374
Pavement Corporation	2670
Porous Pave Inc.	2133
PotholeRepair.com	2686
Precision Concrete Cutting	2368
ProSiteAudit	2409
Rose Paving LLC	2267
SealMaster	2574
SureCrete Design Products	2426
Total Asphalt Technology	2362
TRITechnologies, Ltd.	1618
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Electric Eel Mfg. Co. Inc.	1724
ePIPE Restoration	2344
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Knott Mechanical	2364
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Natural Choice Corp.	2248
Northeastern Supply Inc.	1604
Oasis International	1507
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Reliance Detection Technologies	1727
RIDGID	1519
Sam DeSanto Co., Inc.	2649
Specialized Pipe Technologies	2244
Survey Data Information, LLC	1527
Sussman Electric Boilers	1913
Viking Group, Inc.	1111
WD-40 Co.	2040
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AirPac Inc.	2036
Applied Comfort Products Inc.	2349
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Unlimited Restoration Inc.	2365

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Bopat Electric Co., Inc. 2467
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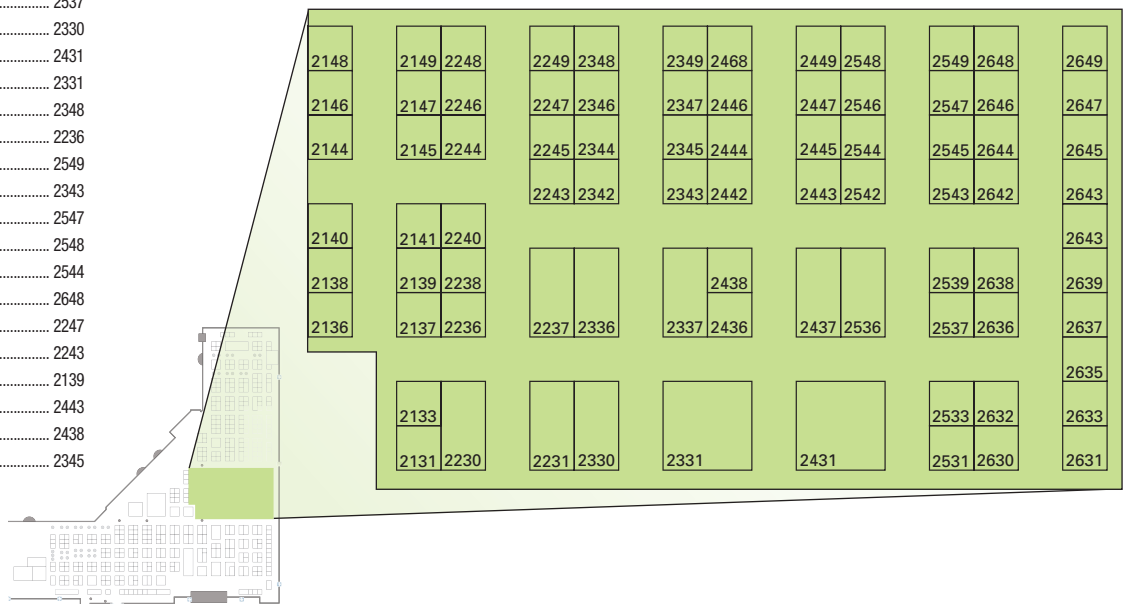
GREENTECH EXHIBITORS

AAA Complete Building Services, Inc.	2245
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AcryLabs Inc	2531
Applied Comfort Products, Inc.	2349
APTech Group, Inc.	2246
archSCAN, LLC	2636
ARMM Associates Inc	2240
Atlas Chairs & Tables	2645
BASF Corporation	2137
Bosch	2537
Bravo! Group Services	2330
Busch Systems International, Inc.	2431
CapitalTristate	2331
Chardon Laboratories, Inc.	2348
CHB Industries Inc.	2236
CHEM LINK	2549
Cleaning Services Group	2343
Continental Control Systems LLC	2547
Covestro	2548
Data Center Solutions	2544
DaVinci Roofscapes	2648
Dexerials America Corp.	2247
Duct & Vent Cleaning of America Inc	2243
DuctSox Corp.	2139
Duro-Last Roofing, Inc.	2443
Dyson Airblade	2438
Eastern Diversified Services, Inc.	2345

Eaton	2637
Emacx Systems, Inc.	2533
EMG	2647
Energetic Lighting	2643
Envirobrite	2445
EPAC Software Technologies, Inc.	2543
ePipe Restoration	2344
EthoSource LLC	2646
Ex-Cell Kaiser, LLC	2336
F.A. Taylor & Son Inc.	2448

