

BUILDING OPERATING MANAGEMENT'S

NFMT®

National Facilities Management & Technology Baltimore

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2018

DIRECTORY

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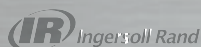
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Unlike many utility vehicles that are actually designed for recreational use, our Fit-to-Task vehicles are purpose built for work on proven Carryall® utility or transport vehicle platforms with:

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Club Car

TOC/Schedule

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NFMT 2018 Schedule

TUESDAY, MARCH 20

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

Sponsored by  

4:00 – 5:00 p.m. Networking Party

Sponsored by 

WEDNESDAY, MARCH 21

8:00 – 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 Session in the Expo Hall
2:45 p.m.	\$1,000 Cash Prize Drawing

Sponsored by  

3:10 – 5:00 p.m. Conference Sessions

4:10 – 6:30 p.m. Women in FM Panel and Reception

Sponsored by 

5:15 – 6:30 p.m. Solutions Exchange

7:00 – 9:00 p.m. Young Professional Happy Hour

Sponsored by 

THURSDAY, MARCH 22

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 Session in the Expo Hall
1:45 p.m.	\$1,000 Cash Prize Drawing

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2:10 – 4:00 p.m. Conference Sessions

Welcome to NFMT 2018!

In March 2001, the National Facilities Management & Technology Conference and Expo made its debut. Our event was a bold experiment for the facilities management community: Provide more education, networking and product discovery than any other industry event, and charge attendees absolutely nothing to access it all. We knew we were on to something when nearly 2,000 information-hungry attendees showed up at the Baltimore Convention Center, joined by 200 exhibitors and 40 speakers.

Back then, rows of pay phones flanked the walls of the convention center. Attendees received paper copies of handouts as they entered a session. A presenter spoke excitedly about an emerging technology called Bluetooth that one day would deliver customized messages to that Blackberry in your pocket you were just learning to use. Nearly 20 years later, those pay phones are nowhere to be found. Presentation handouts exist online. Bluetooth has given way to the Internet of Things. And our attendees, exhibitors and speakers have nearly tripled in number.

Times change, and technology changes faster. But one thing remains the same: The gratitude, excitement and happiness I feel each year when I welcome our attendees, speakers, exhibitors and sponsors to NFMT. We're so glad you're here!

Another thing that hasn't changed: NFMT's commitment to elevating, innovating and recognizing the critical role of facility management. That commitment is evident in our latest offering: The ProFM credential, a new, global standard of FM knowledge and competency. Developed in partnership with the Holmes Corporation, the ProFM designation covers 19 functional knowledge areas and five cross-functional competencies to ensure facility professionals of all backgrounds and experience levels have the necessary knowledge and skills to succeed as an FM—now and in the future. Is it time for you to go Pro? Learn more about ProFM at booth 2431 in the NFMT Expo, and at an informational session Wednesday morning at 11:00 a.m. in Room 331.

Want more innovation? You've got it: We are proud to have co-located the Smart Building Innovations Conference & Expo at NFMT 2018. SBIC offers three days of curated education, guidance and inspiration for highly automated, data-driven, energy efficient facilities that optimize comfort, security and sustainability. You can see the entire list of SBIC sessions on page 112 of this directory. Like all the sessions at NFMT, they're free to attend.

We know there's a lot to take in at this year's conference, and we're eager to make your time here worthwhile. If there's anything we can do to improve your experience, please let us know. We're here to help—and innovate, and elevate—our FM community. Enjoy the show.

Wendy Dietzler



Wendy.dietzler@tradeprssmedia.com





FIRE ALARM | DETECTION | SUPPRESSION

INSPECTION, TESTING & MAINTENANCE

- Fire Alarm and Detection
- Sprinkler Systems
- Suppression Systems
- Fire Extinguisher

NATIONWIDE EMERGENCY SERVICE & REPAIR

- Local, Regional, & National Service
- Experienced Certified Field Technicians
- Instant Online Access to Inspection Reports
- Servicing a Full Range of Fire Panels
- 24/7 Emergency Response
- QMS Registered to ISO 9001:2015
- Mobile Clean Agent Recharge



FIRE PROTECTION SYSTEMS

FIRE SUPPRESSION SYSTEMS

- Pre-Action Sprinklers
- Marioff HI-FOG Water Mist
- Inergen, Argonite, Pro-Inert
- FM-200, FE-25, Novec 1230

FIRE DETECTION AND ALARM

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- Air Sampling Smoke Detection
- Voice/Mass Notification
- Gas, Heat and Water Detection

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Platinum Sponsors:



Networking Party Sponsor

Booth #2309

Club Car's work utility and transport vehicles withstand rugged work sites at universities, resorts, government agencies and industrial sites. They are available in electric, gasoline or diesel models, with two- or automatic four-wheel drive and feature rustproof aluminum frames. Our new Fit-to-Task Series offers cars designed for specific tasks such as facilities-engineering, grounds maintenance, refuse removal, security and more



ReRoof USA

Badge Holder Sponsor

Booth #2150

ReRoof USA provides design, engineering, material supply and installation of continuous standing seam metal roofing systems and corrugated through fastened metal roofing systems. Our continuous site formed standing seam panels are ideal for almost any type of building and greatly reduce shipping, equipment and handling cost. Our roof systems can be installed over existing metal, shingle, rubber and asphalt roof systems.



Totebag Sponsor

Booth #2431

The wait is over! The new ProFM Credential Program gives facility professionals around the globe a simple way to identify the knowledge and skills they need to advance their career, expand and update their knowledge base, and earn the ProFM credential. Learn how to become a ProFM at www.ProFMi.org.

Gold Sponsors:



New Pig

**\$1,000 Cash Prize Drawing
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Booth #2526



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Booth #2427



QUALITY OF LIFE SERVICES

**Women in Facilities Management
Panel and Reception Sponsor**

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Silver Sponsors:



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Booth #2248



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Industry Leaders:



Booth # 2409



Booth #1831

NFMT Partners:



Booth #2673



Booth #1222



Booth #1222



Booth #1222



Booth #2665



Booth #1122



Booth #313



Booth #409



Northeast Energy Efficiency Partnerships

Booth #312



Booth #2679



Booth #2672



Booth #1111



Conference Highlights

STRESS ON THE JOB: HOW TO DEAL

TUESDAY GENERAL SESSION

Tuesday - 8:00 – 8:50 a.m. – Room 316

Is your job stressful? Of course it is! Any facility manager will tell you about the amount of stress they deal with on a daily basis. This panel discussion will explore facility manager perceptions of stress, both its source and impact. In addition to strategies for addressing personal stress, panelists will discuss how facility managers can identify and address stress in the facility team. For more information, see page 22.

FMXCELLENCE: NEXT FRONTIER OF ENERGY EFFICIENCY

Tuesday - 9:00 – 9:50 a.m. – Room 331

This panel features *Building Operating Management* magazine's 2018 FMXcellence program honorees. Panelists will share their experiences in both the design and operational stages, reviewing both successes and obstacles and highlighting the factors that made the projects work. The session will help FMs understand both what the net zero approach entails and the process required to make net zero a reality.

WOMEN IN FACILITIES MANAGEMENT 2018

Wednesday 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.

DEVELOPING AND UNDERSTANDING BEST IN CLASS OPERATIONS

THURSDAY GENERAL SESSION

Thursday – 8:00 – 8:50 a.m. – Room 316

Energy, Water, Waste, EPA Energy Star, City Requirements, LEED, GRESB, WELL, Fitwel, Sites, PEER, and on. Demands on operations to have answers to these programs along with costs is greater than ever. We will walk through from the simple basics onto development of a single strategy. For more information, see page 47.

ADD "PRO" TO YOUR CAREER WITH THE NEW PROFM CREDENTIAL INFORMATION SESSION

Wednesday, 11:00 – 11:30 a.m. – Room 331

Join us to learn more about the new ProFM™ credential and meet the experts behind this new global standard for today's facility professionals. We'll answer all of your questions about eligibility, the 24 things every FM needs to know, how to earn your ProFM credential, study options, and more!

ProFM Commission Members on the Agenda at NFMT:



Stormy Friday, *President, The Friday Group*
Soft Skills and Problem Solving for Facility Managers
Wednesday at 3:10 p.m. Room 318

The First 100 Days as a New FM Manager: Making or Breaking Your Career!
Thursday at 9:00 a.m. Room 318

John Hajduk, *Director, Penn State Facilities Institute*
Strategic Electricity and Natural Gas Procurement
Wednesday at 9:00 a.m. Room 327

Facility Condition Assessments (FCA): Is it Time for a Third Party to Review your Facility?
Thursday at 10:00 a.m. Room 343

Caroline Horton, *Facilities Associate, Prominent Asset Management Company*
Global Voices in FM
Thursday at 9:00 a.m. in Room 337

Sharon Jaye, *Executive Director, Green School Alliance*
Clearing the Sustainability-Wellness Hurdle: An Action Plan for FMs
Wednesday at 9:00 a.m. in Room 349

Stan Mitchell, *CEO, Key Facilities Management Intl.*
ISO 41001 Facilities Management – Management Systems: The Game Changer?
Tuesday at 9:00 a.m. in Room 321
Global Voices in FM
Thursday at 9:00 a.m. in Room 337

Darrell Rounds, *Technical Group Manager, FM, General Motors Company*
Improving O&M with Design for Maintainability
Wednesday at 4:10 p.m. in Room 339

Terry Vergon, *Director, Engineering and Maintenance, C&W Services*
Global Voices in FM
Thursday at 9:00 a.m. in Room 337

For more information on the ProFM Certification please go to www.profmi.org

MAKE THE SWITCH TO THE MAT THAT STICKS



Rubber-backed mats are a hassle when they bunch, ripple and shift.

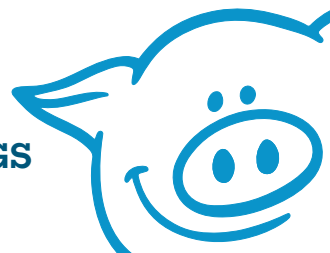


Say goodbye to risky entrance mats that trip you up and drag you down. We've got a whole NEW line of patent-pending **PIG Grippy® Carpeted Entrance Mats** in stylish colors and textures. They're the world's first adhesive-backed mats designed to trap dirt and liquid at your door and make a great first impression. **P53™ adhesive backing** delivers stick-and-release performance that stays put no matter what. No more time wasted straightening mats — and more important — no more slips, trips or falls. Only from New Pig and our fine distribution partners.

See
New Pig at
NFMT 2018!
Booth #2526

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Learn more at newpig.com/grippyfloormat or call **1-800-HOT-HOGS**



Networking

NEW ATTENDEE ORIENTATION

Tuesday 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

Tuesday 4:00 - 5:00 p.m. – Pratt Street Lobby

Sponsored by:



Join NFMT and Lady Luck in the Pratt Street Lobby for appetizers, drinks, and games! This is a great way to meet new peers and chat with industry experts all while having fun. All attendees and exhibitors are welcome! Thank you to Club Car for sponsoring this event.

WOMEN IN FACILITIES MANAGEMENT 2018 RECEPTION

Wednesday 5:30 – 6:30 p.m.

Sponsored by:



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! Thank you to Sodexo for sponsoring this event.

SOLUTIONS EXCHANGE

Wednesday 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

Wednesday 7:00 – 9:00 p.m. – Pratt Street Ale House

(directly across the street from the Convention Center)

Sponsored by:



More and more, young professionals are being drawn to the facilities management industry. If you are one of those young professionals please join us Wednesday evening at the Pratt Street Ale house for food, drink and fun. Advanced registration is required for this event. Thank you to ARC for sponsoring this event.

NFMT BOOTH

All three days during expo hours, booth #1105

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.



There's no limit to how far a Sodexo career can take you.

It's true. Facilities Management careers are challenging. But you're up to the challenge. In fact, you thrive on it.

Bring us your drive and dedication and we'll give you the training, support and opportunities for growth that you've been searching for.

Sodexo is proud to sponsor the Women in Facilities Management Roundtable and Reception on Wednesday, March 21. Join us in room 316 for a Panel Discussion at 4:10 p.m., followed by a Cocktail Reception at 5:30 p.m.

Visit us at booth #2358 or search our jobs at <http://bit.ly/NFMT2018>

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Join Us
at NFMT

Booth #2416

Mar 20: Fix Gaps in Your Emergency Prep

Mar 20: Quickfire: Tech & App Trends

Mar 21: Young Professionals Reception

iPad[®] mini giveaways

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Solutions Exchange

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

Join us for some lively conversation and a beer as we wrap-up day 2 with our Solutions Exchange Roundtables. Attendees will be able to participate in up to three, 20-minute conversations. See the full list below:



BASF Corporation

Sustainable Spray Polyurethane Foam (SPF) Roofing and Adhesive Solutions

Join the discussion on the advantages of selecting a SPF roofing solution. It offers excellent retrofit applications, reducing the need to tear-off much of the existing roof. This system increases R-value, and reduces installation and maintenance costs, while being renewable and resistant against hurricanes and mechanical damage.

Batteries + Bulbs

Batteries Plus Bulbs

Which Battery Should I Use?

Learn the difference between the 5 different grades of the modern back up battery and why using the wrong battery could break your budget and your equipment.



Bosch

The Evolution of the DC Building Grid

Please join us at this Solutions Exchange event to learn how a DC Building Grid can improve the integration of renewable energy resources, electrical loads and power infrastructure within commercial buildings, creating a new level of energy efficiency, resilience and intelligence.



Centrica Business Solutions

Creating Energy Resilience in Your Business

92% of organizations have experienced an energy failure in the past year, and over a quarter admit that unfamiliarity with available

options is a roadblock to future-proofing their business. But with the right strategy, organizations can protect against catastrophic events while improving commercial performance and unlocking new sources of value.



Club Car Inc.

Build A Comprehensive Transportation Strategy on Your Campus: 4 Steps

At this table, we will discuss 1) Understanding the changing facilities environment 2) Identify and working with a supplier, 3) Identifying reliable and long-lasting vehicles and 4) Getting the most from your sales professional.



An Enel Group Company

EnerNOC

Energy Management Best Practices: Demand Response vs. Peak Shaving

Should your facility peak shave or participate in demand response? Both can be quite effective (and lucrative), but determining which strategy is best for your business requires thoughtful assessment of your operational flexibility, capacity pricing, and market rules. Join EnerNOC for a discussion on the factors you should be considering.



FacilityConneX

Monitoring Based Commissioning: The Future of Energy and Equipment Optimization

Discuss the use of Monitoring Based Commissioning and Fault Detection and Diagnosis (FDD) in your organization: What is your organization's approach on equipment and process optimization for energy and maintenance? What do you think of when you hear the term Monitoring Based Commissioning? Let's discuss how MCBx

and FDD could help with current energy and operational challenges that you face.



General Pipe Cleaners

Cutting Your Drain Cleaning Costs

What are the considerations to keep in mind when deciding whether or not to bring your drain cleaning and pipe inspection operations in-house? This discussion will guide those new to the subject into a simple logical process for making the right decision. Participants will find this discussion to be fun, informative and practical!



ProFM Credential Program

How Do You Know What You Don't Know in FM?

In September 2017, an extensive market survey identified 19 facility management knowledge areas and 5 cross-functional competencies that are critical to facility professionals around the world today. Join us to talk about how FM roles and responsibilities are growing and how you can elevate your knowledge to this new standard.



Rivion, LLC

Developing and Understanding Best in Class Operations

Help people understand how sustainability has moved from 'Best Practice' to 'Standard Practice.'

QuickFire Sessions

Join leading equipment and service providers for 20 minute presentation directly on the expo hall floor. These rapid-fire presentations designed to get you up to speed with the latest technology and trends from the vendors directly. **The QuickFire Theatre is located at booth #1631.**

TUESDAY, MARCH 20

12:30 PM



Facilities of the Future: Integrating Intelligent Solutions

Facilities of the future are today's challenge! Over the past few years, Facility Management has been flooded with technology systems, such as IoT, in an attempt to modernize/automate data collection. But one challenge still remains, how do we securely collect, process, and prioritize data to make REAL-TIME decisions? Are you managing your facility or are you reacting to the past? Time is always ticking, and the FUTURE is now.



1:30 PM



Got Risk? View, Track and Manage All of Your Fire and 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 PM



Innovating Maintenance and Testing Technologies for Emergency Lighting

The US Life Safety Code obligates building owners/managers, in relation to Emergency lighting and Exit signs, to ensure the safe evacuation of occupants in an emergency. Complying with Safety Code requirements can be very expensive and labor intensive, especially in large building where testing requires many labor hours spent manually inspecting every emergency light. However computerized monitoring system has been designed to enable maintenance personnel to easily maintain the emergency lighting system without having to walk through the building.

1:00 PM



Stop the Gaps: Why Mobile Facilities Solutions Are the Future

Poor productivity and failure to be prepared for emergencies are two of the biggest hurdles for facilities teams. Industry insights gathered in 2017 bear this out; 86% of facilities teams are not prepared for catastrophes because their building information is incomplete, unorganized, and unavailable on mobile devices. In this QuickFire session, attendees learn that with best practices, strong implementation, and reliable technology, facilities teams improve both daily productivity and emergency responsiveness.

2:00 PM



The Age of Integrated Actionable Data

Today's modern building environments have become smarter. Facility assets and systems have evolved toward communicating data based on operational and nonoperational activities. Historically, they have been speaking their own language with no ability to be heard or better yet understood. If you were to ask them how they are feeling today, how would they communicate their thoughts? Better yet, how can they ask for help? Wouldn't it be great if these assets/systems could communicate what is wrong at the exact moment they are not feeling well? Imagine a "universal interpreter" that allows them to tell their side of the story...a story that personnel can interact with to help provide the correct care. Enter the age of Integrated Actionable Data.

3:00 PM



Drones and IoT as a Component of Industry Leading Facilities Management

Drones have enabled a new way to literally take facility management to new heights. They have now become a key sensor and component of Internet of Things (IoT) data, which facility managers are also beginning to leverage for preventive maintenance. Join this QuickFire to hear how Infor CloudSuite Facilities Management has addressed the unique demands of FM organizations through embedded capabilities and opportunities to extend the breadth of the application with integrated technologies like drones.

WEDNESDAY MARCH 21

11:30 AM



How Increased Connectivity Is Disrupting Building Automation Platforms

The same trends that are ushering in disruption throughout all industries - connectivity, customer-centricity, and generational preferences - are shaping the definition of what makes a building automation system project successful in today's market.

12:30 PM



The 3 Things That High Performing Facilities Managers Do

In this session we will share what sets the most effective facilities managers apart from their peers. We will provide real life examples of what we've learned from top Facilities Management teams from improving day-to-day operations to optimizing internal and contractor performance.

2:00 PM



Steam System Optimization

The benefits of optimizing steam systems including proper applications of steam traps, knowledge of how to identify working steam traps, and solutions to maximize safety, time and money.

12:00 PM



IoT Building Automation and Security

Building Automation using Internet of Things (IoT) technology is being accepted by facility managers at a rapid rate. These highly flexible systems provide local and remote access to HVAC and other building controls at a much lower cost than traditional building automation systems. This session will explore IoT BAS in both cloud and local network configurations, and the network security implications with each deployment solution.

1:00 PM



The Silicone Solution

Cost effective, fast, and durable alternative solutions to costly water mitigation repairs in the building envelope and roof. Water intrusion and mitigation repairs cost owners staggering amounts of money each year, but they don't have to. Alternative solutions using silicone may provide better value by supplying decades of benefits at a fraction of the cost.



Sessions At-A-Glance

Session Room Title

TUESDAY, MARCH 20

8:00 AM – 8:50 AM

TG.16 316 Stress on the Job: How to Deal

9:00 AM – 9:50 AM

T1.18 318 Mastering Soft Skills to Enhance Success
 T1.21 321 ISO 41001 Facilities Management – Management Systems: The Game Changer?
 T1.24 324 Driving Value to the Bottom Line through Robust Maintenance
 T1.27 327 The Role of Lighting in Tomorrow's Facilities
 T1.31 331 FMXcellence: Next Frontier of Energy Efficiency
 T1.37 337 The Reality of Project Turnover: From the Facility Perspective
 T1.39 339 The ADA and the Cost of Non-Compliance
 T1.41 341 Leverage Credible Data for Life Cycle Costing & Budgeting
 T1.43 343 Risk Wheel: Methodologies for Assessing Risk
 T1.45 345 The Internet of Buildings: A Technological Boon for Building Systems and Operations
 T1.47 347 Improving Performance by Leveraging Advanced Energy Analytics Together With Fault Detection & Diagnostics
 T1.49 349 Essential Steps for Building a Strong Environmental, Health & Safety Program at Your Facility

10:00 AM – 10:50 AM

T2.18 318 Managing Diversity & Developing your team; How to inspire action
 T2.21 321 ASHRAE Codes, Standards or Guidelines ... What's the difference?
 T2.24 324 Putting the Fun Back in Functional Processes
 T2.27 327 Utility Management: Tools for Energy Savings
 T2.31 331 Failed Flooring Case Studies
 T2.37 337 Re-Thinking Construction Turnover
 T2.39 339 Surviving the OSHA Audit – Common Sense Solutions to Your Most Feared Compliance Issues
 T2.41 341 Are You Compliant with the New Lease Accounting Requirements?
 T2.43 343 Tech Trends: Identifying and Fixing the Gaps in Your Emergency Preparedness
 T2.45 345 Data Collection and Analysis Techniques for Facility and Maintenance
 T2.47 347 A Commissioning Case Study: From Inception to Catastrophic Failure

T2.49 349 Arc: Performance Score to LEEDv4 O+M Explained

11:00 AM – 11:50 AM

T3.18 318 FM Metrics for Dashboards and Scorecards
 T3.21 321 Occupant Comfort Complaints and Troubleshooting the Unknown
 T3.24 324 BIM Deliverables: You Get What You Spec
 T3.27 327 Water Conservation: How / Why To Get Started
 T3.31 331 What do Managers Need to Know About Title I of the Americans with Disabilities Act (ADA)?
 T3.37 337 Advancements in Technology are changing the landscape of FM. How are they affecting you?
 T3.39 339 The 17 Gaps that Sabotage Your Emergency Plans & How to Fill Them
 T3.41 341 FM in the Age of Information and Automation
 T3.43 343 Resiliency: A Whole Building Perspective
 T3.45 345 How to Select Key Metrics to Improve Facility Operations
 T3.47 347 Power and Energy Meters: Choosing the right meter for your facility
 T3.49 349 Innovative Products to Boost Your Green Cleaning Program

Noon – 4:00 PM Expo Hall Open

QuickFire Sessions in Booth #1631:

12:30 PM Vision Technologies
 Facilities of the Future: Integrating Intelligent Solutions

1:00 PM Arc Technology Solutions
 Stop the Gaps: Why Mobile Facilities Solutions Are the Future

1:30 PM VFS Fire & Security
 Got Risk? View, Track & Manage All of Your Fire & Life Safety Inspection Reports With Ease

2:00 PM Fluke
 The Age of Integrated Actionable Data

2:30 PM Lightalrms
 Innovating Maintenance and Testing Technologies for Emergency Lighting

3:00 PM Infor
 Drones and IoT as a Component of Industry Leading Facilities Management

3:45 PM \$1,000 Cash Prize Drawing – booth #1100

Sponsored by   New Pig

4:00 PM - 5:00 PM Networking Party – Pratt Street Lobby

Sponsored by 

WEDNESDAY, MARCH 21**8:00 AM – 8:50 AM**

- W1.18 318 Define, Design, Develop & Deliver A High Value Driven RFP?
- W1.21 321 Reflective Roof Coatings: Cool Stories
- W1.47 347 Confessions of an Energy Manager: Winning Strategies for Energy Efficiency

9:00 AM – 9:50 AM

- W2.18 318 Am I Getting What I Paid For? Beyond the Metrics
- W2.21 321 Central Heating Plant Upgrades in a Large Facility – A Case Study
- W2.24 324 Arc Flash for the FM
- W2.27 327 Strategic Electricity and Natural Gas Procurement
- W2.37 337 Meeting the FM Skills Gap: How You Can find the RIGHT Training For You or Your Team
- W2.39 339 Fire Alarm & Fire Suppression the Playbook for Success
- W2.41 341 Total Cost of Ownership: Becoming Better Stewards of our Assets
- W2.43 343 Building-Related Forensics - A Guide for Facility Managers and Owners
- W2.45 345 Using the IIoT to Improve Maintenance Operations
- W2.47 347 Commissioning 101
- W2.49 349 Clearing the Sustainability-Wellness Hurdle: An Action Plan for FMs

9:00 AM – 10:50 AM

- W1.31 331 The Value of FM. Real talk about the whys, the what's, and the how's.

10:00 AM – 10:50 AM

- W3.18 318 Make Employees Your Competitive Advantage
- W3.21 321 Toolkits for Building Energy Diagnostics
- W3.24 324 O&M or OMG? How to stop lurching from one disaster to the next by understanding what your building is saying
- W3.27 327 Beyond the Dumpster: The Benefits of IoT in Waste Management
- W3.37 337 FBPTA In Action: How Federal Agencies Use FBPTA Tools To Enhance Training Programs & Improve Building Performance
- W3.39 339 Access Control Locks 101
- W3.41 341 Office Furniture Remanufacturing: The Facilities Managers Alternative to Stockpiling Obsolete Furniture
- W3.43 343 A Life Cycle Guide to Performance-Based Contracting for Services:

- W3.45 345 IoT is Here—is Your Facility Ready?
- W3.47 347 Continuous Commissioning Success at Children's Hospital Colorado
- W3.49 349 Lighting for Mood

11:00 AM – 3:00 PM Expo Hall Open**QuickFire Sessions in Booth #1631:**

- 11:30 AM Schneider Electric**
How Increased Connectivity Is Disrupting Building Automation Platforms

- 12:00 PM Network Thermostat**
IoT Building Automation and Security

- 12:30 PM ServiceChannel**
The 3 Things That High Performing Facilities Managers Do

- 1:00 PM GE Construction**
The Silicone Solution

- 1:30 PM Fluke**

- 2:00 PM Spirax Sarco**
Steam System Optimization

2:45 PM \$1,000 Cash Drawing – booth #1100

Sponsored by



New Pig

3:10 PM – 4:00 PM

- W4.18 318 Soft Skills and Problem Solving for Facility Managers
- W4.21 321 LED Lighting: You are BACKING UP if you WAIT any longer!
- W4.24 324 Machine Learning in HVAC Controls
- W4.27 327 How Preventative Maintenance Mitigates Future Risk For Your Parking Structure
- W4.37 337 FEDSAT: Helping Your Agency Comply with the FBPTA
- W4.39 339 Improving O&M with Design for Maintainability
- W4.41 341 Repurpose & Renewal of an Aging Healthcare Facility
- W4.43 343 Getting the Right Data in Your BIM Delivery Models
- W4.45 345 The Impact of IoT on Building Tenant Experience
- W4.47 347 District Cooling and the Effects of Low ΔT
- W4.49 349 Maximizing Cooling Tower ROI Through High Efficiency Submicron Filtration

4:10 PM – 5:00 PM

- W5.31 331 GSA's Government-Wide Strategic Sourcing Solution for Building Maintenance and Operations Services
- W5.37 337 FBPTA In Action: How the FBPTA Tools Can Enhance Agency Workforce Development & Build the Business Case for Training

Sessions At-A-Glance

W5.39	339	Risk Mitigation - Preparing for an Active Shooter Event
W5.41	341	Rules of Engagement - Managing Roofing Projects
W5.43	343	Building Disasters Leading to Imminent Death (Well Maybe) a.k.a. War Stories and Lessons Learned
W5.45	345	Hear What Your Building Says – And Translate for Decision-Makers
W5.47	347	Data Center Cooling Strategies
W5.49	349	The Art and Science of Achieving Waste Diversion Through Behavior Change

4:10 PM – 6:30 PM

W5.16	316	Women in Facilities Management 2018: Roundtable Discussion & Reception
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Sponsored by



5:15 PM - 6:30 PM Solutions Exchange Networking Event – Pratt Street Lobby

7:00 PM – 9:00 PM Young Professional Happy Hour – Pratt Street Ale House

Sponsored by



R1.47	347	Automation Commissioning: Getting the HVAC Controls Software Right
R1.49	349	Smart Building Technology—In The Hacker's Crosshairs

10:00 AM – 10:50 AM

R2.18	318	Stop the Insanity: Using Technology to Recover \$20 Billion Now
R2.21	321	Significantly Reducing Your Facility's Operating Costs—New Technologies Offer New Strategies
R2.24	324	Snow Removal from Parking Lots and Decks- The Economics of Snow Melting Technology
R2.27	327	Navigating Your Electricity Bill and the New Energy Landscape
R2.37	337	21st Century Grounds Management
R2.39	339	How Facility Managers Can Get the Most from Their Security System
R2.41	341	Design, Material and Installation: 3 facets of an Integrated Weather Barrier
R2.43	343	Facility Condition Assessments (FCA): Is it Time for a Third Party to Review your Facility?
R2.45	345	Before & After – How the IoT Can Transform BMS
R2.47	347	Smart Buildings Improve Your Bottom Line
R2.49	349	Hacking Everything - The Dark Side of the Internet of Things

THURSDAY, MARCH 22

8:00 AM – 8:50 AM

RG.16	316	Developing and Understanding Best in Class Operations
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9:00 AM – 9:50 AM

R1.18	318	The First 100 Days as a New FM Manager: Making or Breaking Your Career!
R1.21	321	Chilled Water System Control and Optimization
R1.24	324	Top 5 Myths of Maintenance
R1.27	327	How Testing, Adjusting and Balancing Impacts Your Operating Budget
R1.37	337	Global Voices in FM
R1.39	339	Active shooters and Workplace Violence: the ROI of an Effective Deterrent
R1.41	341	A Systematic Approach to Evaluating the Building Enclosure
R1.43	343	OSHA's Enforcement and Significant Changes to 2018 NFPA 70E
R1.45	345	Innovation Through Disruption—The Energy Efficient Lighting Industry Adapts to the Technological

11:00 AM – 2:00 PM Expo Hall Open

1:45 PM \$1,000 Cash Prize Drawing – booth #1100

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New Pig

2:10 PM – 3:00 PM

R3.39	339	Drones and Facility Security: What No One Will Tell You
R3.41	341	Leveraging Efficiency Gains to Finance Infrastructure Upgrades
R3.43	343	EPACT 179D Energy Tax Savings for Building Owners
R3.45	345	Evolution of IT & Facility Management
R3.47	347	Have LED lighting? Then get ready for controls!
R3.49	349	The Changing Role of Facilities Management in a "Connected" World

3:10 PM – 4:00 PM

R4.37	337	How Your Building Service Contractor Can Help Enhance Tenant Experience
R4.39	339	Implementing Maintenance Planning and Scheduling
R4.41	341	The Arrival of DC Power in Buildings
R4.43	343	Using Energy Efficiency Financing to Upgrade Facilities, Boost Cash Flow, and Improve Asset Value

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BUILDING OPERATING MANAGEMENT'S

NFMT[®]**Tracks At-A-Glance****Session Room Title****ASSET MANAGEMENT TRACK
SCHEDULE**

T1.37	337	The Reality of Project Turnover: From the Facility Perspective
T1.41	341	Leverage Credible Data for Life Cycle Costing & Budgeting
T2.31	331	Failed Flooring Case Studies
T2.37	337	Re-Thinking Construction Turnover
T3.24	324	BIM Deliverables: You Get What You Spec
T3.37	337	Advancements in Technology are changing the landscape of FM. How are they affecting you?
W1.21	321	Reflective Roof Coatings: Cool Stories
W2.37	337	Meeting the FM Skills Gap: How You Can find the RIGHT Training For You or Your Team
W2.41	341	Total Cost of Ownership: Becoming Better Stewards of our Assets
W3.27	327	FBPTA In Action: How Federal Agencies Use FBPTA Tools To Enhance Training Programs & Improve Building Performance
W3.41	341	Office Furniture Remanufacturing: The Facilities Managers Alternative to Stockpiling Obsolete Furniture
W4.27	327	How Preventative Maintenance Mitigates Future Risk For Your Parking Structure
W4.37	337	FEDSAT: Helping Your Agency Comply with the FBPTA
W4.41	341	Repurpose & Renewal of an Aging Healthcare Facility
W5.37	337	FBPTA In Action: How the FBPTA Tools Can Enhance Agency Workforce Development & Build the Business Case for Training
W5.41	341	Rules of Engagement - Managing Roofing Projects
R1.41	341	A Systematic Approach to Evaluating the Building Enclosure
R2.41	341	Design, Material and Installation: 3 facets of an integrated Weather Barrier

**BUSINESS MANAGEMENT TRACK
SCHEDULE**

TG.16	316	Stress on the Job: How to Deal
T1.18	318	Mastering Soft Skills to Enhance Success
T2.18	318	Managing Diversity & Developing your Team: How to inspire action
T3.18	318	FM Metrics for Dashboards and Scorecards
W1.18	318	Define, Design, Develop & Deliver A High Value Driven RFP?
W1.31	331	The Value of FM. Real talk about the whys, the what's, and the how's.
W2.18	318	Am I Getting What I Paid For? Beyond the Metrics
W3.18	318	Make Employees Your Competitive Advantage
W4.18	318	Soft Skills and Problem Solving for Facility Managers
W5.16	316	Women in Facilities Management 2018: Roundtable Discussion & Reception
RG.16	316	Developing and Understanding Best in Class Operations
R1.18	318	The First 100 Days as a New FM Manager: Making or Breaking Your Career!
R1.37	337	Global Voices in FM
R2.18	318	Stop the Insanity: Using Technology to Recover \$20 Billion Now
R3.43	343	EPACT 179D Energy Tax Savings for Building Owners
R4.43	343	Using Energy Efficiency Financing to Upgrade Facilities, Boost Cash Flow, and Improve Asset Value

**O&M TECHNICAL SERVICES
MANAGEMENT TRACK SCHEDULE**

T1.21	321	ISO 41001 Facilities Management – Management Systems: The Game Changer?
T2.21	321	ASHRAE Codes, Standards or Guidelines ... What's the difference?
T3.21	321	Occupant Comfort Complaints and Troubleshooting the Unknown
W2.21	321	Central Heating Plant Upgrades in a Large Facility – A Case Study
W3.21	321	Toolkits for Building Energy Diagnostics
W4.21	321	LED Lighting: You are BACKING UP if you WAIT any longer!