Flex Membrane International Corp.	2542
FreeAvez LLC	2231
Garland Company Inc., The	2140
GridNavigator	2539
Horton Automatics	2638
Hunt Consulting	2641
Interior Maintenance Company Inc	2141
ISES Corporation	2631
Kenall Lighting	2138
LED Living Technology	2437
Light Efficient Design	2347
Nalco Water, an Ecolab Company	2536
Natural Choice Corporation	2248
OEO Energy Solutions	2237
OSRAM Sylvania, Inc.	2131
Owens Corning	2632
Parkland Plastics	2444
Pepco & Delmarva Power C&I Energy Savings Program	2633
Porous Pavé, Inc.	2133
Proform	2446
Pure Air Control Services, Inc.	2230
Pure Water Technology of Central PA, Inc.	2639

Quadlogic Controls Corp.	2442
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SemaConnect	2546
ServiceMaster NCR	2642
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SolarCity	2337
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Standard Calibrations, Inc.	2136
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VSC Fire & Security, Inc.	2146
WESCO National Retail Group	2644
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Building Services Pavilion

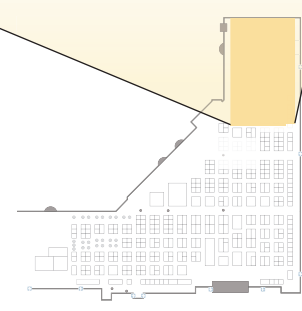
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You'll find: Building Service Contractors, Building Restoration, Bird/Pest Control, Maintenance Products/Services, Snow and Ice Removal.

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A-1 Flood Tech	2468	LogCheck	2572
Air Cleaning Technologies, Inc.	2684	Matting By Design	2474
Allied Window, Inc.	2579	Metpar Corp.	2665
American Energy Services, LLC	2585	Morin Distribution	2671
Anderson Co., The	2488	Morton Salt	2688
Arisfor LLC	2373	National Marker Company	2586
ASI - American Specialties Inc.	2371	National Roofing Contractors Assoc. (NCRA) ..	2588
Auburn Manufacturing Inc.	2269	Niagara Machine, Inc.	2479
AUTOBRINE, The Cope Company Salt	2687	O'Leary Asphalt, Inc.	2374
Barclay Water Management, Inc	2480	Palmer Asphalt Company	2568
Batteries Plus Bulbs	2465	Pavement Corporation	2670
Belbien	2667	PBI Restorations	2462
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NFMT Expo

From building technologies to education and training to utility vehicles to signage and more, you'll find answers to your building optimization questions.

NFMT EXHIBITORS

Able Engineering Services	1516
ABM	2526
Aceto Corp.	2041
ACP Facility Services, Inc.	1827
Airius LLC	1823
AirPac Inc.	2036
Alban CAT Power Systems	2603
Alfa Laval	1705
APCO Sign Systems	1612
Aquatherm	1605
ARC Technology Solutions	2010
ARMM Associates Inc.	2240
ASCO	2109
Automated Logic Corp.	2401
Avetta (formerly PICS Auditing)	2416
Avian Flyaway, Inc.	1729
Axis Communications, Inc.	2625
Baltimore Aircoil Co.	1922
Belco Pipe Restoration	2123
Belimo Americas	2629
BFPE International	2115
Bobrick Washroom Equipment Inc.	1901
Building Operator Certification	2260
BuildPulse Inc.	1529
C&W Services	1504
C.N. Robinson Lighting	1917
CADapult FM	2622
Carrier Corporation	2501
CE Maintenance Solutions LLC	2037
Chatsworth Products, Inc.	2508
CHB Industries, Inc.	2236
Chicago Faucets	2614
CleanAlert, LLC	1627

Club Car	2309
Cold Point Corp	1723
Connectrac	2122
Critical Power Testing & Maintenance	1725
Crowcon Detection Instruments, Ltd	1716
Daikin Applied	1816
Davies Office Inc.	2209
DDP Roofing Services, Inc.	2616
Detex Corp.	1513
Digging & Rigging, Inc.	2608
DN Tanks	2038
Dude Solutions	2016
Durham MFG	1926
DYMO Industrial Labeling	2527
Easi File	2621
Ecoglo/Access Products.	1600
EcoStar LLC	2554
Edwards Detection & Alarm	2502
Electric Eel Mfg. Co. Inc.	1724

Electrical Safety Specialists	1712
Electro Industries / GaugeTech	1722
eMaint Enterprises	2031
Excel Dryer Inc	1817
Extrutech Plastics	1517
Feather Free Zone	1628
FiberTite Roofing Systems by Seaman Corp. ...	2617
Fireline Corp.	2027
Flextronics (Lusio) Lighting	1718
FLIR Systems Inc.	1916
Fried Brothers Inc.	1726
Gabriel First Corp	1700
Gaco Western	2627
General Pipe Cleaners/General Wire Spring Co. ...	1601
George Mason University Learning Solutions ...	2153



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Glasdon Inc.	2126	NTT Training	1711
Global Energy Services	2619	Oasis International	1507
Horizon Distributors	2408	OMG Roofing Products	2127
Howard Industries	2214	Orion Lighting	2316
Hylite LED Lighting	1606	Orr Protection Systems Inc.	2427
ICB/TABB	2023	OSCRE	2666
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IFMA (International Facilities Management Association)	2583	Parker Hannifin - Sporlan Division	1912
IFMA Chesapeake Chapter	2581	Pennoni	1626
IR-TEC America Inc.	1828	Pfister Energy Inc.	2520
ISAVE TEAM	1523	Polaris Industries	2225
item America	1613	Polycoat Products	1937
Johnson Controls - Family of Brands	1923	Power Plus	1804
Kidde Fire Systems	2601	Powerful Signal	2514
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Lewellyn Technology	1505	ProSiteAudit	2409
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Mircorm Group of Companies	1911	Reliance Detection Technologies	1727
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Monico Inc.	2623	Rosendin Electric, Inc.	1939
Multitherm Coils LLC	2611	Rust-Oleum	1625
Munters Corporation	2511	Sapling Company, Inc.	1623
Murdock MFG	1825	SATEC Inc.	1512
National Institute of Building Sciences	2683	Schindler Elevator Corp.	1810
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New Pig Corp.	2420	Scranton Products	1710
Nortec Humidity	2026	Serge Ferrari North America	2620
Northeastern Supply Inc.	1604	Site 1001, Inc.	1927

SkyVac USA	2516	Triacta Power Solutions LP	1826
SMS Assist	1629	Tri-Chem	1701
Socomec, Inc.	1522	TRITechnologies, Ltd.	1618
Specialized Pipe Technologies	2244	Trystar, Inc.	1622
Square Scrub	1500	VARIDESK	1931
Stanley Steemer International	2151	Vector Security, Inc.	2039
Starline	1728	Veolia Environmental Services	1610
Steril-Aire Inc.	2317	Versico Roofing Systems	1616
Stewart Signs	1506	Vertical Systems Analysis Inc.	1511
Sunbelt Rentals	1805	Viking Electronics	1824
SureCrete Design Products	2426	WaterSignal	1800
Survey Data Information, LLC	1527	WD-40 Company	2040
Sussman Electric Boilers	1913	Weil-McLain	1624
Sylvania	2047	Werres Corporation	1617
TAMKO Building Products Inc.	2327	WGL Energy	2320
Test Products International	1510	Whittaker Co., RE	2049
TMA Systems LLC	2222	Wilmot Modular Structures	1822
TPC Trainco Inc.	2321	Wilson Bohannon Lock Co.	2155
Tracked Lift Inc.	1717	Wizard Software Solutions	1812
Trane	2022	ZTS, Inc.	2238
Tremco Roofing and Building Maintenance	2045		

Fire Protection and Detection Pavilion

Discover a range of notification systems, alarms, life safety and suppression technologies that detect and protect against fire in a variety of facilities, while meeting applicable codes to protect building occupants.

You'll find: Fire Safety, Detection/Diagnostic Equipment, Security/Access Control, Training/Education, Safety Products, Exit Signs, ADA Products

FIRE PROTECTION & DETECTION EXHIBITORS

ABCO Fire, LLC	1122
AGF Manufacturing Inc.	1120
JENSEN HUGHES	1107
National Fire Sprinkler Association	1121
National Fire Protection Association	1124
Potter Electric Signal Company LLC	1113
Safety Technology International, Inc. (STI)	1105
VFS Fire & Security Services	1112
Viking Group, Inc.	1111
Westminster Fire Extinguisher Services, Inc.	1110

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	2327	2426	2427	2526	2527	2626	2627		
					2625				
2221	2320	2321	2420	2421	2520	2521	2620	2621	2623
							2621	2619	
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				2415	2514	2515	2614	2615	
								2613	
2209	2309	2408	2409	2508	2511	2610	2611		
					2509	2608	2609		
								2603	
			2401	2501	2502	2601			