- R1.27 327 How Testing, Adjusting and Balancing Impacts Your Operating Budget
- R2.21 321 Significantly Reducing Your Facility's Operating Costs – New Technologies Offer New Strategies
- R2.37 337 21st Century Grounds Management
- R3.41 341 Leveraging Efficiency Gains to Finance Infrastructure Upgrades
- R3.45 345 Evolution of IT & Facility Management

O&M WORK MANAGEMENT TRACK SCHEDULE

Sponsored by  C&W SERVICES

- T1.24 324 Driving Value to the Bottom Line through Robust Maintenance
- T2.24 324 Putting the Fun Back in Functional Processes
- W3.24 324 O&M or OMG? How to stop lurching from one disaster to the next by understanding what your building
- W3.43 343 A Life Cycle Guide to Performance-Based Contracting for Services:
- W4.24 324 Machine Learning in HVAC Controls
- W4.39 339 Improving O&M with Design for Maintainability
- R1.24 324 Top 5 Myths of Maintenance
- R2.24 324 Snow Removal from Parking Lots and Decks- The Economics of Snow Melting Technology
- R4.39 339 Implementing Maintenance Planning and Scheduling

RISK MANAGEMENT TRACK SCHEDULE

- T1.43 343 Risk Wheel: Methodologies for Assessing Risk
- T2.41 341 Are You Compliant with the New Lease Accounting Requirements?
- T2.43 343 Tech Trends: Identifying and Fixing the Gaps in Your Emergency Preparedness
- T3.41 341 FM in the Age of Information and Automation
- T3.43 343 Resiliency: A Whole Building Perspective
- W2.43 343 Building-Related Forensics - A Guide for Facility Managers and Owners
- W4.43 343 Getting the Right Data in Your BIM Delivery Models
- W5.43 343 Building Disasters Leading to Imminent Death (Well Maybe) a.k.a. War Stories and Lessons Learned
- R2.43 343 Facility Condition Assessments (FCA): Is it Time for a Third Party to Review your Facility?

SAFETY AND SECURITY MANAGEMENT TRACK SCHEDULE

- T1.39 339 The ADA and the Cost of Non-Compliance
- T2.39 339 Surviving the OSHA Audit – Common Sense Solutions to Your Most Feared Compliance Issues
- T3.31 331 What do Managers Need to Know About Title I of the Americans with Disabilities Act (ADA)?
- T3.39 339 The 17 Gaps that Sabotage Your Emergency Plans & How to Fill Them
- W2.24 324 Arc Flash for the FM
- W2.39 339 Fire Alarm & Fire Suppression the Playbook for Success
- W3.39 339 Access Control Locks 101
- W5.39 339 Risk Mitigation - Preparing for an Active Shooter Event
- R1.39 339 Active shooters and Workplace Violence: the ROI of an Effective Deterrent
- R1.43 343 OSHA's Enforcement and Significant Changes to 2018 NFPA 70E
- R2.39 339 How Facility Managers Can Get the Most from Their Security System
- R3.39 339 Drones and Facility Security: What No One Will Tell You

UTILITY MANAGEMENT TRACK SCHEDULE

- T1.27 327 The Role of Lighting in Tomorrow's Facilities
- T1.31 331 FMXcellence: Next Frontier of Energy Efficiency
- T2.27 327 Utility Management: Tools for Energy Savings
- T3.27 327 Water Conservation: How / Why To Get Started
- W2.27 327 Strategic Electricity and Natural Gas Procurement
- W3.27 327 Beyond the Dumpster: The Benefits of IoT in Waste Management
- R2.27 327 Navigating Your Electricity Bill and the New Energy Landscape



Tracks At-A-Glance

Session Room Title

COMMISSIONING AND ENERGY EFFICIENCY OPTIMIZATION TRACK SCHEDULE

Sponsored by YARDI

T1.47	347	Improving Performance by Leveraging Advanced Energy Analytics Together With Fault Detection & Diagnostics
T2.47	347	A Commissioning Case Study: The Perfect Economizer, From Inception to Catastrophic Failure
T3.47	347	Power and Energy Meters: Choosing the right meter for your facility
W1.47	347	Confessions of an Energy Manager: Winning Strategies for Energy Efficiency
W2.47	347	Commissioning 101
W3.47	347	Continuous Commissioning Success at Children's Hospital Colorado
W4.47	347	District Cooling and the Effects of Low ΔT
W5.47	347	Data Center Cooling Strategies
RG.16	316	Developing and Understanding Best in Class Operations
R1.21	347	Chilled Water System Control and Optimization
R1.47	347	Automation Commissioning: Getting the HVAC Controls Software Right
R2.47	347	Smart Buildings Improve Your Bottom Line
R3.47	347	Have LED lighting? Then get ready for controls!
R4.41	341	The Arrival of DC Power in Buildings

SUSTAINABILITY AND WELLNESS MANAGEMENT TRACK SCHEDULE

T1.49	349	Essential Steps for Building a Strong Environmental, Health & Safety Program at Your Facility
T2.49	349	Arc: Performance Score to LEEDv4 O+M Explained
T3.49	349	Innovative Products to Boost Your Green Cleaning Program
W2.49	349	Clearing the Sustainability-Wellness Hurdle: An Action Plan for FMs
W3.49	349	Lighting for Mood

W4.49	349	Maximizing Cooling Tower ROI Through High Efficiency Submicron Filtration
W5.49	349	The Art and Science of Achieving Waste Diversion Through Behavior Change

DATA/IOT/ANALYTICS MANAGEMENT TRACK SCHEDULE

T1.45	345	The Internet of Buildings: A Technological Boon for Building Systems and Operations
T2.45	345	Data Collection and Analysis Techniques for Facility and Maintenance
T3.45	345	How to Select Key Metrics to Improve Facility Operations
W2.45	345	Using the IIoT to Improve Maintenance Operations
W3.45	345	IoT is Here - is Your Facility Ready?
W4.45	345	The Impact of IoT on Building Tenant Experience
W5.45	345	Hear What Your Building Says – And Translate for Decision-Makers
R1.45	345	Innovation Through Disruption - The Energy Efficient Lighting Industry Adapts to the Technological
R1.49	349	Smart Building Technology - In The Hacker's Crosshairs
R2.45	345	Before & After – How the IoT Can Transform BMS
R2.49	349	Hacking Everything - The Dark Side of the Internet of Things
R3.45	345	Evolution of IT & Facility Management
R3.49	349	The Changing Role of Facilities Management in a "Connected" World



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MARCH

20

Tuesday,
March 20

8:00 am - 8:50 am

Business Management

TG.16 • Room: 316

Stress on the Job: How to Deal



Panelists:
Brian Braudis
President and Chief Enabling Officer
The Braudis Group



Robin Camarote
Founder and CEO
Craft and Atlas LLC



Moderator:
Naomi Millan
Senior Editor
Building Operating Management Magazine

Facility managers have a reputation for being adrenaline junkies. No day like the one before and countless fires to put out are some of the favorite aspects of the job for many in the field. But there is a line between the rush of good stress and the crush of bad stress. This panel discussion will explore facility manager perceptions of stress, both its source and impact. In addition to strategies for addressing personal stress, panelists will discuss how facility managers can identify and address stress in the facility team.

Learning Objectives

1. Review trends in FM-related stress.
2. Explore ways for facility managers to manage their own stress.
3. Understand signs to watch out for and steps to take to manage stress in the FM team.

AUDIENCE: BEGINNER CEU: 0.1



Read more about a comprehensive survey of facility managers conducted by *Building Operating Management* magazine in the February issue and how FMs can better manage the unique stress that comes with the job.

The article is also available online at:
www.facilitiesnet.com/facilitiesmanagement/article/--17589



2018 Conference Sessions*

*As of February 21, 2018

MARCH

20

Tuesday,
March 20

9:00 am - 9:50 am

Business Management

T1.18 • Room: 318

Mastering Soft Skills to Enhance Success

William Long, PE, LEED AP, FSMPS, Associate Vice President, P. Agnes

Scott D. Butcher, FSMPS, CPSM, Vice President, JDB Engineering, Inc.

Most professionals have mastered the technical skills required to effectively perform their jobs. Those skills were forged by education, training, and experience. Unfortunately, many of those exceptional at the technical aspects of their career haven't yet mastered the other skills required to succeed. These are the "soft" skills that are so frequently mentioned yet so rarely taught: oral/written communication, attitude, emotional intelligence, organization, collaboration, flexibility, problem-solving, persuasiveness. This program will look at those critical skills necessary for personal and professional success, provide guidance, and offer a gap analysis and roadmap for attendees to continue elevating these skills.

Learning Objectives

1. Gain insight into the critical soft skills required in today's business environment.
2. Learn how to leverage these skills for personal and professional success.
3. Leave with a gap analysis worksheet to help them understand where their skills are strong – and where their skills are lacking.
4. Be exposed to numerous resources for continuous learning to continue building their skills as they advance in their careers.

AUDIENCE: BEGINNER CEU: 0.1

O&M Technical Services Management

T1.21 • Room: 321

ISO 41001 Facilities Management – Management Systems: The Game Changer?

Peter Stroup, P.E., Director of Facilities, Harvard Medical School
David Samec, Chief of Facilities Management, National Gallery of Art

Stanley G. Mitchell, FMIFM, FRICS, IEng, CEO, Key Facilities Management

As a professional discipline, facility management (FM) has suffered from an identity crisis. The FM function has been marginalized as support services, while the potential impact and value proposition that a strategic FM approach can contribute to an organization's productivity and wellbeing continues to be overlooked. It is not helped by the fact that FM does not mean the same thing globally, nationally or even within different organizations. The ISO Facility Management Technical Committee, ISO/TC 267, is doing its part to gain recognition of FM as a distinct profession. In 2017, two ISO standards were published, establishing FM on the global stage. These standards have

created an international definition of FM as well as defined many of the terms that we can use and therefore understand across borders. They have also provided guidance on sourcing and a framework for FM agreements. In the Spring of 2018, an ISO Management System Standard for FM will make its debut. This standard will in effect define what the "Management" in FM really means! The opportunity is ripe for facility managers worldwide to bring this standard to their organizations and promote a professional approach to determining and delivering real added value to the organizations that they serve via FM. Join our panel discussion to learn how these newly published FM standards will make a difference to you and your organizations as well as our sector worldwide.

Learning Objectives

1. Discover the role a management system can play in your strategic FM approach
2. Identify how an FM strategy aligns with the organizational mission
3. Evaluate how FM standards can support your organization and add value
4. Discover the benefits of applying a professional standard for facility management in your organization

AUDIENCE: BEGINNER CEU: 0.1

O&M Work Management

T1.24 • Room: 324

Driving Value to the Bottom Line through Robust Maintenance

John Rimer, CFM, President, FM360

More than half of facility organizations report that they are reactionary and "firefighting." This is costly to the organization and a poor representation of the department's skill sets and the facility industry. In this session, we will discuss how a robust maintenance program can increase productivity, reduce operations cost, and lower utility bills. Additionally, we will review key steps for implementing a robust maintenance program.

Learning Objectives

1. Review the value of a robust maintenance program
2. List maintenance strategies & philosophies
3. Review implementing & managing a robust program
4. Learn how to assess & analyze performance and good KPIs

AUDIENCE: INTERMEDIATE CEU: 0.1

Utility Management

T1.27 • Room: 327

The Role of Lighting in Tomorrow's Facilities

John Curran, President, LED Transformations, LLC

The combination of LEDs, Controls and IoT-Sensors is about to change the entire business model of lighting. No longer fulfilling just an illumination role, tomorrow's lighting systems will provide a wealth of valuable data for building owners. Architects and designers

Tuesday, March 20th

will be adjusting light levels and colors to affect building occupants' health, mood, and productivity. Lighting will become a means of communications as well as illumination. Given these tectonic changes, how will building owners meet the needs of tomorrow's tenants? What new revenue streams these changes generate? This presentation will provide those answers by examining the future of lighting.

Learning Objectives

1. List the skills required to provide for these systems
2. Learn how the Internet of Things will affect building control systems and how the lighting industry's "ceiling ownership" may be at risk
3. Review why nontraditional industry firms are looking to see what role they might play in tomorrow's lighting world
4. Investigate how using IoT-sensors creates the potential to overwhelm traditional data collection strategies, and what new approaches to data analysis are required

AUDIENCE: INTERMEDIATE CEU: 0.1

Utility Management

T1.31 • Room: 331

FMXcellence: Next Frontier of Energy Efficiency

*Marianne Larrisey, LEED GA, Senior Advisory Consultant, CBRE
John Chadwich, AIA, Assistant Superintendent, Facilities and Operations, Arlington Public Schools*

Moderator: Edward Sullivan, Editor, Building Operating Management Magazine

To many facility managers, the term "net zero energy buildings" might sound almost like an impossible dream. But in the past few years, a range of projects has demonstrated that a range of building types can achieve net zero energy consumption. These buildings use advanced design thinking and proven technology to make dramatic reductions in energy consumption; renewable energy is then used to provide for the building's needs. This session will take a practical look at the net zero approach from the perspective of the facility manager. Panelists will share their experiences in both the design and operational stages, reviewing both successes and obstacles and highlighting the factors that made the projects work. The session will help FMs understand both what the net zero approach entails and the process required to make net zero a reality.

Learning Objectives

1. Learn how net zero energy buildings can reduce energy consumption while fully meeting functional needs for the space.
2. Understand the role of energy efficiency in the design of net zero energy buildings.
3. Review key steps in the design of a net zero energy building.
4. Learn about the challenges in achieving net zero energy performance and how to overcome them.

AUDIENCE: BEGINNER CEU: 0.1



Asset Management

T1.37 • Room: 337

The Reality of Project Turnover: From the Facility Perspective

John Bixler, Group Leader / Mechanical Engineer, NV5, Inc

Have you ever been let down by the MEPT systems delivered by a capital project? Let's have a brutally honest discussion about common closeout and turnover practices and their impacts on facilities operations. We'll discuss some alternatives that can turn these projects into immediate value added operational assets. Be ready to share best practices for asset turnover as well as off the wall (or practical!) ideas for how to make this process less of a rocky ride!

Learning Objectives:

1. Identify the traditional systems turnover process
2. Identify and discover the disadvantages of the systems turnover process from a facility operations perspective
3. Identify and discuss strategies to improve the turnover process for operational staff and facility managers
4. Learn about monitoring based commissioning and other data driven tools and how they can improve the turnover process and be utilized for long term operations

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security Management

T1.39 • Room: 339

The ADA and the Cost of Non-Compliance

M. Bradley Gaskins, AIA, CASp, Principal, COO, The McIntosh Group

This session is designed to help facility managers understand the basic applications and definitions contained within the Americans with Disabilities Act as it relates to accessibility in design and construction, and to uncover hidden costs associated with non-compliance, from litigation settlements to loss of business.

Learning Objectives:

1. Learn why ADA compliance cannot be ignored.
2. List common fallacies regarding the ADA.
3. Review the risk of ADA litigation in today's climate, and the cost associated.
4. Learn the value ADA compliance brings to their customer base and its impact on the bottom line.

AUDIENCE: ADVANCED CEU: 0.1

Asset Management

T1.41 • Room: 341

Leverage Credible Data for Life Cycle Costing & Budgeting

David Lewek, Principle Consulting Engineer, Gordian

This session will discuss current cutting-edge uses of construction data, life cycle data and predictive data while demonstrating how these uses benefit organizations today. Uses include organizations applying credible data to understand today's costs as well as life cycle costs of facilities and predict future costs of preventative maintenance and deferred maintenance impacts.

Learning Objectives:

1. Explore how credible data can and will be used in the near-future
2. Gain insight into trends and how predictive data enables organizations to make more precise, productive and profitable business decisions

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3. Learn current cutting-edge uses of construction data, life cycle data and predictive data while demonstrating how these uses benefit organizations today
4. Understand life cycle costs of facilities and predict future costs of preventative maintenance and deferred maintenance impacts

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

T1.43 • Room: 343

Risk Wheel: Methodologies for Assessing Risk

Jason Porter, CPP, CRM, CFE, Vice President, Pinkerton

The focus of this presentation is to help guide the attendee in focusing on and assessing their risk holistically to enable them to apply a formula based approach when determining solutions that help mitigate risk.

Learning Objectives:

1. Learn how to quantify threats, probability, and business impact
2. Gain the understanding on how to apply the principals of assessing risk
3. Learn the formula used to determine risk
4. Gain an understanding of how holistic risk methodology allow for better risk mitigation

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

T1.45 • Room: 345

The Internet of Buildings: A Technological Boon for Building Systems and Operations

Jeff Carpenter, PE, RCDD, Senior Principal, Client Executive, IMEG Corp.