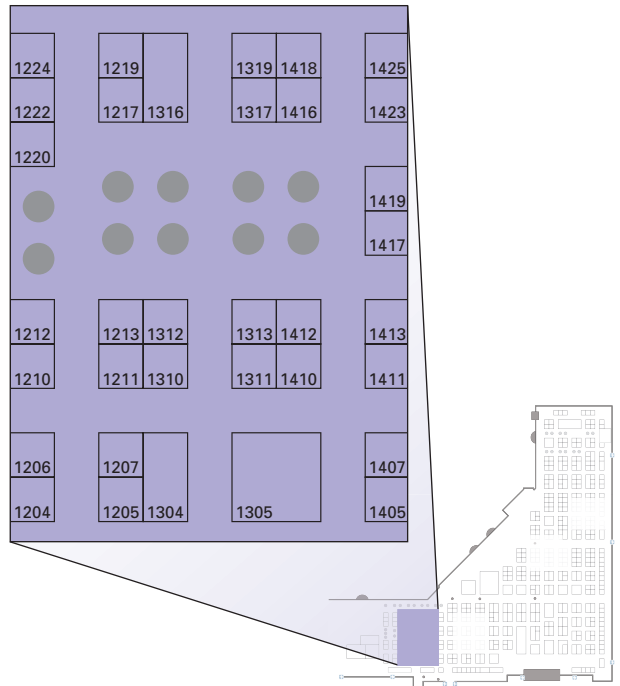
The Internet of Things Pavilion

Discover how web-enabled technology, smart systems and sensors, and integration can exchange data, optimize control and improve the performance of the business enterprise.

You'll find: Energy Monitoring, HVAC, IOT, Building Automation/System Integration, Control Systems, Energy Monitoring & Management Systems, Internet Services/E-Commerce, Wiring & Cabling

IOT EXHIBITORS

AMS CAD + CAFM Solutions	1407	Monnit	1410
Blue Book Network, The	1316	NUUO Inc.	1312
Building System Design	1212	Obvius	1411
Dematic Sprocket	1417	ONICON Inc.	1413
Eurotech, Inc.	1224	Panoramic Power	1423
Facilities Survey Inc.	1220	PcVue, Inc.	1405
FacilityConneX	1311	Powerstar	1313
FiberPlus, Inc.	1419	Schneider Electric	1304
Frontrow	1310	ServiceBench	1412
Infor	1317	SOMAX Inc.	1418
Lighthouse.io Inc.	1319	Suppression Systems Inc.	1204
		Viconics Technologies, Inc.	1416



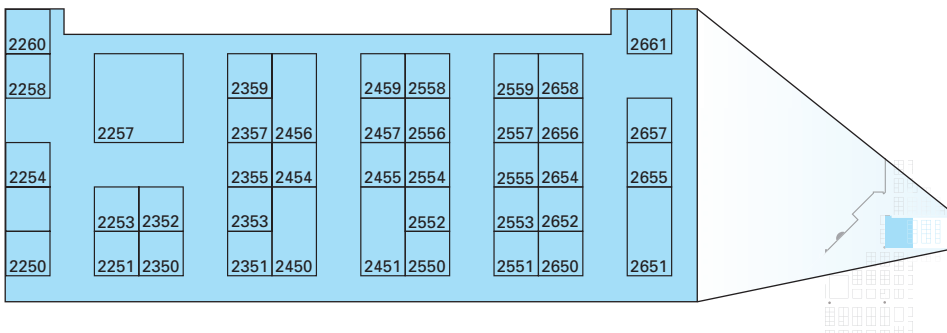
Openings Pavilion

This collection of door, window and building exterior solution providers showcase the latest developments in enhancing building exterior resilience, energy efficiency and security.

You'll find: Security/Access Control, Doors & Door Hardware, Safety Products, Windows/Window Technology, Roofing, Roof Coatings, Exterior Building Systems

OPENINGS EXHIBITORS

AEE Baltimore	2457	Elliott Affiliates Ltd.	2654
AIA Baltimore	2557	GE Construction Coatings and Sealants	2250
Apogee Enterprises Inc.	2558	Hager Companies	2650
ASI Marathon Doors/Bob's Overhead Doors	2451	Hubbell Control Solutions	2251
ASO Safety Solutions Inc.	2556	J. Reynolds & Co., Inc.	2450
Bird-B-Gone Inc.	2553	Keyper Systems	2552
Caplan Bros. Glass	2661	Lockmasters Inc	2658
Cargill Deicing Technology	2355	MD/DC APPA	2656
Carlisle SynTec Systems	2254	Marvin Windows and Doors	2651
Computrols	2350	Miller Edge Inc.	2454
Constellation	2357	National Compressor Exchange Inc.	2359
Craftmaster Hardware	2559	North American Roofing Services Inc.	2258
EcoStar LLC	2554	Overly Door Company	2655
		Paradise Energy Solutions	2351
		PDQ Manufacturing	2459
		Phoenix Sales & Marketing Inc.	2652
		Radiant Electric Heat	2253
		SALTO Systems	2555
		SELECT Hinges/SELECT Products Ltd.	2550
		Total Security Solutions	2455
		TownSteel Inc.	2657



Expo Hall

There's so much to see and do in the NFMT Expo!
Here's your guide to make the most of your time.

EDUCATION AND EXPLORATION

FIRESIDE CHATS • Booth 2395

Networking, education, answers ... you can find it all at the NFMT booth. Hear from our speakers as they discuss trends in leadership, technologies and career development with the editorial staff of *Building Operating Management* and *Facility Maintenance Decisions* magazines. Join the conversation and choose from the following topics:

Tuesday, March 7

- 12:30 p.m. Managing Different Generations in the Workplace
- 2:30 p.m. Creating Energy Efficient Organizations

Wednesday, March 8

- 11:30 a.m. What Facility Managers Need to Know about Future Trends for Grounds Management
- 1:30 p.m. Effectively Implementing Change Management

Thursday, March 9

- 11:30 a.m. Technology and Facilities Management
- 12:30 p.m. The Importance of a Facility Master Plan

QuickFire Theater • Booth 1630

Take your seat for quick, incisive presentations by leading equipment and service providers, designed to get you up to speed with the latest technology and trends directly from the vendors. Complete details can be found on page 12-13 of the directory:

Tuesday, March 7

- 12:30 p.m. Steam Coil Cleaning: The Hot New Thing
- 1:00 p.m. Air-cooled vs. Water-cooled Chillers
- 1:30 p.m. DexArmor: The Future of Floor Maintenance
- 2:00 p.m. Got Risk? View, Track & Manage Your Fire & Life Safety Inspection Reports With Ease
- 2:30 p.m. Mobile Building Management Systems
- 3:00 p.m. Understanding Floor Joint Repairs

Wednesday, March 8

- 11:30 a.m. Securely Managing Your Facility's Assets from Floor to Fleet
- 12:00 p.m. Implementing NFPA 70E 2015 for Arc Flash Safety
- 12:30 p.m. Quick Payback: How Energy Incentives Reduce Your Bottom Line
- 1:00 p.m. Maintenance Management Software and the Internet of Things
- 1:30 p.m. Interactive Dashboards to Manage Facilities Information
- 2:00 p.m. Solutions for Safer Roads and Walkways during Winter from Cargill Deicing Technology

Thursday, March 9

- 11:30 a.m. Roofing 101 with DDP Roofing Services, Inc.
- 12:00 p.m. Eliminate Drain Stink-Bugs and Trap Primers
- 1:00 p.m. Condition-Based Maintenance Solutions

SELF-GUIDED TOURS OF THE EXPO

When you're exploring the facility industry's largest expo hall, a road map can come in handy. That's why we've developed a self-guided tour of the expo and organized our exhibitors into key industry and technology segments. Choose from the following pavilions:

- Building Services
- Openings
- Greentech
- Internet of Things
- Fire Protection/Detection
- NFMT

For more information, turn to page 102 of the directory, and be sure to pick up a copy of the Self-Guided Tour Map at the main NFMT Expo entrance.

FUN STUFF

VIP Patrol

Are you a Very Important Person? Or are you wearing a Very Important Pin? Either way, you could win \$50 on the spot just for wearing this year's NFMT pin, so be sure to pick yours up at the registration counters and make sure it's visible while you're in the expo. One winner will be spotted every half hour during expo hours.

\$1,000 Daily Cash Drawing • Booth 1100

Tues. @ 3:45 p.m. / Wed. @ 2:45 p.m. / Thurs. @ 1:45 p.m.

Sponsored by:



POLARIS



New Pig

What would you do with \$1,000 cash? With a little luck, you'll find out at one of the three NFMT Daily Cash Drawings, held each afternoon at the Main Stage. Complete the ballot in your tote bag and have it validated at each of our sponsors, Polaris at booth #2225 and New Pig booth #2420. You must be present to win; see your ballot for the complete list of rules. Best of luck!