The ever-increasing connectivity and automated exchange of data among building systems has given rise to the “Internet of Buildings.” Borne of the Internet of Things (IoT), the Internet of Buildings (IoB) is changing the way infrastructure operates, communicates and is controlled. IoB expands the role of technology design beyond IT, A/V and security systems and into emerging systems such as Power over Ethernet (PoE) lighting, network-based electrical control systems and mesh network MEP controls/sensors. This program will enable participants to understand the changes the IoB era will bring to facility operations, and how they can prepare to adapt.

Learning Objectives:

1. Understand what the Internet of Buildings means
2. Learn about the emerging systems that will be made possible by the Internet of Buildings
3. Understand the ways in which IoB will affect facility systems and operations
4. Learn how to assess their facility’s readiness and ability to adapt to the IoB era

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

T1.47 • Room: 347

Improving Performance by Leveraging Advanced Energy Analytics Together With Fault Detection & Diagnostics

Keith La Rose, Director of Business Development, CopperTree Analytics

The presentation will focus on the use of advanced energy analytics functions such as regression analysis & normalization, benchmarking, and Monitoring & Targeting (M&T) alongside Fault Detection & Diagnostics to both identify opportunities for improved energy

performance, and to verify and report true results.

Learning Objectives:

1. Learn what high level energy analytics functions are available to help identify where to start in their portfolios
2. Explore energy analytics functions like regression analysis and benchmarking
3. Gain an understanding of how Fault Detection & Diagnostics (FDD) can help to drill into a building, identifying specific energy efficiency measures

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability and Wellness Management

T1.49 • Room: 349

Essential Steps for Building a Strong Environmental, Health & Safety Program at Your Facility

Mark Roman, President, Envision Environmental, Inc.

This presentation will help informed facility managers understand the building blocks needed to develop strong regulatory, cultural and long-lasting EH&S programs at their facilities. Facility managers will learn how to strengthen existing EH&S programs to better protect their company, their workers and their community from potential EH&S issues.

Learning Objectives:

1. Be able to identify and define the building blocks to sound environmental programs
2. Learn how to identify common overlooked EH&S issues that need to be addressed
3. Learn steps to address common overlooked EH&S issues
4. Learn how to define steps to make existing EH&S programs and systems more robust

AUDIENCE: BEGINNER CEU: 0.1

10:00 am - 10:50 am

Business Management

T2.18 • Room: 318

Managing Diversity & Developing your team; How to inspire action

Nicholas Lawniczak, Director of Engineering, CFI

The golden rule no longer applies. Treating others how you wish to be treated is sub-standard. You must learn to treat the individuals on your team how THEY wish to be treated. Facility managers understand how to tailor the needs of their equipment to that of the equipment, it’s time they learn how to do the same with their human capital. The lowest performing piece of equipment in your building is your ability to develop your team.

Learning Objectives:

1. Learn how to gain better insights into managing their team by fostering a culture of development
2. Learn to create specialized developmental programs for their team
3. Learn how to better manage diversity; Having likely managed the most diverse team in the world, learning those secrets to success
4. Learn to better understand that those who become irreplaceable become un-promotable, learning to duplicate yourself and your team members skills

AUDIENCE: BEGINNER CEU: 0.1

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Tuesday, March 20th

O&M Technical Services Management

T2.21 • Room: 321

ASHRAE Codes, Standards or Guidelines... What's the difference?

Stephen W. Nicholas, President, Air Industries, Inc.

When ASHRAE speaks, building operators listen. After all, the association helps form many of the key building management practices in place today. But is compliance with an ASHRAE code mandatory? What about a standard, or a guideline? This session, presented by an ASHRAE instructor, will clarify the sometimes confusing issues regarding codes, standards and guidelines issues by the association, and provide a deeper understanding of how to document compliance.

Learning Objectives:

1. Understand what goes into an ASHRAE Code is
2. Identify the purpose of an Industry Standard
3. Review reasons for developing Industry Guidelines
4. Determine how to document Compliance

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

T2.24 • Room: 324

Putting the Fun Back in Functional Processes

David Auton, Senior Director of Reliability Engineering, C&W Services

Common approaches to maintenance improvement include Failure Mode Effects Analysis and Root Cause Analysis. Most improvement projects are considered as individual and isolated. Understanding how your maintenance organization operates in a complex system of people and machines with needs and desires will help in your maintenance planning approach. Why do the solutions tend to become more and more complex? There are really only three responses to any root cause; understanding these responses and how to manage them will provide more control over the improvement program. This presentation is based on System Thinking approaches to problem solving.

Learning Objectives:

1. Understand that most actions and behaviors are the result of underlying beliefs
2. Review organizational behavior is the result of competing factors
3. Learn how all programs have feedback loops that reinforce or negatively deter desires outcome
4. Apply systems thinking to maintenance programs improves the ability to achieve KPIs

AUDIENCE: INTERMEDIATE CEU: 0.1

Utility Management

T2.27 • Room: 327

Utility Management: Tools for Energy Savings

Larry Morgan, CFM, SFP, Head of Operational Excellence and Sustainability Initiatives for North and Latin America, SAP Global Facilities Management, Americas
Bob Holesko, CEM, Corporate Director of Engineering, Great Wolf Resorts

Moderator: Greg Zimmerman, Managing Editor, Building Operating Management Magazine

With energy easily topping most organizations' expense lists, identifying cost-saving opportunities is essential in any facility. FMs who possess a clear understanding of how local utilities play a role in reducing energy use will see success in both day to day operations as well as future projects. This panel discussion examines how FMs can – and should – tap into utility tools to identify the proper path for upgrades and

determining which incentives are best suited to boost the company's bottom line.

Learning Objectives:

1. Analyze building energy use in a typical facility
2. Review utility service levels and rate structures
3. Understand common challenges to energy efficiency projects
4. Learn about the elements of successful energy audits

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

T2.31 • Room: 331

Failed Flooring Case Studies

Lewis G. Migliore, President, LGMTCs and Associates

Examining flooring installation and product failures on soft and hard surface flooring materials to understand their causes. The objective of this presentation is to understand and sift through the myriad of information flooding the market to help you know what to use where and why, what can go wrong and the truth about the types of products being sold and how they will affect your project. The attendees will get a clear understanding of the true performance attributes of the soft and hard surface products being offered in the market today with emphasis on luxury vinyl plank and tile.

Learning Objectives:

1. Gain an understanding that all products are not created equal
2. Understand why you should be leery of marketing and sales claims
3. Review what can go wrong and why on a project.
4. Learn how to avoid a flooring failure

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

T2.37 • Room: 337

Re-Thinking Construction Turnover

William Jacobs, Assistant Virtual Design and Construction Manager, Whiting-Turner

Project handover is often the last thing on our minds when we design and build a facility. Utilizing web and mobile technology, we have changed that mentality; putting a concentrated effort on handover early and continually. The result is disruptive to the handover process and project team, but ultimately creates an amazing result. This session highlights why handover should be considered early, enabling software tools (including BIM), and potential roadblocks of the process.

Learning Objectives:

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

AUDIENCE: BEGINNER CEU: 0.1

Tuesday, March 20th

Safety and Security Management

T2.39 • Room: 339

Surviving the OSHA Audit – Common Sense Solutions to Your Most Feared Compliance Issues

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. The good news, many organizations have learned to comply with OSHA regulations and have avoided fines and citations when audited by OSHA. During this presentation, you'll learn:

- OSHA's five most frequently cited violations in a built environment
- The #1 violation and why you're probably not compliant right now
- OSHA's General Duty Clause and how it can be a compliance trap
- Training, inspections, written plans and other "administrative" requirements

Learning Objectives:

1. Be able to develop an OSHA compliance game plan for your company
2. Be able to understand the top five OSHA violations in facility management
3. Be able to understand ways to reduce OSHA fines
4. Understand how to research the OSHA history of their organization and their industry

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

T2.43 • Room: 343

Tech Trends: Identifying and Fixing the Gaps in Your Emergency Preparedness

Brian Bailard, EVP, Sales & Marketing, ARC Document Solutions
Todd Moore, National Director - Facilities Solutions, ARC Document Solutions

Are you in the 14% that are fully prepared for catastrophes? Or the 86% that isn't? A recent survey found that facilities teams struggle to access building information because it isn't in the cloud, isn't organized, isn't accessible on a mobile device, and lacks emergency plans. If a catastrophe can be expected to occur every two years at a cost of \$500K on average, what could this mean for your organization? In this session, attendees will hear industry research findings that uncover the gaps in your emergency plans. Learn about technology and modern practices that optimize productivity, emergency response, and ultimately, the bottom line.

Learning Objectives:

1. Gain insight into how they can further improve operational efficiency for their facility and organization
2. Learn how to fill gaps in their emergency plans with better information management systems and best practices
3. Discover industry-first insights provided by a leading facilities management research firm
4. Understand how emergency preparedness relates to the efficiency of their entire operation

AUDIENCE: BEGINNER CEU: 0.1

Risk Management

T2.41 • Room: 341

Are You Compliant with the New Lease Accounting Requirements?

Paul Head, II, Senior Manager, Ernst & Young Construction & Real Estate Advisory Services

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 is a much higher degree of reporting and thus scrutiny of lease information. 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.

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

Data/IoT/Analytics Management

T2.45 • Room: 345

Data Collection and Analysis Techniques for Facility and Maintenance

José Febres, Technical Compliance Officer, International Monetary Fund (IMF)

Charles Branche, Jr., Technical Service Manager, Sodexo (at IMF)

Converting data to information, and finally to knowledge to support the operation and maintenance can be challenging. The facility and maintenance's domains are more data-rich than ever, but the efforts to "de-code" such data to be converted into knowledge for informed decisions is sometimes not proportional to the capability for data collection, due to many reasons. This session highlights data collection and analysis techniques to support the organization's mission and improve the decision-making process with reliable data and effective decision support tools.

Learning Objectives:

1. Review effective usage of data collected during operation and maintenance activities
2. Learn how to "operationalize" technological tools such as CMMS, and how to present the data through different reporting formats to impact the organization's mission
3. Review examples of qualitative and quantitative decision support tools for facilities and maintenance management applications
4. List simple models to forecast and monitor building systems' performance

AUDIENCE: INTERMEDIATE CEU: 0.1

Tuesday, March 20th

Commissioning and Energy Efficiency Optimization

T2.47 • Room: 347

A Commissioning Case Study: The Perfect Economizer, From Inception to Catastrophic Failure

Vali Sorell, PE, President, Sorell Engineering

This is not your typical commissioning conference session! Join engineering expert Vali Sorell as he presents a case study in which everything that could have gone wrong went wrong with an economizer project, and how the lessons learned can (and should) apply to the commissioning process. Can commissioning save humanity? This presentation will make you a believer!

Learning Objectives:

1. Review the role of commissioning in optimizing building performance
2. Discuss an economizer case study in which various elements failed
3. Understand how the case study provides a best practice roadmap for building commissioning
4. Review key features of a successful commissioning approach

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability and Wellness Management

T2.49 • Room: 349

Arc: Performance Score to LEEDv4 O+M Explained

Sabrina Bachman, Director, Community - Maryland, U.S. Green Building Council

With Arc, LEED-certified buildings can benchmark against themselves and other similar buildings locally and globally. Spaces without certification can use Arc to make improvements in sustainability and human health and take steps toward earning LEED certification. Ultimately, the performance score in Arc enables you to make data driven decisions to track, manage and improve performance worldwide. This presentation introduces Arc through the lens of pursuing LEED v4 Operations + Maintenance (O+M) certification, using the Performance Score to LEED certification pilot credit, while highlighting the unique strategies employed by a variety of project types to achieve LEED O+M certification.

Learning Objectives:

1. Explain the Performance Score in the Arc platform, its vision and data needed for benchmarking across energy, water, waste, transportation and human experience.
2. Identify strategies across building types towards LEED v4 O+M, using the Performance Score to LEED certification pilot credit.
3. Leverage comparisons to improve, and achieve higher levels of LEED certification in LEED v4 O+M, using Performance Score to LEED certification pilot credit.
4. Summarize the process of recertification, implementing the Performance Score to LEED certification pilot credit in LEED v4 O+M.

AUDIENCE: BEGINNER CEU: 0.1

11:00 am - 11:50 am

Business Management

T3.18 • Room: 318

FM Metrics for Dashboards and Scorecards

Robert Lambe, CFM, President, Facility Issues

Metrics and data are increasingly available to and used by Facilities Managers as part of dashboards and scorecards. This session will identify different types of metrics, review which are most useful for different purposes, and explore the differences between dashboards and scorecards.

Learning Objectives:

1. Understand the difference between dashboards and scorecards
2. Learn the different kinds of metrics
3. Understand which metrics are useful to which roles
4. Gain familiarity with a number of metrics commonly used in facilities management

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Technical Services Management

T3.21 • Room: 321

Occupant Comfort Complaints and Troubleshooting the Unknown

Jesse Fisher, PE, CPD, Senior Engineer, WB Engineers+Consultants

Occupant comfort complaints are part of managing any facility with people in it. A recent survey of a government services entity found that 60% of their occupants were slightly unsatisfied to very unsatisfied with air temperature in their buildings. This session will cover a handful of potential causes of occupant discomfort with a focus on addressing the root cause of that issue. We'll also explore some of the unintended consequences that arise when making adjustments to HVAC systems, some of the inefficiencies and different comfort complaints that can result from common system adjustments.

Learning Objectives:

1. Recognize the most common causes of occupant comfort complaints
2. Explain the most common misconnections related to occupant comfort complaints
3. Catalog and rank the most likely causes of an individual comfort complaint
4. Test thermal comfort solutions and respond to potential negative unintended consequences for the thermal comfort solution

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

T3.24 • Room: 324

BIM Deliverables: You Get What You Spec

Michael Tardif, Managing Partner, Building Informatics Group, LLC

Building owners frequently specify "as-built Building Information Models" and other electronic information deliverables for their construction projects, only to discover that the models and related deliverables are unusable for facility management or operations and maintenance. The root of the problem is a mismatch between what owners expect to receive and what design and construction teams commit to delivering. This session explains how a clear Facility Information Specification incorporated into design RFPs and construction specifications can vastly improve the quality and value of "FM-BIMs" and electronic information deliverables, while streamlining information management and information exchange during design and construction.

Learning Objectives:

1. Learn how to write RFPs and project close-out submittal requirements so as to receive high-quality building information deliverables.
2. Observe how to coordinate requirements for building information models and related electronic building information deliverables such as owners' manuals and other documents.
3. Specify how to gain operational control of building information management by requiring electronic information deliverables that are both human-readable and machine-readable.



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Tuesday, March 20th

4. Understand how to integrate a Facility Information Specification into BIM Project Execution Plans and Level of Development (LOD) Specifications.

AUDIENCE: BEGINNER CEU: 0.1

Utility Management

T3.27 • Room: 327

Water Conservation: How / Why To Get Started

Sam Huber, Manager of Design and Construction, Eurofins Lancaster Laboratories Inc.

Regardless of the business, socially responsible organizations monitor water consumption and actively look for opportunities to reduce water utilization. Water conservation includes policies, strategies, and activities to sustainably manage fresh water resources. Through responsible water utilization a significant reduction can be made on other utilities and consequently natural resources. A broad-looking approach to identifying and initiating water conservation practices that can be utilized by any organization will be discussed.

Learning Objectives:

1. Gain knowledge about the current fresh water situation globally
2. Learn how to initiate a water conservation program
3. Learn common sources of water waste in facilities
4. Learn how to reduce water consumption and the impact on other utilities

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security Management

T3.31 • Room: 331

What do Managers Need to Know About Title I of the Americans with Disabilities Act (ADA)?

Joan W. Stein, President, Stein Consulting LLC

The ADA is a federal law that reaches all aspects of American life. Regulation are in place for more than the “bricks and sticks” related to how facilities are designed, constructed and maintained. A significant portion of the ADA focuses on employment aspects under Title I. Join Joan Stein, well known national ADA consultant to gain an understanding of this important facet of the ADA.

Learning Objectives:

1. Review reasonable accommodations for employees or applicants with disabilities
2. Explain the interactive process
3. Learn what are essential or marginal job duties
4. Comprehend the minefields of writing “safe” job descriptions, job postings and requirements

AUDIENCE: BEGINNER CEU: 0.1

Asset Management

T3.37 • Room: 337

Advancements in Technology are changing the landscape of FM. How are they affecting you?

Jacob D’Albora, LEED AP BD+C, Director of BIM-FM Services, AVP, McVeigh & Mangum Engineering

The AEC industry uses technology every day to create more efficient workflows during the design and construction of buildings, while this technology is rapidly changing it has become a gamechanger for many firms. During this lecture, participants will hear about the technologies that are being deployed including Virtual & Augmented Reality, Drones, Real-Time Sensor and data collection. These technologies do not stop at the end of project completion, participants will also learn how these

technologies will grow into the world of operations and affect every part of a building lifecycle.

Learning Objectives:

1. Learn about modern technologies such as Augmented and Virtual Reality.
2. Learn about modern technologies such as UAVs (Drones) and 3D Laser Scanning.
3. Understand how these technologies are currently deployed and how they will affect facility management.
4. Understand what the future technologies look like for both the AEC and FM Industries.