NECESSITIES

Charging Stations • Booth 1300

Sponsored by:

GARDIAN



DRY ERASE SURFACE



Don't let a low battery be a drain on your time at the show – stop by the Charging Stations located in the 1300 aisle to give your phone or tablet a boost.

NFMT Café

Concession stands are located inside the expo hall. The hours of operation are:

- 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.

Lunch Coupons

Attendees, locate your \$8 lunch coupon in your tote bag and use it any NFMT Café throughout the expo hall for refreshments at a reduced rate!



Welcome to NFMT Members!

We are excited to have you join us at NFMT 2017! We hope you are taking advantage of all your membership has to offer.

BEFORE NFMT

NFMT Handouts Available Now for Members Only!

Members, log in right now to the NFMT Insider website to view and print any available sessions handouts.

DURING NFMT

Avoid Lines - Pick up your Badge on Monday Afternoon

Member Lounge on the Exhibit Floor — Booth #2689

The Lounge is open during expo hours all three days and is the place to pick up your shirt, grab a refreshment, eat your lunch or do some work.

Drink Coupons at Opening Night Reception

Members Only Shirt — Booth #2689

Member Breakfast — Thursday 7:00 a.m. Room 329

Join us Thursday at 7:00 a.m. in Room 329 for a light breakfast and the chance to meet other NFMT Members.

AFTER NFMT

Conference Videos

As an NFMT Member you'll receive exclusive access to full conference video sessions filmed right here in Baltimore. The 24 conference videos from this event will be posted for members by March 28.

Past Event Video Library

In addition to the 24 plus videos filmed at NFMT 2017, members have access to over 100 previously filmed events including NFMT Orlando, NFMT Vegas and High-Performance Buildings and Workplaces. 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 past 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 High-Performance Buildings in Dallas, TX, May 17-18 and NFMT Orlando, November 14-15.

THE FOLLOWING SESSIONS WILL BE FILMED FOR NFMT MEMBERS:

Tuesday

8:00 a.m.

TG.16 Balancing Act: How to Hold Steady in a Fast-Paced FM World

9:00 a.m.

T1.21 9 Mistakes FM Professionals Make

T1.45 Construction Data: Today, Tomorrow & Beyond

10:00 a.m.

T2.21 New International Standards for the Facility Management Industry

T2.45 Integrated Digital Turnover: Successfully Collecting FM Data Throughout Construction

11:00 a.m.

T3.21 Change Management Within Facilities Management

T3.45 Leveraging a CMMS to Drive Business Decisions

Wednesday

8:00 a.m.

WA.16 Learning Lab: Reviewing Your ADA Plan

WB.16 Learning Lab: How to Document Your Team's Success

9:00 a.m.

W1.39 Innovative Workplaces and WELL Certification

W1.45 Protect, Detect, Respond

10:00 a.m.

W2.39 What LEED v4 Commissioning Means To You

W2.45 Leveraging Electronic Counter Measures in Active Shooter Incidents

3:10 p.m.

W3.39 Solar Photovoltaics – Comprehensive Implementation for your Facility

W3.45 The Convergence of Physical and Digital Security

4:10 p.m.

W4.39 Energy Management: the Human in the Loop Process Control Optimization

W4.45 Developing an Effective Scope of Work for Operations & Maintenance Contracts

Thursday

8:00 a.m.

RG.16 The Next Generation of Smart Cities and Facilities Management

9:00 a.m.

R1.39 The Greening of Sport Facilities: Lessons Learned

R1.45 Importance of Proper Building O&M and Operator Training

10:00 a.m.

R2.39 Using Efficiency to Afford Improved Indoor Environmental Quality

R2.45 Unmanned Aircraft Systems (UAS) - Drones, the Good, the Bad, the Ugly

2:10 p.m.

R3.39 Big Data Analysis: Mining & Analyzing Utility Data into Actionable Insights

R3.45 PACE – A Groundbreaking Method of Financing Building Improvement & Energy Efficiency Projects

3:10 p.m.

R4.39 Air Filtration - An Energy Conservation Measure

R4.45 Hottest Trends in CMMS

Don't worry there is still time to become a member before you leave Baltimore. If you are interested in becoming a member please visit booth #2689 for more information or to join today for only \$99!