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security Management

T3.39 • Room: 339

The 17 Gaps that Sabotage Your Emergency Plans & How to Fill Them

Bo Mitchell, President and CEO, 911 Consulting

Sandy Hook, Aurora, CO; and Hurricanes Irma, Harvey, and Sandy emphasizes that emergency planning for your organization is subject to many federal, state and local laws, regulations and standards. Most who are tasked with creating and maintaining emergency plans are confused or overwhelmed regarding those standards. Learn what laws, regulations and standards apply to your emergency planning, training and exercises. Learn what a lawsuit will do to you if you don’t create a plan to standard. Learn the 17 gaps that can sabotage your emergency plans today and how to fill them.

Learning Objectives:

1. List the laws, regulations and standards that control emergency plans
2. Learn what should be the overriding attitude for managers in re-evaluating current planning
3. Review how will your own employees and clients hurt your response to a disaster
4. Review what you can expect in way of help from local municipalities

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

T3.41 • Room: 341

FM in the Age of Information and Automation

Dean Kashiwagi, PhD, P.E., IFMA Fellow, Director, Kashiwagi Solution Model Inc.

The FM profession must adapt to the new age of information and automation. The movement of the FM profession must include becoming a part of organizational ownership, and simplicity. This will allow FMs to add “dominant value” which will lead to the minimization of decision making, reduction of costs, and an increase in organizational capability. The “FM of the Future” is a different paradigm from the traditional FM. It affects the entire supply chain by bringing efficiency, simplicity and transparency to an organization. FMs must learn the new paradigm, vocabulary and actions to adapt to the future.

Learning Objectives:

1. Learn how to reduce organizational costs by up to 30% while increasing the value and quality of services received
2. Learn how to use performance metrics to ensure buy-in at all levels of an organization
3. Learn the new FM paradigm and how to increase their capability
4. Learn how to increase their impact on their organization by minimizing the amount of information that they need to know

AUDIENCE: INTERMEDIATE CEU: 0.1

Tuesday, March 20th

Risk Management

T3.43 • Room: 343**Resiliency: A Whole Building Perspective***Bob Payn, Director, Information Technology, National Institute of Building Sciences*

The recent devastation of hurricanes Irma and Maria, raging West Coast wildfires, and the vicious attacks on Las Vegas and New York show us in a most convincing manner that natural and manmade hazardous events are as unpredictable as they are inevitable. By improving and maintaining the operational and physical performance of our nation's building stock, strategies for resilience can be developed and implemented and their staggering cost mitigated. Throughout the building, infrastructure resilience has been defined in numerous ways, the most widely used and most objective is by the National Infrastructure Advisory Council (NIAC*) (2009), which states: "Infrastructure resilience is the ability to reduce the magnitude and/or duration of disruptive events. The effectiveness of a resilient infrastructure or enterprise depends upon its ability to anticipate, absorb, adapt to, and/or rapidly recover from a potentially disruptive event." Resiliency is multidisciplinary and needs the cooperation of different disciplines for successful outcome. This presentation will explore aspects of resilience management from a Whole Buildings perspective, using a definition of resilience that incorporates using four components – robustness, resourcefulness, recovery and redundancy. It will discuss the approaches of various resources available through the National Institute of Building Sciences, including the Whole Building Design Guide, which in the Fall of 2017 revamped its Resiliency resources pages based on the American Institute of Architect's newly published Architectural Graphic Standards. The presentation will emphasize how to tap into these to bolster creation of strategies to make new and existing buildings more responsive to the "4 Rs" of resilience.

Learning Objectives:

1. Gain a grounding in the "4Rs" of Resiliency: robustness, resourcefulness, recovery and redundancy
2. Understand which building components tie into the "4 Rs" of resiliency
3. Draw connections among resiliency, risk, and sustainability from a Whole Buildings Perspective
4. Understand how security design for crime prevention ties into the larger picture of resiliency.

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

T3.45 • Room: 345**How to Select Key Metrics to Improve Facility Operations***Jeff Thompson, Co-Founder and CEO, AwareManager
Tommy Gunn, Head of Global Real Estate (retired), Philips*

Selecting the right key performance indicators (KPIs) for your organization is no easy task. This session will identify how to select and measure the right KPIs to help facility teams make more informed and proactive decisions based on actual data, which improves overall operations. We'll cover: • Key KPIs that have the greatest impact on facility management. • Best practices for selecting the right set of KPIs based on your organization's goals. • Strategic advice for how to use these metrics to drive smarter, more proactive decision making. The presenters will share practical use cases and real-world examples that attendees can implement at their organization and see immediate benefits within operations.

Learning Objectives:

1. Discover the five types of KPIs facility leaders should use to better understand and evaluate overall building performance.

2. Learn how to use data you collect to drive smarter, more proactive decisions to identify risks before they impact occupants.
3. Gain new strategies for rolling out the right KPIs that correspond with your organizational goals and objectives.
4. Learn about the five most important criteria for each KPI you set.

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

T3.47 • Room: 347**Power and Energy Meters: Choosing the right meter for your facility***Drew Reid, Offer Manager Power Monitoring & Controls, Schneider Electric*

Know the differences between types of energy meters, current sensors and power meters. Learn some methods to remotely access meter information. Discover how a power monitoring system enhances information provided by individual meters. Understand why power monitoring is important and learn some common PQ issues and symptoms. Learn how a power monitoring system can enhance information provided by meters.

Learning Objectives:

1. Describe the differences between types of energy meters, current sensors, and power meters, as well as differences between power meters
2. Describe some methods to remotely access meter information
3. Describe some common power quality problems and their symptoms
4. Explain how a power monitoring system can enhance the information provided by individual meters

AUDIENCE: BEGINNER CEU: 0.1

Sustainability and Wellness Management

T3.49 • Room: 349**Innovative Products to Boost Your Green Cleaning Program***Brie Welzer, Environmental Scientist, Green Seal*

As green cleaning options become more in demand, manufacturers are finding new and unique ways to reduce their products' overall environmental impact while maintaining their effectiveness. Attend this presentation to hear Green Seal speakers review several exciting innovations that may help your company achieve a higher rate of green purchasing. Our presentation will also cover: 1. Performance as an environmental benefit, 2. Identifying legitimate environmental innovations on the market, and 3. A quick reminder of the health and financial advantages of using green and innovative products to advance your cleaning program.

Learning Objectives:

1. Learn about the importance of effective performance when it comes to products that claim to be green
2. Learn about new ways that products have reduced environmental impacts
3. Learn about what new types of products are now available for green cleaning programs
4. Learn or be reminded about the requirements of green cleaning programs

AUDIENCE: INTERMEDIATE CEU: 0.1

MARCH
21

Wednesday, March 21

8:00 am - 8:50 am

Business Management

W1.18 • Room: 318

Define, Design, Develop & Deliver A High Value Driven RFP?

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

As the facilities management world globally moves from primarily cost driven to high value driven outcomes it is mission critical that Request for Proposals (RFP's) strategically align with the needs of the entire organization. Your session host Larry Allen Morgan, CFM,SFP,FMP, SAP Global Facility Management, IFMA Master Instructor, past IFMA Board Member and 2017 Distinguished Member recipient will provide key points on how to Define, Design, Develop and Deliver a high value driven RFP.

Learning Objectives:

1. Discuss the components of an RFP
2. Learn how to align RFP requirements with your organizational needs
3. Review the best ways to vet your RFP responses
4. Determine if your RFP process is complete

AUDIENCE: BEGINNER CEU: 0.1

Asset Management

W1.21 • Room: 321

Reflective Roof Coatings: Cool Stories

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

Commissioning and Energy Efficiency Optimization

W1.47 • Room: 347

Confessions of an Energy Manager: Winning Strategies for Energy Efficiency

Martin Levkus, Regional Director, Yardi

Join us as we review strategies facilities managers can learn from successful energy managers and how they are improving the energy efficiency in buildings. From active commissioning efficiency software to fault detection and diagnostics, get the inside scoop on what they're using for building optimization. Plus, hear about new advancements in artificial intelligence, real-time metering, scheduling, and more. They'll share success stories about reducing comfort calls and energy costs and what they're looking at doing next.

Learning Objectives:

1. Learn what makes a successful energy management program
2. Review active commissioning efficiency software capabilities
3. Identify energy efficiency technology
4. List components for energy savings every facility manager should have in his or her buildings

AUDIENCE: BEGINNER CEU: 0.1

9:00 am - 9:50 am

Business Management

W2.18 • Room: 318

Am I Getting What I Paid For? Beyond the Metrics

Peter Stroup, P.E., Director of Facilities, Harvard Medical School

Whether you outsource or insource facility management, knowing the quality of work executed on your behalf is of the utmost importance. All the standards, guidelines, operating procedures outline what you expect but what you are willing to accept establishes the implied "real" requirements. As Facility Managers, we'll explore the steps we can take to set the stage and the actions we can put into motion to assure ourselves of quality work. Aspects that will be discussed for consideration include; Service level agreements, KPI's, Lean processes, audits, scorecards. Participants will take-away some quick to implement means to begin ensuring the quality of work in their organizations. A case study of the development of improved quality at Harvard Medical School Facilities will be reviewed.

Learning Objectives:

1. Discuss a the concepts of a Facility Quality Management Program
2. Provide an overview of ISO 9001 as it relates to Facility Management
3. Review the opportunities to set the quality program early on
4. Review the introduction of an FM quality program at Harvard Medical School

AUDIENCE: INTERMEDIATE CEU: 0.1



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Wednesday, March 21st

O&M Technical Services Management

W2.21 • Room: 321

Central Heating Plant Upgrades in a Large Facility – A Case Study

Mohamad Jamal, P.E. MBA, CxA, President and Chief Mechanical Engineer, A.J. Adam Engineering, LLC
Craig Goodwin, P.E., MBA, Interim Senior Director, Facilities Management, Johns Hopkins School of Medicine

Renovation of a building central heating plant to increase energy performance can be an expensive, and sometimes risky, proposition. This case study presentation examines a successful project to upgrade the heating water, steam, and domestic hot water systems in an older, 300,000+ SF, mid-rise building. This case study will address the initial goal-setting process, including the key fundamental decisions; the design process, the key features of the final design, the construction process, the system optimization process, and resulting energy savings. We will focus on general principles for this type of project, specific project strategies, key building 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 replacing heating water boilers, domestic hot water heaters, and steam generators in an existing occupied building
2. Understand the key strategies for upgrading heating water, domestic hot water, and steam systems in an existing occupied building while minimizing disruptions to occupants and to building operations
3. Understand the important milestones and phases of a successful central plant replacement project

4. Evaluate existing building mechanical conditions to establish realistic goals for a successful central plant upgrade project

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security Management

W2.24 • Room: 324

Arc Flash for the FM

Andrew Meyers, PE, Director of Engineering, Mona Electric Group, Inc

Over 2000 people a year are hospitalized in the US due to Arc Flash injuries. Simply put, an Arc Flash is an explosion caused when working in energized electrical equipment. However, with proper training and personal protective equipment (PPE), the risk of injury from an Arc Flash can be mitigated. By discussing the reasons Arc Flash incidents happen, the risks to workers when exposed to energized electrical equipment, and how best to mitigate these risks, attendees will gain awareness, and be armed with tools to address a major cause of electrical injuries in facilities.

Learning Objectives:

1. Learn the definition of an Arc Flash and its causes and effects
2. Understand Arc Flash Risks and Mitigation
3. Be exposed to codes and standards related to Arc Flash
4. Be exposed to the basics of an Arc Flash Analysis

AUDIENCE: INTERMEDIATE CEU: 0.1



Wednesday, March 21st

Utility Management

W2.27 • Room: 327

Strategic Electricity and Natural Gas Procurement

John Hajduk, MBA, Director, Penn State Facilities Engineering Institute

Kurt Homan, PE, CEM, Energy Program Manager, Penn State Facilities Engineering Institute (PSFEI)

Devin Pennebaker, CEP, Energy Management Consultant, Penn State Facilities Engineering Institute (PSFEI)

Rising energy costs have caused organizations to take action to cut energy use to stabilize energy spend. Having a strategic energy procurement plan can align cost savings and budget certainty with risk tolerance to answer the question: are you getting the best energy pricing and terms that meet your operational needs? We will cover some tools including risk management, aggregation, and standardized contracts that can drive down current costs and keep them low.

Learning Objectives:

1. Learn about deregulated energy markets
2. Review common energy procurement products
3. Comprehend risks associated with broker / marketer contracts
4. Understand best practices to manage risk in energy markets

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

W2.37 • Room: 337

Meeting the FM Skills Gap: How You Can find the RIGHT Training For You or Your Team

Brian Gilligan, National Program Manager, General Services Administration

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

High-performance buildings require the care of a workforce with advanced competencies in operations, maintenance, and energy. The right training can achieve operational savings in buildings with a high return on investment. How do you find the right training? We will introduce the Federal Buildings Personnel Training Act (FBPTA) and the free online tools (available to all) that support implementation of the Act. We will use an exercise to show you the benefits of tying tasks to competencies and tools to find training that aligns with those competencies.

Learning Objectives:

1. Discover updates to the FBPTA tools, competency model, and legislation
2. Explore free tools that direct you to the right training and career path
3. Learn about the 2017 FBPTA legislation update
4. Understand the new qualifications aligned with the FBPTA model.

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security Management

W2.39 • Room: 339

Fire Alarm & Fire Suppression the Playbook for Success

Rick Reynolds, Vice President of National Accounts & Southern Region Operations Manager, ORR Protection Systems

This presentation provides a playbook to help you understand the essential elements of your Life Safety Fire Systems, the current NFPA code changes, and the requirements for Inspection, Testing &

Maintenance per NFPA 72 to keep your facilities in compliance. Our experts will demonstrate several common operating sequences of fire suppression systems and explain the reasons for each step.

Learning Objectives:

1. Learn the key elements for Inspection, Testing, and Maintenance of Sprinkler, Fire Alarm & Suppression Systems.
2. Learn the common operating sequences of fire alarm systems and suppression systems.
3. Learn how to react properly to fire panel alarms, supervisory and trouble signals.
4. Learn what the NFPA Code requires for building compliance.

AUDIENCE: BEGINNER CEU: 0.1

Asset Management

W2.41 • Room: 341

Total Cost of Ownership: Becoming Better Stewards of our Assets

Dana Smith, FAIA, Director, DKS Information Consultants, LLC

The facilities and infrastructure industry has accepted new projects based on the first cost of the project. This has not served organizations well as owners get saddled with a facility they do not have the resources to operate or maintain. This creates an unsustainable long-term situation often leading to additional expense and premature failures. APPA as a standards development organization (SDO) is in the processes of developing a new ANSI standard, Part 1, Principles was delivered 2017, Part 2 Implementation is now under development. This session will provide an understanding of the standard and how it can be applied.

Learning Objectives:

1. Learn what TCO entails and how it differs from LCC
2. Learn what the thirteen principles of TCO are and how to apply them
3. Learn what the five use cases are of TCO
4. Learn how TCO and BIM are mutually important

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

W2.43 • Room: 343

Building-Related Forensics - A Guide for Facility Managers and Owners

Nicholas Piteo, Senior Project Manager, Simpson Gumpertz & Heger

Facility Managers and Owners often find themselves faced with investigating the circumstances behind and understanding the root cause of building issues. Issues may occur during or after new building construction, may occur as a result of projects undertaken in an existing building, or may develop in a building over time. Some issues may be associated with a fault or defect that may result in litigious action, while other issues may cause a nuisance that simply requires resolution. This presentation discusses the methodology behind building-related forensics, supported by several examples of actual implementation of this strategy to diagnose building-related issues.

Learning Objectives:

1. Understand the basic methodology behind a successful forensic investigative strategy
2. Learn about different building issue scenarios and the nuances that must be considered to address them
3. Review lessons learned from years of experience in this practice area
4. Review examples of actual implementation of this strategy

AUDIENCE: INTERMEDIATE CEU: 0.1

Wednesday, March 21st

Data/IoT/Analytics Management

W2.45 • Room: 345

Using the IIoT to Improve Maintenance Operations

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. Learn how to optimize preventive maintenance schedules
2. Identify trends to justify equipment purchases and replacements
3. Gain insight to make data-driven decisions for maintenance operations
4. Improve efficiency and decrease downtime

AUDIENCE: BEGINNER CEU: 0.1

Commissioning and Energy Efficiency Optimization

W2.47 • Room: 347

Commissioning 101

Dr. David R. Hale, CPMM, Consultant, David R. Hale Consulting

The object of this presentation is to provide some basic considerations when commissioning, re-commissioning or retro-commissioning. Commissioning, regardless of the type, is one of the most important aspects of facility management. It ensures verification of design specifications and performance.

Learning Objectives:

1. Recall definitions of various aspects of commissioning
2. Review the importance of effective and efficient communication
3. Clarify the importance of documentation
4. Learn the necessary aspects of contingency planning and safety

AUDIENCE: BEGINNER CEU: 0.1

Sustainability and Wellness Management

W2.49 • Room: 349

Clearing the Sustainability-Wellness Hurdle: An Action Plan for FMs

*Sharon Jaye, Executive Director, Green Schools Alliance
Stephen P. Ashkin, President, The Ashkin Group, LLC
Barry Giles, CEO, BREEAM USA*

Challenges persist in incorporating green practices into many facility organizations. For some it's a matter of cost, for others it's a lack of stakeholder motivation. So how can FMs advocate for operating a building that supports human health and wellness ... and equally important, why should they? The answer lies in two words: value proposition, and in this panel discussion, leading sustainability experts will present a business case for connecting sustainable operations and occupant wellness, and offer strategies to help clear the sustainability hurdle and encourage organization-wide acceptance of going green.

Learning Objectives:

1. Define sustainability in an FM context
2. Identify top- and bottom-line benefits of sustainability/wellness programs

3. Develop a value proposition for sustainability/wellness-focused operations

4. Discuss how to engage occupants effectively

AUDIENCE: INTERMEDIATE CEU: 0.1

9:00 am - 10:50 am

Business Management

W3.31 • Room: 331

The Value of FM. Real talk about the whys, the what's, and the how's.

*Alana Dunoff, FMP, IFMA Fellow, President, AFD Facility Planning
Lesley Groff, CFM, Director of Facilities, Mennonite Home Communities*

Join us for a for dynamic conversation on the true value that FMs bring to their organizations. Through panel and round table conversations, we will explore why organizations should value our purpose, what we can do to create value in our organizations, and how we education and build value based relationships at all levels. Attendees will leave the session energized with strategic and tactical tips on how to create your own value proposition.

AUDIENCE: INTERMEDIATE CEU: 0.1

10:00 am - 10:50 am

Business Management

W3.18 • Room: 318

Make Employees Your Competitive Advantage

Karla Brandau, CSP, CF, RCC, CPBA, CPMA, CEO, Workplace Power Institute

When employees start work each day, they make a simple yet profound decision with unparalleled impact on the success of the organization: "How hard am I going to work today?" Organizations succeed by creating an environment where employees freely give their ideas and opinions while demonstrating care and a sense of ownership in the business – meaning they give discretionary effort. The amount of discretionary effort employees give determines the innovation of the organization and the profit generated. Discretionary effort drives the organization's ability to reach goals, increase sales, give excellent customer service and be competitive in the marketplace.

Learning Objectives:

1. Given a checklist for making employees their competitive advantage in the marketplace
2. Learn the key components of discretionary effort and how to release the multiplier effect on teams
3. Understand the necessity of creating a culture of transparency, authenticity, and respect for human dignity
4. Review the Discretionary Effort Leadership Model and how it addresses the fundamental skills needed for superior 21st century leadership

AUDIENCE: INTERMEDIATE CEU: 0.1

Wednesday, March 21st

O&M Technical Services Management

W3.21 • Room: 321

Toolkits for Building Energy Diagnostics

Jason Embick, Instructor/ Consultant, PA College of Technology (National Sustainable Structures Center)

This topic will focus on a buildings energy efficiency. We will be covering some of the different diagnostic tools that can be used, to help us identify some buildings low cost energy savings opportunities.

Learning Objectives:

1. Learn what data loggers are, and how they can be utilized in finding energy savings opportunities
2. Gain an understanding of what different types of data loggers are available
3. Gain an understanding of how to analyze collected data and lead towards making energy savings improvements
4. Review how it is possible to use data loggers to verify proper equipment operation

AUDIENCE: BEGINNER CEU: 0.1

O&M Work Management

W3.24 • Room: 324

O&M or OMG? How to stop lurching from one disaster to the next by understanding what your building is saying

Eric Hall, AIA, CIO, Site 1001

Building operations and maintenance is no utopia. Too much to do and not enough time to do it makes O&M more like a neverending series of “OMGs.” Thankfully, lessons can be learned from the folks building new buildings that FM pros can use to quit lurching from one disaster to the next and start heading off problems before they occur. Join commercial architect-turned-construction superintendent-turned-software architect, Eric Hall, for a lively session on utopian myths and actual realities of predictive maintenance and how understanding what your building is saying will return your OMGs to O&M.

Learning Objectives:

1. Learn the prerequisite process in order to achieve true predictive maintenance
2. Understand how to stop fighting fires and start managing above the fray
3. Review how a building’s asset combinations give it a unique “language” and how to understand what it is saying.
4. Learn how to optimize asset performance beyond the Preventative Maintenance Schedule

AUDIENCE: INTERMEDIATE CEU: 0.1

Utility Management

W3.27 • Room: 327

Beyond the Dumpster: The Benefits of IoT in Waste Management

Geoff Aardsma, VP, Client Services, Enevo

Waste management has traditionally been based on assumptions and manual reporting. Waste is typically a fixed cost, perceived as low priority in a facility management budget. IoT technology has evolved waste reporting. Waste analytics can provide more accurate, consistent data about actual waste generation and can validate that collection services paid for happen. Geoff Aardsma of Enevo will reveal how waste container data can help uncover valuable insights for facility managers,

identifying opportunities for operational efficiency and cost savings. In a technology-focused world, waste management is now a data-driven, variable cost that can have benefits for facilities beyond the dumpster.

Learning Objectives:

1. Review your current waste management operations and realize they no longer need to settle for an inefficient process of waste monitoring
2. Learn how to use waste technology for transparent, consistent monitoring of their waste production to adjust service levels to fit actual needs
3. Understand the latest IoT technology and data-driven services available to help them better manage their waste generation
4. Discover that waste management does not need to be a fixed cost and waste data can reveal operational benefits beyond the dumpster

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

W3.37 • Room: 337

FBPTA In Action: How Federal Agencies Use FBPTA Tools To Enhance Training Programs & Improve Building Performance

*Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, Facility Engineering Associates
Hilary Evans, Administrative Officer in the Facilities Management Division (AFM), National Gallery of Art
Claude Lacombe, PPM, FMP, Team Leader, Social Security Administration’s Office of Buildings Management
Eric Guthrie, FAC Training Coordinator, the Department of State, Overseas Buildings Operations Facilities Management Division*

You will hear from the State Department, National Gallery of Art, and the Social Security Administration on how they used the FBPTA competency model and tools to enhance their existing workforce development program and document agency progress towards FBPTA compliance. We will share how the agencies navigated through challenges such as a diverse, remote workforce and the benefits of incorporating FBPTA into their existing programs.

Learning Objectives:

1. Discover how federal agencies are implementing the FBPTA requirements
2. Learn how the FBPTA competency model can be adapted to fit individual agency needs
3. Gain the ability to build a business case for training
4. Learn about contract vehicles to assist with FBPTA implementation.

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security Management

W3.39 • Room: 339

Access Control Locks 101

Russell Corriveau, CFDI, CAI, RL, Training Development Manager, ASSA ABLOY

This presentation will explore access control locks and how various credentials communicate such as proximity cards and smart crds and how each communicates to the lock. And how the lock relates the information back to the access control system using various technologies such as POE, Aperio and WiFi Technology as well as the advantageous and disadvantageous of each. We’ll also look at credential readers available with various locks and how multiple technologies can be incorporated into a single reader to allow for multiple technologies to access a single lock.

Learning Objectives:

1. Review various access control technologies

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2. Understand the various ways credentials communicate with the lock
3. Learn the various ways lock communicates back to the access control system
4. List the advantageous and disadvantageous of various access control technology

AUDIENCE: BEGINNER CEU: 0.1

Asset Management

W3.41 • Room: 341

Office Furniture Remanufacturing: The Facilities Managers Alternative to Stockpiling Obsolete Furniture

Doug Pilgrim, LEED AP ID+C, New Business Development and Sustainability Manager, Davies Office

The presentation will share the latest information about trends in office furniture (including office furniture leasing) and the economic and environmental ramifications on obsolete assets. Changes in the workplace have created huge amounts of unwanted office furniture. Remanufacturing addresses the cost, storage and waste that come with replacing office furniture. The presentation will make the case for alternatives to stockpiling obsolete office furniture using real world examples of programs for old furniture office assets. This will be an informative and engaging presentation on how Facilities Managers and Asset Managers of Fortune (500 and 1000) companies have been able to address exiting furniture assets and create measurable economic value and environmental impact avoidance metrics.

Learning Objectives:

1. Learn the comprehensive options available for legacy furniture assets, including unique programs and processes that most companies are unaware exist
2. Be able to demonstrate environmental and financial impact of storing and disposing of outdated office furniture
3. Learn how end users have successfully redeployed existing furniture assets including detailed cost savings and sustainability metrics
4. Assess real world case studies of cost savings accomplished through re-configuring office spaces

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

W3.43 • Room: 343

A Life Cycle Guide to Performance-Based Contracting for Services:

Vince Elliott, President, Elliott Affiliates, Ltd.

What works and what does not: This session will review Vince Elliott's experience over a 40+ year career of implementing Performance-Based contracts on behalf of building owners and managers. He will share what works and what does not when considering a Performance-Based contracting strategy.

Learning Objectives:

1. Understand the 14 steps that define a successful PBC life cycle
2. Learn the number one predictor of Performance success in any contract strategy
3. Understand the difference between a Low price and the Right price
4. Reivew the magic-four Key Performance Indicators (KPI's) and how to measure

AUDIENCE: ADVANCED CEU: 0.1

Data/IoT/Analytics Management

W3.45 • Room: 345

IoT is Here—is Your Facility Ready?

Duane Kobayashi, Chief Strategy & IP Officer, Senseware

The Internet of Things (IoT) has the ability to transform facility management. By utilizing technology to improve reliability, efficiency, and operational continuity, facility managers can better handle the increasing complexity of buildings. IoT helps merge legacy systems with future expansions, maintain aging infrastructure, and improve reporting and compliance capabilities. To deliver on these promises facilities need to be prepared to handle the estimated 26 billion 'smart things' which will be installed by 2020. In this session learn about IoT trends that impact facility management, the limitations of current technology, and how IoT can yield financial benefits for an organization.

Learning Objectives:

1. Learn about use cases for IoT technology and the challenges of adoption
2. Learn how to utilize IoT data
3. Learn how IoT data yields financial benefits for their organization
4. Learn what it takes to implement an IoT solution into their facility

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

W3.47 • Room: 347

Continuous Commissioning Success at Children's Hospital Colorado

Robert de Grasse PE, PMP, LEED AP, CEM, CxA, CDSM, President, RD3, Inc.

Review a hospital's decision making between ESCO vs commissioning agent, retro-commissioning transition to continuous-commissioning, M&V approach, tracking/reporting results, the success story, and lessons learned. Following is the outline of the business case. CHCO main campus built in 2007 and the benchmarking study revealed a possible ~\$2 MM annual energy savings opportunity. RD3 engaged to conduct retro-commissioning to identify energy cost savings and to optimize hospital's systems. RESULTS Retro-commissioning implemented has resulted in over \$1,600,000 in annual energy savings and countless operational / sequence improvements with ROIs of 1,030% !!

Learning Objectives:

1. Review a procurement / contracting approach
2. Provide an implementation phasing approach
3. List a measurement & verification approach
4. Learn a tracking and reporting approach

AUDIENCE: ADVANCED CEU: 0.1

Sustainability and Wellness Management

W3.49 • Room: 349

Lighting for Mood

Craig Malesic, LC, PMP, EIT, Project Manager/Electrical Designer, JDB Engineering, Inc.

From retail spaces to office buildings to medial facilities, architects and lighting professionals are increasingly innovating lighting approaches to reinforce brands, create specific physical and emotional responses from the occupants, and enhance the quality of interior environments. This visual-rich presentation will delve into techniques being employed by designers, corporations, and institutions to create specific moods and reactions while also providing safe, energy efficient lighting solutions.

Learning Objectives:

1. Recognize how lighting has a direct correlation on the emotional responses that an occupant has to a space

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2. Recognize how lighting has a direct correlation on the physical responses that an occupant has to a space
3. Explore how to incorporate lighting to enhance a marketing message or create a specific reaction from occupants in a space
4. Learn how lighting can be designed to maintain safe and code-required levels while creating moods dictated by planned aesthetics of the project

AUDIENCE: BEGINNER CEU: 0.1

3:10 pm - 4:00 pm

Business Management

W4.18 • Room: 318**Soft Skills and Problem Solving for Facility Managers**

Donald Boos, RPA, FMA, Vice President, Account Manager - T. Rowe Price Corporate Real Estate & Workplace Services, JLL
Judy James, Principal, Arris Design
Jim Loesch, CFM, IFMA Fellow, Principal Professional Staff, Retired Facilities Management Department, The Johns Hopkins University Applied Physics Laboratory (JHUAPL)
Stormy Friday, MPA, Hon. FMA, IFMA Fellow, President, The Friday Group

Soft Skills and Problem Solving as you presented to various audiences, means tailoring the methods of communication. Unlike a measurable skill, soft skills cannot be quantified. The method of expression can improve the understanding of the tasks at hand and increase positive outcomes. The Panel will discuss effective means of communication and provide examples of how to enhance the expected results. Learn to effectively converse across multi-tier levels from base level staffing through C-Suite management.

Learning Objectives:

1. Learn to consider the audience or person receiving the message to determine the best platform to convey the information
2. Ascertain how to be more attentive to what is being communicated to determine if the message is being fully understood
3. Learn specific examples of there own experiences of successful and unsuccessful communication
4. Acquire on problem solving/communicating across multiple platforms

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Technical Services Management

W4.21 • Room: 321**LED Lighting: You are BACKING UP if you WAIT any longer!**

E. W. Dovel, VP, Public Sector, Orion Energy Systems

In the last 3 years, lighting manufacturer's brand shares have flipped from 10-15% LED to 90%+ versus Legacy technology, where is YOUR Building? LED is the most exciting thing in lighting since electricity was harnessed and this session will review where it currently is, where is it going and help you determine what a "good" LED product is by dispelling the rumors and falsehoods with facts.

Learning Objectives:

1. Learn the terminology used in Lighting today and the differences between LED and Legacy
2. Review where LED efficiency is today and where it is going
3. Understand the difference between "rated life" and warranty

4. Preview future developments in LED like controls, IoT and POE

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

W4.24 • Room: 324**Machine Learning in HVAC Controls**

Bryce Jacobs, Software Engineer, Computrols
Drew Mire, CEO, Computrols

Artificial intelligence and machine learning technologies are rapidly evolving. With significant advancements in these technologies, buildings are becoming smarter and smarter. Smart building control systems are on the cusp of utilizing these technologies to reduce operating cost and provide significant value to building owners, property management, and building engineers. This presentation will introduce these new computer techniques and show how they are being applied in the HVAC industry.

Learning Objectives:

1. Learn new computer techniques and discover how they are being applied in the HVAC industry.
2. Review broad concepts as well as specific content to the advancement of HVAC computer technology.
3. Learn specific machine learning techniques that are implemented in HVAC control systems.
4. Discover how machine learning adds value and reduces operating costs.

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

W4.27 • Room: 327**How Preventative Maintenance Mitigates Future Risk For Your Parking Structure**

Francesco Genoese, Senior Director of Technical Services, StructureCare

Take on a proactive approach in maintaining your parking garage to help alleviate reactionary costly repairs and restoration in the future! Our StructureCare team will walk you through the steps in identifying maintenance needs of various parking garage systems, understanding the consequences of maintenance neglect and help you develop a comprehensive maintenance program that focuses on mitigating risk, ensuring durability and sustaining the overall service life of your parking garage(s).

Learning Objectives:

1. Identify the maintenance needs of various parking garage construction types
2. List the various deterioration mechanisms in garages and understand the consequences of neglect
3. Gain insight about the key elements of an effective maintenance program
4. Learn the importance of developing a comprehensive maintenance program

AUDIENCE: INTERMEDIATE CEU: 0.1

Wednesday, March 21st

Asset Management

W4.37 • Room: 337

FEDSAT: Helping Your Agency Comply with the FBPTA

Brian Gilligan, National Program Manager, General Services Administration

Amy Maples, Project Manager, SFTool

During this session, we will demonstrate step by step how the Federal Facilities Skills Assessment Tool (FEDSAT) can assess your knowledge of recognized high priority FBPTA performance, identify areas of training, and locate free training provided from the Federal government, industry association and other sources. We will show you how to earn your FEDSAT Certificate of Completion which is an important first step to achieve full FBPTA compliance and how to build your case to request for more training to your supervisor.

Learning Objectives:

1. Understand how to navigate within the FEDSAT tool
2. 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
3. Gain hands-on experience on how to use the FEDSAT tool to find free training to fill your gaps
4. Discover free resources related to facilities management, energy management, and building operation and overall optimization.

AUDIENCE: BEGINNER CEU: 0.1

O&M Work Management

W4.39 • Room: 339

Improving O&M with Design for Maintainability

Darrell X. Rounds, FMA, Manager - Maintenance & Industrial Cleaning, General Motors Company

Accounting for as much as 80 percent of a building's life cycle costs, O&M expenses often reach three times a building's initial construction costs. But what if those costs could be alleviated – and performance optimized – by encouraging facility professionals to provide input during the design phase of the project? Attend this session to learn about Design for Maintainability, a methodology that links operations and maintenance goals to the design process, and how it can be applied to any organization.