Ad Index

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ASCO	2109.....	C4
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Ex-Cell Kaiser, LLC	2336.....	093
IDEAL Industries Inc.	2515.....	027
LogCheck	2572.....	021
Natural Choice Corp.	2248.....	071
New Pig Corp.....	2420.....	007
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Polaris Industries.....	2225.....	003
Post-It® Brand.....	2674.....	085
<i>School Planning & Management / College Planning & Management</i>	2380.....	057
SELECT Hinges / SELECT Products Ltd.....	2550.....	069
Serge Ferrari North America.....	2620.....	087
Site 1001, Inc.....	1927.....	077
Sodexo	2484.....	009
Special Pathogens Laboratory	2570.....	089
Staples Business Advantage	2370.....	035
Starline	1728.....	031
TownSteel Inc.	2657.....	083
VARIDESK.....	1931.....	017
Versico Roofing Systems	1616.....	043
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FAQ

Show Concierge

Visit us near the entrance to the expo hall for all of your show needs:

- Additional directories
- General show questions, comments, and feedback

Coat and Bag Check

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

Tuesday 7:00 a.m. – 5:30 p.m.

Wednesday 7:00 a.m. – 7:00 p.m.

Thursday 7:00 a.m. – 4:30 p.m.

Concession Stand Hours

Concession stands are located inside the expo hall. Special exhibitor-only hours during move-in. Specific counter hours may vary – please refer to 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 2018

Every 2017 exhibiting company is assigned a time to select space for the 2018 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 the 1100 aisle.

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.

Wireless Internet

The Baltimore Convention Center offers complimentary wireless internet within the common areas of the Center. Wi-Fi is not available in the conference session or the expo hall.

Shuttle Service

Shuttle service is available from the Camden Yards-Lot C parking lot to the Pratt Street entrance of the convention center.

Tuesday 7:00 a.m. – 6:00 p.m.

Wednesday 7:00 a.m. – 7:00 p.m.

Thursday 7:00 a.m. – 5:00 p.m.








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BUILDING OPERATING MANAGEMENT'S NFMT[®]2017

National Facilities Management & Technology • Baltimore

Attendee Resources

-  Charging Stations Booth #1300
-  Enter to Win \$1,000 Cash Prize Drawing
- Polaris Booth #2225
- New Pig Corp. Booth #2420
-  NFMT Café Tables
-  Natural Choice Corp. Water Station
-  QuickFire Theater. Booth #1630
-  Restrooms
-  Redeem \$8 Lunch Coupons

Expo Floor Highlights

-  Main Stage Booth #1100
- NFMT Member Lounge Booth #2689
- NFMT Fireside Chats Booth #2395
- NFMT Continuing Education Booth #2679

Platinum Sponsor Booths

- Club Car Booth #2309
- WD-40 Co. Booth #2040



Expo Hall Hours

Tuesday

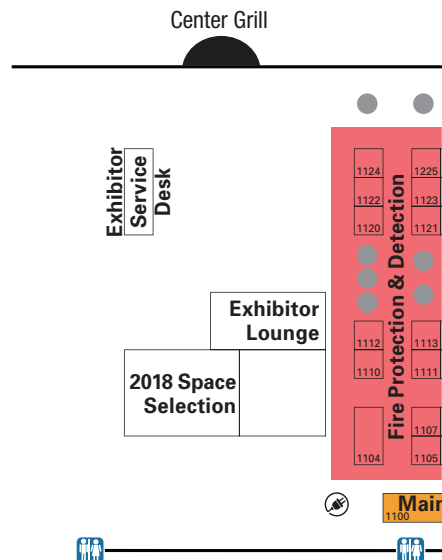
Noon – 4:00 p.m. Expo Hall Open
 12:30 – 3:30 p.m. QuickFire Sessions at Booth#1630
 3:45 p.m. \$1,000 Cash Prize Drawing

Wednesday

11:00 a.m. – 3:00 p.m. Expo Hall Open
 11:30 – 2:30 p.m. QuickFire Sessions at Booth#1630
 2:45 p.m. \$1,000 Cash Prize Drawing

Thursday

11:00 a.m. – 2:00 p.m. Expo Hall Open
 11:30 – 1:30 p.m. QuickFire Sessions at Booth#1630
 1:45 p.m. \$1,000 Cash Prize Drawing

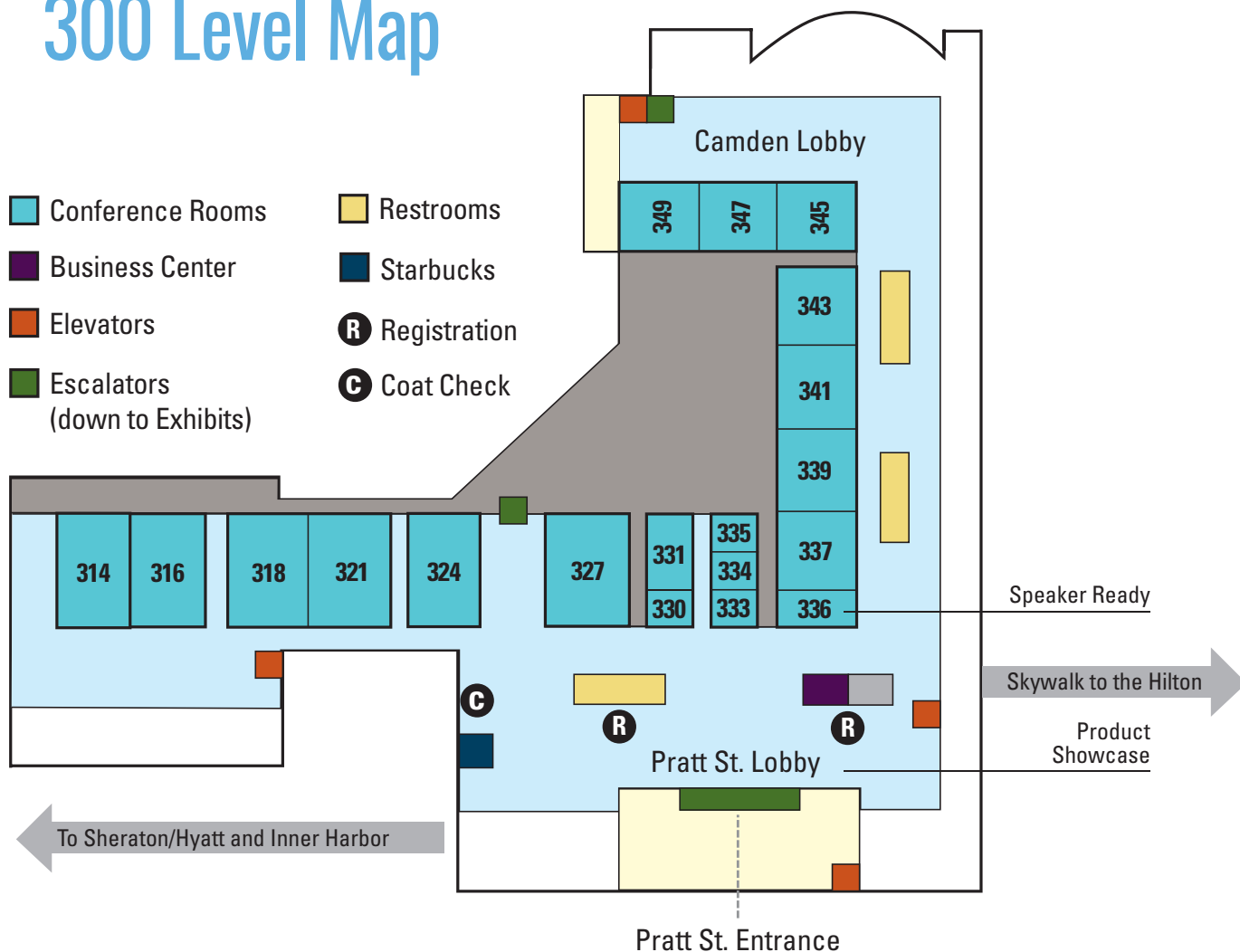


Pavilions

- Building Services Pavilion
- GreenTech Pavilion
- Openings, Doors, Windows and Building Exteriors Pavilion
- Internet of Things Pavilion
- Fire Safety Pavilion



300 Level Map



Special Events

Room 314/316

TUESDAY – 8:00 a.m. Balancing Act: How to Hold Steady in a Fast-Paced FM World

WEDNESDAY – 8:00 a.m. Learning Lab: Reviewing Your ADA Plan

WEDNESDAY – 8:00 a.m. Learning Lab: How to Document Your Team's Success Plan

WEDNESDAY – 4:10 – 6:30 p.m. Women in Facilities Management 2017 Roundtable Discussion and Reception

THURSDAY – 8:00 a.m. The Next Generation of Smart Cities and Facilities Management

Pratt Street Lobby

TUESDAY – 4:00 p.m. Networking Party

WEDNESDAY – 5:15 p.m. Solutions Exchange

Baltimore Convention Center

Level 300

Registration and Conferences

Level 200

Pratt Street Entrance
Show Office/Press Room

Level 100

Expo Hall

Breakthrough Moments in Facility Management

BUILDING OPERATING MANAGEMENT'S
NFMT2018

March 20-22, 2018
Baltimore, MD

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NFMT Booth 2109