Learning Objectives:

1. Review the two primary approaches to the Design for Maintainability methodology
2. Learn key requirements for successfully implementing DfM at your facility
3. Identify key participants in the DfM initiative
4. Discuss DfM benefits with senior leadership

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

W4.41 • Room: 341

Repurpose & Renewal of an Aging Healthcare Facility

Roger Zook, Project Executive, Johns Hopkins Health System

Gino Ciatola, Project Manager, Whiting-Turner Contracting Company

Daniel McKelvey AIA, LEED AP, NIBS, Associate Principal, Ayers Saint Gross Architects

Health-care facility managers are confronted by an increasing inventory

of aging building stock and face the difficult decision of whether to remove these buildings and build new, repurpose, or relocate operations. This presentation documents the complete renovation of a 70's era critical care building while maintaining hospital operations throughout the construction phase. The highlight is an innovative approach that developed a high-performance, hybrid envelope system that results in a modern hospital design aesthetic that is energy efficient, sustainable, and improves building resiliency.

Learning Objectives:

1. Be able to better assess the financial implications related to repurposing existing infrastructure to achieve a cost effective methodology for addressing aging buildings.
2. Appreciate the role that analysis and CAD technology plays in assessing, coordinating, and implementing design strategies for repurposing existing infrastructure.
3. Examine the impact of design decisions on constructability related to cladding materials, fenestration, roofing and insulation of a new building envelope on existing building structure.
4. Understand the complexities and challenges of repurposing an existing hospital building on a densely urban site while maintaining facility operations

AUDIENCE: ADVANCED CEU: 0.1

Risk Management

W4.43 • Room: 343

Getting the Right Data in Your BIM Delivery Models

Jason Kunkel, AEC Manager, CADD Microsystems

As handing over a Revit model at the end of construction has started to become the norm, facility managers need to be sure they can rely on the data they are getting from it. The Model Checker for Revit is a free utility that can be used to check the data inside a Revit model and validate against custom rules that match your requirements. This session will cover how the model checker is used and how to create custom checks that can be shared with designers and contractors to make sure they keep their data correct and consistent.

Learning Objectives:

1. Review the Autodesk Revit Model Checker for Revit and the Autodesk Model Checker for Configurator are and what their benefits are
2. Learn how to effectively use the model checker and model checker configurator
3. Review how other owners are using the model checker in their project handover process
4. List what kinds of data validation can be done on a model with the tools

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

W4.45 • Room: 345

The Impact of IoT on Building Tenant Experience

Danilo Elez, Senior Vice President - Service Business, KONE

The term "smart" is attached to many meanings in today's world – smartphones, smart offices, smart homes – and there's no doubt that the rapid use of technology and connectivity has changed the way we interact with buildings. Where does tenant satisfaction factor into the connected, IoT filled world we live in? Here we explore how sensors, connectivity and IoT impact the way buildings are designed, personalized and managed for the needs of an increasingly connected world.

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Wednesday, March 21st

Learning Objectives:

1. Understand the business case for IoT applied to buildings
2. Identify added value of predictive maintenance for building
3. Learn the concept of smart building management through enlightening multimedia assets
4. Review how IoT enables better decision for tenants

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

W4.47 • Room: 347

District Cooling and the Effects of Low ΔT

David Riffle, Regional Application Consultant, Belimo

This presentation will provide a review of district chilled water system design and how low ΔT impacts both the chillers and the buildings the chillers are serving. We will also cover low ΔT and how it impacts pumping, causes of low ΔT, attempts to correct low ΔT and the relationship between low ΔT and chiller capacity. In conclusion, we will review a study of a building where “Low ΔT Syndrome” was corrected at the point of water to air heat transfer

Learning Objectives:

1. Learn district chilled water design
2. Learn Low Delta T and the causes of it.
3. Learn relationship of Delta T and pumping and cost implications.
4. Learn cost savings from a real world example

AUDIENCE: ADVANCED CEU: 0.1

Sustainability and Wellness Management

W4.49 • Room: 349

Maximizing Cooling Tower ROI Through High Efficiency Submicron Filtration

Michael Ditton, Product Specialists, Evoqua

Water from cooling towers attracts and absorbs airborne contaminants on a continuous basis. Typically, 85% of suspended solids in cooling/hot water loops are smaller than 10 microns. These fine particles are the adherent contaminants fouling cooling tower water, chilled water and heat exchangers, thereby reducing your cooling system efficiency. To prevent early and rapid corrosion, scale and biological growth, cooling tower operators are routinely reviewing their system’s water quality and treatment levels. Learn how fine filtration can help protect your facility, your investments and your bottom line!

Learning Objectives:

1. Learn about the negative impact high levels of suspended solids can have on chillers and water loop systems
2. Review key trends driving the use of high efficiency submicron filtration systems in the facilities management industry
3. Learn how to go about choosing the right filtration solution for their application, while understanding the importance in filtering fine particulate
4. Review case studies where the total operating costs, maintenance costs, chemical usage and water consumption were reduced

AUDIENCE: BEGINNER CEU: 0.1

4:10 pm - 5:00 pm

Vendor Spotlights

W5.31 • Room: 331

GSA’s Government-Wide Strategic Sourcing Solution for Building Maintenance and Operations Services

Mary L. Snodderly, Project Lead/Manager, General Services Administration

Are you a Federal Agency? Come learn about the Building Maintenance and Operations (BMO) strategic sourcing government-wide contract vehicles and how they can save you time and money. GSA’s BMO solution gives federal 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. Learn the overarching strategy of BMO including scope, geographic coverage and benefits.

Learning Objectives:

1. Gain an overall understanding of the Building Maintenance and Operations (BMO) government-wide strategic sourcing solution
2. Learn how to determine if their requirements are a good fit with the BMO contracts
3. Learn how BMO differs 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

Asset Management

W5.37 • Room: 337

FBPTA In Action: How the FBPTA Tools Can Enhance Agency Workforce Development & Build the Business Case for Training

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

Brian Gilligan, National Program Manager, General Services Administration

We will present a hypothetical case study of how the FBPTA competency model can become the foundation for an effective workforce development program. This process prepares individuals to better manage facilities of all shapes and sizes and allows organizations to develop a training program and determine annual training goals and budget. You will learn how to create an implementation plan and use the free tools and consulting services that are available to support FBPTA compliance. You will learn how to develop a supportable business case for training and how to create and support professional development strategies.

Learning Objectives:

1. Discover free tools that direct them to the right training for their career path
2. Learn to develop a finance-based argument for training requests using real-world examples showing improved performance
3. Discover how to develop a plan to achieve FBPTA compliance
4. Learn how to track progress toward professional development goals including FBPTA compliance.

AUDIENCE: INTERMEDIATE CEU: 0.1

Wednesday, March 21st

Safety and Security Management

W5.39 • Room: 339

Risk Mitigation - Preparing for an Active Shooter Event

Gerald Wilkins, PSP, Vice President, Active Risk Survival, Inc.

This presentation provides concise information on preparing for and responding to an Active Shooter Event. Included are basic prevention techniques, employee training options and emergency response protocols. Also included is valuable information on how Emergency First Responders will approach the event and how employees should interact with those individuals. Examples of ways to leverage existing Electronic Counter Measures as part of Emergency Planning programs will be highlighted.

Learning Objectives:

1. Gain a clear understanding of the importance of having a comprehensive plan to respond to an Active Shooter Event
2. Learn about the potential liability risks incurred when proper plans and training are not in place and followed during an Active Shooter Event
3. Review basic instruction on FEMA's "Run, Hide, Fight" method of responding to an Active Shooter Event
4. List how existing security components can be leveraged to mitigate the impact of an Active Shooter Event

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

W5.41 • Room: 341

Rules of Engagement - Managing Roofing Projects

Nick O'Hare, Corporate Quality Manager, StructureTec

Determine the best "fit" for your organization as it pertains to quality, price, delivery, and return on investments. Before you engage in any roofing project, there are several items that need to be addressed. Looking at several project profiles, we will show the ins and outs of engaging roofing projects. Looking at the roof holistically, will be the primary step in deciding if the roof merits replacement and if it does, there are over 300 different types of systems, which is the best fit for your facility? Replacing a roof can vary based on geographic location, size, schedule, etc. There are many factors that go into making an intelligent decision and this presentation will focus on having the right data to support your capital request.

Learning Objectives:

1. Review how to develop an independent rating system
2. Learn how to establish what is more cost effective: replacement or restoration
3. Gain an understanding on what a successful project delivery system looks like
4. Gain an understanding on how to choose a solution that will minimize life cycle costs

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

W5.43 • Room: 343

Building Disasters Leading to Imminent Death (Well Maybe) a.k.a. War Stories and Lessons Learned

Timothy Schap AIA, REWC, Building Forensics Expert, Construction Process Solutions, Ltd.

Everybody makes mistakes, without them we miss an opportunity for improvement. It is when this is realized that we can take the full benefit of learning from our building mistakes, unless of course it is a fatal mistake, and then at least others can benefit from it. From hillside slippage to roof failures to entire building collapses, we will explore those mistakes that make us great.

Learning Objectives:

1. Understand select building issues and define, classify, and assign responsibility for disasters.
2. Develop a process for construction documentation to manage risk in relation to a potential building catastrophe.
3. Develop and understand strategies for disaster prevention, discovery, and resolution.
4. Identify and understand the consequences of poor design, planning, construction, and lack of oversight through a series of case studies.

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

W5.45 • Room: 345

Hear What Your Building Says – And Translate for Decision-Makers

Neil Maldeis, Energy Programs Leader, Trane

Got a connected building? Learn how to access building data to "hear" what a building has to say and how to translate that data into actionable information in language that decision-makers can quickly understand. Hear how to use "big data" techniques to identify potential opportunities for facilities improvement that can then be shared with decision-makers during the budgeting process. Learn to use big data to demonstrate a return on investment and link it to business outcomes. Learn to use big data to communicate the need for continued monitoring and tracking to help ensure optimal building and business performance.

Learning Objectives:

1. Learn how to "hear" what a building has to say and how to translate that data into actionable information that decision-makers can quickly comprehend
2. Learn how to use "big data" techniques in determining where to identify potential opportunities for facilities improvement
3. Learn how to use big data to demonstrate a return on investment once improvement projects are launched
4. Hear how you can use big data to communicate the need for continued monitoring and tracking to help ensure optimal building and business performance.

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

W5.47 • Room: 347

Data Center Cooling Strategies

Stephen Spinazzola, PE, LEED AP, Consultant,

The cost to cool data center space is a key issue that must be addressed during design and systems selection because modern data centers are evaluated not just on reliability, but also on the efficiency of the cooling plant that supports them. Finding cooling strategies that are cost effective while still maintaining the overall reliability of the mechanical and electrical systems is a common challenge for engineers charged with developing data center cooling strategies.

Learning Objectives:

1. Understand the importance of energy efficiency in data center cooling

Wednesday, March 21st

2. Review the features and benefits of air-side economizer
3. List the features and benefits of water-side economizer
4. Learn the importance of understanding the importance of developing a total cost of ownership analysis for various system options

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability and Wellness Management

W5.49 • Room: 349

The Art and Science of Achieving Waste Diversion Through Behavior Change

Kristin Kinder, Product Manager, Waste, ENGIE Insight

With more companies assuming responsibility for cutting down the 258 million tons of waste that Americans generate per year, encouraging behavior change among employees is key to achieving waste diversion goals. Kristin will outline how to leverage data to make educated decisions, incentivize employee participation, and involve key stakeholders to support greener practices, while highlighting the challenges that real companies are facing. She will draw upon ENGIE Insight, formerly Ecova's work with clients who have taken unique approaches to improve their diversion rates measurably.

Learning Objectives:

1. Learn how to encourage behavior change in waste diversion programs, whether it's structured corporate programs or small daily changes for greener practices
2. Learn best practices for successful diversion programs, such as involving key stakeholders and learning to properly waste, recycling and compost bins
3. Review best practices from leading companies, participants will gain a better understanding of the operational tactics needed to achieve waste diversion on-site
4. Learn what's required to start a new waste diversion program

AUDIENCE: BEGINNER CEU: 0.1

4:10 pm - 6:30 pm

Business Management

W5.16 • Room: 316

Women in Facilities Management 2018: Roundtable Discussion & Reception

Doreene Lorenzen, IT Manager, Hennepin County

Deborah Kuo, Director of Real Estate, Excelon Corporation

Jenefer Russum, CEM, Assistant Executive Director/Energy Manager II, Sodexo

Moderator: Naomi Millan, Senior Editor, Building Operating Management Magazine

This highly anticipated annual gathering brings a variety of perspectives together to discuss the ways women continue to shape and impact FM. Designed to be insightful, interactive and inspirational, our diverse panel will offer their thoughts on how to increase the visibility of women in the industry, and share their tips for success. Join the conversation on career development, mentoring, communication and more. All attendees are welcome at this ever-popular session!

Sponsored by: Sodexo



Learning Objectives:

1. Discuss the impact of women in FM roles
2. Review career advancement opportunities
3. Identify effective communication strategies
4. Clarify solutions to common challenges in facility management

AUDIENCE: INTERMEDIATE CEU: 0.1



You are invited to the Thursday General Session...

MARCH

22

Thursday, March 22

8:00 am - 8:50 am

Business Management, Commissioning and Energy Efficiency Optimization

RG.16 • Room: 316

Developing and Understanding Best in Class Operations



Presenter:
Allan Skodowski,
LEED Fellow Principal
Rivion LLC

With so many tools, so little time and a huge variety of best in class programs, how do you determine the best place to start and finish? Developing a strategy that allows for proper planning while measuring for anticipated outcomes will help everyone involved understand what is needed and when. From energy, water, waste, EPA Energy Star, city requirements, LEED, GRESB, WELL, Fitwel, Sites, PEER, and more, demands on operations to understand and apply these programs—along with controlling costs—is greater than ever. In this session, Allan Skodowski will walk through a process to develop a best in class roadmap, beginning with the simple basics and advancing to the development of a comprehensive strategy.

Learning Objectives

1. Participants will gain insights that allow them to take easy steps to qualifying and energy strategy
2. Participants will explore the best approach to developing a concise high level operational strategies
3. Participants will gain valuable insight into how best to foster high level support for an overall operations plan.
4. Participants will delve into common a common sense - practical approach to developing a master operations plan

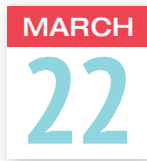
AUDIENCE: BEGINNER CEU: 0.1

Al is the Principal of Rivion. He serves as chief strategist and heads business development for the company. Al started in the building operations and maintenance industry with Hyatt Hotels in Milwaukee and worked through the ranks to become an Assistant Chief Engineer. He opened the 1000 North Water Street office building in downtown Milwaukee as the Chief Engineer and then worked as the Chief Engineer, Operations Manager and Property Manager for the Milwaukee Center. He was the National Director of Engineering for Great Lakes Reit and developed a complete in house operations and maintenance team to oversee operations of the complete portfolio. When Great Lakes Reit was purchased by Transwestern, Al's role expanded to cover all of the company's Midwest properties. He then served as SVP and Director of LEED and Sustainability for Transwestern and led the Transwestern Sustainability Services team in Milwaukee. Al leads his own company Rivion LLC. Al was the Chairman of the BOMA international Energy and Environment Committee which developed a framework around energy data and benchmarking. He served on the local Board of Directors for the Wisconsin Green Building Alliance (WGBA), as well as the United States Green Building Alliance (USGBC) National Board, where he held the position of Chairman of the Board. Al was awarded the USGBC award for Individual Leadership in 2010.

Read more about LEED in the February issue of *Building Operating Management* magazine! "The New Way Forward with LEED v4.1" by Aline Athen at the USGBC.

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Thursday, March 22

9:00 am - 9:50 am

Business Management

R1.18 • Room: 318

The First 100 Days as a New FM Manager: Making or Breaking Your Career!

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

Failure is not an option for a new FM manager, yet many who obtain this position find they don't succeed. The first 100 days in the job define how new managers perform long-term and what type of value they create for their organizations. The key to success is knowing what to do during those first, critical 100 days. This session explores the sinkholes awaiting new FM managers and an action plan to swerve around them. It also outlines the strategy and tools for new FM managers to ensure their leadership will be great instead of adequate.

Learning Objectives:

1. Identify the reasons why new FM managers fail
2. List action plan items to hit the ground running on day one of the new job
3. Review the information needed for sustainable leadership in the first 100 days
4. Name ways to keeping up the momentum after the success of the first 100 days

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

R1.21 • Room: 321

Chilled Water System Control and Optimization

Larry Scholl, CEM, LEED Green Associate, Regional Technical Consultant, Automated Logic Corporation

Central plants are one of the largest energy consumers within a building's HVAC system. Optimizing the operation of the plant is a critical component in managing a building's energy consumption. This presentation focuses on the current methods of control of the various components within a chiller plant including the chillers, pumps and cooling towers as well as the best methods of control to maximum energy efficiency. A strategy for total chilled water system optimization will also be discussed.

Learning Objectives:

1. Discuss the various layouts of chilled water systems
2. Recognize the improper sequences of operation that cause inefficiency in a chilled water system
3. Learn methods to efficiently operate each of the parts of a chilled water system
4. Understand how to implement total chiller plant optimization

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

R1.24 • Room: 324

Top 5 Myths of Maintenance

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

The maintenance world is full of myths, and the biggest myth goes all the way to the top of your organization. Corporate management often does not understand the value of the maintenance and engineering function in many companies. Many top corporate executives still believe the maintenance and engineering function is a necessary evil and should always be housed in the back of the building or in the basement — out of sight and, hopefully, out of mind. Attend this session to understand the biggest myths of maintenance and how to change those perceptions.

Learning Objectives:

1. Lists the top 5 myths of maintenance
2. Review why these myths occur
3. Learn how you can change the maintenance perception
4. Review how you can advance your department

AUDIENCE: BEGINNER CEU: 0.1

O&M Technical Services Management

R1.27 • Room: 327

How Testing, Adjusting and Balancing Impacts Your Operating Budget

Davor Novosel, Chief Technology Officer, National Energy Management Institute Committee (NEMIC)

Imagine your building as an orchestra: many systems (instruments) that require fine tuning to operate in unison. Like an orchestra conductor, the testing, adjusting and balancing (TAB) professional assures that all building systems operate in harmony and at peak efficiency. This presentation will detail what TAB is, how it is done, and what impact the accuracy the TAB process has on your operating budget. You will also learn how to specify TAB and what a TAB professional can do for you.

Learning Objectives:

1. Reivew why do TAB? How often? By whom?
2. Learn the impact of TAB accuracy on your budget
3. List how to specify TAB
4. Understand what can a TAB professional do for you?

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

R1.37 • Room: 337

Global Voices in FM

Terry Vergon, Director of Engineering & Maintenance, C&W Services

Stanley G. Mitchell, FMIFM, FRICS, IEng, CEO, Key Facilities Management

Caroline Horton, Facilities Associate, A Financial Company

Moderator: Edward Sullivan, Editor, Building Operating Management Magazine

This innovative session features leading global FM practitioners exploring what FM looks like other countries. What can we learn from facility professionals in a wealthy emirate state or a developing nation? How is FM viewed overseas? What are the challenges to staffing in

Thursday, March 22nd

a multi-cultural, multi-lingual region? You may be surprised as our panelists interview each other to determine common challenges, unique solutions and emerging trends, and provide insight into how these elements affect FM here in the United States.

Learning Objectives:

1. Identify unique aspects of FM in foreign countries
2. Learn how technology is impacting FM globally
3. Analyze FM education gaps in the U.S. and abroad
4. Learn about trends in FM

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security Management

R1.39 • Room: 339

Active shooters and Workplace Violence: the ROI of an Effective Deterrent

Jody Allen Crowe, M.Ed., President/CEO, Crotega, LLC
Dan Murphy, M.A., CFE, CFCI, Executive Vice President of Business Development, Crotega, LLC

We are becoming more aware of active shooters, workplace violence, and threats in the workplace because of the instant news cycles. Critical infrastructures are susceptible to ideological motivated threats. Participants will gain in understanding the vulnerabilities faced by employees in the workplace, even when the current security measures are in place. Facilities managers will understand the costs incurred when a violent act is perpetrated in their facility and the ROI when establishing better security protocols for workplace violence. Workplace incident data will be used to support emerging security measures.

Learning Objectives:

1. Review how to assess their workplace for workplace violence vulnerabilities.
2. Understand the hidden costs of a workplace violence incident at their place of business.
3. Learn the strengths and weaknesses of current security measures.
4. Learn about emerging security strategies.

AUDIENCE: ADVANCED CEU: 0.1

Asset Management

R1.41 • Room: 341

A Systematic Approach to Evaluating the Building Enclosure

Steven Bohlen P.E., RRC, RWC, BECxP, Associate, Gale Associates, Inc.

A major responsibility of facility managers is to ensure that their buildings are water-tight, energy-efficient, and safe. This often means investigating and evaluating the building enclosure (roofs, walls, windows, waterproofing, and structure) to define and resolve existing problems as well as to avoid future problems. We will present a systematic approach for investigating, evaluating, and repairing building enclosure problems including researching a building's history, performing a field inspection, testing methods, and engineering analysis and material selection.

Learning Objectives:

1. Learn the general procedure for enclosure evaluations
2. Learn about various access and testing methods for enclosure evaluations
3. Understand the potential pitfalls of enclosure evaluations
4. Understand the requirements of the owner/occupant during enclosure evaluations

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security Management

R1.43 • Room: 343

OSHA's Enforcement and Significant Changes to 2018 NFPA 70E

Doug Tellin, Owner, Electrical Safety Specialists, LLC

This session is to provide an overall understanding of the changes made in the 2018 edition of the NFPA 70E and how the changes may affect your company's overall electrical safety program. Student will gain a better understanding of the relationship with OSHA and NFPA 70E, as well as, key items that need to be addressed for the next three year cycle of their electrical safety program. Learn how to protect your employees from Arc Flash/Blast and other electrical hazards with proper assessments and hazard mitigation.

Learning Objectives:

1. Understand the latest changes in the 2018 edition of NFPA 70E
2. Achieve an overall understanding of the relationship between OSHA and NFPA 70E
3. Apply this knowledge to become compliant with OSHA and NFPA 70E
4. Learn what is required of employers to train and qualify persons working on or near energized parts 50 volts or greater

AUDIENCE: BEGINNER CEU: 0.1

Data/IoT/Analytics Management

R1.45 • Room: 345

Innovation Through Disruption - The Energy Efficient Lighting Industry Adapts to the Technological

Erika Picard, Sales Director, Eco Engineering Inc

This presentation examines the changing landscape for energy efficient lighting systems brought on by new LED lighting technologies and advanced lighting controls with their role in the Internet-of-Things movement. Facilities Managers will gain a new perspective on how the industry can and will adapt to the disruption. Practical advice on building a plan for successful implementation of the new technology will be shared.

Learning Objectives:

1. Review the disruptive nature of smart lighting systems and their connection to the IoT
2. Learn the role of lighting in the IoT future
3. Learn how to manage the changes caused by this disruption
4. Gain practical tips on working with service providers, securing financing and handling implementation at the facility level

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

R1.47 • Room: 347

Automation Commissioning: Getting the HVAC Controls Software Right

Kevin Fuller, Executive Vice President, Interval Data Systems

HVAC systems are no longer hardware systems with software controllers, but rather software applications that control hardware. The software components get minimal attention during most commissioning efforts, from the engineering specification to the controls submittals to the actual code installed, and the results are predictably under-performing buildings. This presentation will use case study examples to show the flaws and impact of insufficient automation commissioning. We'll show how engineering specifications and sequences need commissioning to ensure the instructions are complete

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and non-ambiguous; and how to use post-acceptance commissioning of the automation to deliver a building that runs well 24x365.

Learning Objectives:

1. Review the importance of explicit software automation commissioning in new building delivery and existing building commissioning
2. List the need for design commissioning to improve sequences of operation to increase the specificity required to obtain the desired result
3. Learn the role ASHRAE Guideline 36P can play in establishing an objective approach and assessment tool to deliver consistently good operations
4. Understand what skill sets/training is needed by commissioning agents to effectively commission modern automation software

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

R1.49 • Room: 349

Smart Building Technology - In The Hacker's Crosshairs

Fred Gordy, Director of Cybersecurity, Intelligent Buildings

SmartBuilding technology is now a specific target of attackers. There are now documented cases of cyber attacks. In the past 18 months I have audited sites in both the US and Canada and have seen first hand the attack vectors and the processes used to do so. The presentation will give real world examples of attacks and results that will demonstrate the need for developing road maps to secure facilities.

Learning Objectives:

1. Review facility attack examples and case studies
2. Learn the typical vulnerabilities - 3rd party, human error and knowledge gaps
3. Identify quick wins
4. Review cyber secure project outlining

AUDIENCE: ADVANCED CEU: 0.1

10:00 am - 10:50 am

Business Management

R2.18 • Room: 318

Stop the Insanity: Using Technology to Recover \$20 Billion Now

Tom Buiocchi, CEO, ServiceChannel

There are 2 million+ physical multi-location enterprises in the U.S. and collectively, spending on repair and maintenance is in excess of \$100 billion per year with a HUGE amount of inefficiency and waste. Tom Buiocchi, 30-year tech veteran and CEO at ServiceChannel, discusses the areas of overspend and empirical results from hundreds of customers that pinpoint AT LEAST 20 percent of waste in this spend. This session will offer best practices for reducing inefficiencies using a technology-first approach to facilities management. Tom will demonstrate how multi-location businesses can save over \$20 billion annually using AI and other modern tech tools.

Learning Objectives:

1. Review the economics surrounding the facilities management sector
2. Gain insight into inefficiencies across traditional facilities management with an emphasis on the services supply chain and how it adds costly layers
3. List tools needed to unlock \$20-\$25 billion value back for corporations
4. Review how technology, such as IoT and AI, is critical for uncovering

inefficiencies and developing continuous improvement programs

AUDIENCE: ADVANCED CEU: 0.1

O&M Technical Services Management

R2.21 • Room: 321

Significantly Reducing Your Facility's Operating Costs – New Technologies Offer New Strategies

Neal Walsh, Senior Vice President, Commercial Building Solutions, Aeroseal LLC

While most commercial buildings have significant duct leakage that can add thousands of dollars to monthly utility costs, sealing methods make remediation too expensive and too disruptive to consider. We'll take a look at the size and scope of the problem, the pros and cons of various duct sealing strategies, and ways to determine the budgetary impact that duct sealing could have on your overall operating costs. We'll review breakthrough innovations developed by the DOE that make sealing viable, including examples of where its use reduced monthly operating costs for schools, hospitals, office buildings, apartment buildings and other structures.

Learning Objectives:

1. Review significant impact that duct leakage can have on their overall operating expenses
2. Learn how to identify evidence of duct leakage in their own buildings and how to determine the cost savings they could realize
3. Learn about the pros and cons of various duct sealing methods including the latest breakthrough technologies developed by the DOE
4. Review examples of where effective duct sealing methods were used to reduce energy costs and solve other problems associated with duct leakage

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

R2.24 • Room: 324

Snow Removal from Parking Lots and Decks- The Economics of Snow Melting Technology

Paul Schenk, Manager, Terminal Development and Activation, Greater Toronto Airports Authority

This presentation will outline the potential cost savings of melting snow when compared to alternatives such as trucking. Other key considerations regarding snow removal from parking lots and decks will also be reviewed including security concerns, congestion, potential liabilities, and other items.

Learning Objectives:

1. Learn about the pros and cons of snow melting operations and key factors to consider
2. Learn about the pros and cons of snow trucking and hauling and key factors to consider
3. Gain a basic understanding of how to calculate costs related to snow trucking or melting
4. Learn about the different types of melters available and how they vary in return on investment and pay back periods

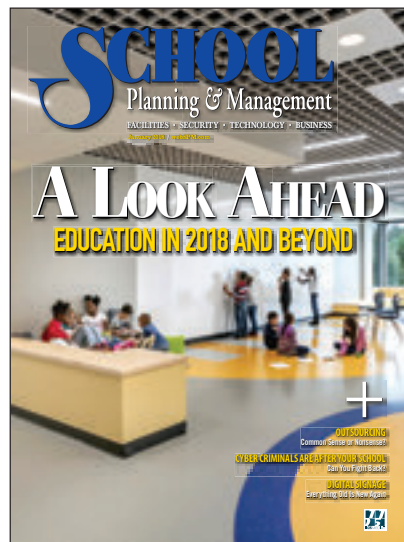
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Thursday March 22nd

Utility Management

R2.27 • Room: 327

Navigating Your Electricity Bill and the New Energy Landscape

Paul Valenta, VP Sales and Marketing, CALMAC

Maryland leads the United States in clean energy by passing the first ever in the nation legislation for a 30 percent tax credit for energy storage. If you manage an office building, school, hospital or other commercial property you may qualify. The tax bill can support more than 10MWH of customer-sited distributed energy storage. This session will focus on changes in the power systems and the high-priced Maryland electricity market. Discussion of the role of renewable energy will be followed by real world examples that will demonstrate how energy storage impacts the bottom line through lower operating costs.

Learning Objectives:

1. Learn about how the growth in solar and wind is spurring growth of energy storage
2. Gain a deeper understanding of the PJM electricity market and how to avoid coincident peaks and demand charges on the utility bill
3. Understand opportunities in utility programs, demand response and energy storage legislation
4. Be able to identify the best timing and rules of thumb for successful implementation of stored energy strategies

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Technical Services Management

R2.37 • Room: 337

21st Century Grounds Management

Gary Barkdoll, Manager of Maintenance Projects and Grounds, Frederick County Public Schools

Hyacinth B. Ide, Associate Director of Landscape Services & Fleet Services, Georgia Institute of Technology

Jeff McManus, CGM, Director of Landscape Services, Airport FBO and Golf Course, University of Mississippi

Moderator: Ryan Berlin, Managing Editor, Facility Maintenance Decisions

Grounds managers face more challenges than ever before. Finding and implementing the latest and greatest ways to work productively, cost-effectively and sustainably are only a few of their concerns. Managers who understand the importance of strong leadership, clear communication with both staff and top leadership, and smart financial decision making will go a long way in creating departments that are efficient, productive and respected. So where is grounds management today, and what management challenges lie ahead? In this session, a panel of grounds managers will discuss successful communication, decision-making and leadership strategies and tactics that will better position the grounds management department within their organizations.

Learning Objectives:

1. Understand managers' roles and responsibilities in developing, implementing and managing communication and leadership practices within grounds management.
2. Implement management and leadership tactics within the grounds department to achieve greater productivity.
3. Learn how and what to communicate with top management to build trust and support.
4. Learn about advances in key components and practices related to sustainable grounds management.

AUDIENCE: ?? CEU: 0.1

Safety and Security Management

R2.39 • Room: 339

How Facility Managers Can Get the Most from Their Security System

Doug Haines, MPSE, CEO, Haines Security Solutions

There's a reason your costs are going up and your security is failing. All stakeholders; i.e., architects, engineers, facility managers, occupants, planners and security professional see things differently. Most often security systems are added as an afterthought to any new construction project and for major renovation projects. We will examine the different viewpoints of the stakeholders, identify how to design space based on threat and still keep it aesthetically pleasing and finally, how to keep short term and long term costs manageable by setting parameters for implementation.

Learning Objectives:

1. Review why stakeholder "buy in" from the on-set of a project is important
2. Understand that an agreement of stakeholders on what you're designing against will keep both short/long term costs manageable, immediately and in the future
3. Review how to create usable space
4. Identify ways of maintaining security effectiveness creates an environment where people want to live, work and play there

AUDIENCE: INTERMEDIATE CEU: 0.

Asset Management

R2.41 • Room: 341

Design, Material and Installation: 3 facets of an Integrated Weather Barrier

Gary Williams, Senior Project Manager, Conley Group

Whether it is new construction, restoration or repair, it is critical to the long term success of any project and to the sustainable performance of any building that the building envelope components be brought together to create an Integrated Weather Barrier. This is achieved through the purposeful coordination of the three facets of all projects; Design, Material and Installation. This seminar will define the concept of the building envelope, examine the importance of obtaining an Integrated Weather Barrier and explain how the functions of Design, Material and Installation are intimately intertwined and how they can be coordinated.

Learning Objectives:

1. Define and develop a better understanding of the Building Envelope concept
2. Define and develop a better understanding of the Integrated Weather Barrier concept and how it impacts the performance and sustainability of buildings
3. Define and develop a better understanding of the Design, Material & Installation concept and how they are related
4. Explore the process of proactively creating coordination between Design, Material and Installation to achieve an Integrated Weather Barrier

AUDIENCE: INTERMEDIATE CEU: 0.1

Thursday March 22nd

Risk Management

R2.43 • Room: 343

Facility Condition Assessments (FCA): Is it Time for a Third Party to Review your Facility?

Jack Christensen, CFM, REP, ASSOC/RICS, Director of Facilities and Energy Management Operations (FEMO), Pennsylvania Turnpike Commission

John Hajduk, MBA, Director, Penn State Facilities Engineering Institute

Robert Kleimenhagen, Jr., CFM, SFP, Director of the Facilities and Energy Management Operations (FEMO), Central Bucks School District

Greg Ruberto, PE, Project Manager, Penn State Facilities Engineering Institute (PSFEI)

Facility Condition Assessments (FCA) are emerging as a powerful executive tool for both strategic capital planning, project prioritization, and overall asset management. Historically FCAs were delivered as reports which were static tools listing deficiency information to help manage deferred maintenance backlogs. Adding modern web based technology with best practices (monetary and engineering-derived) to FCA yields a dynamic reporting interface that can be fully integrated with other enterprise business systems such as (CMMS) computerized maintenance management systems.

Learning Objectives:

1. Learn about best practices for conducting FCA
2. Understand how software and analytics can be used to better manage facilities
3. Understand data needed to conduct a FCA
4. Review how to integrate the results of a FCA into strategic and long range business plan

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

R2.45 • Room: 345

Before & After – How the IoT Can Transform BMS

Kurt Gokbudak, CEM, Solution Architect, Schneider Electric

As the IoT continues to gain momentum, new opportunities have emerged to create a dynamic and intelligent cloud-based facilities network by connecting electrical, mechanical and electro-mechanical building systems and platforms. This presentation will discuss the critical steps that facility managers need to take in order to integrate IoT into their building management practices and reap its benefits by maximizing efficiencies through data analysis and actionable insights. These steps include planning for IoT integration, testing its efficacy before overhauling an entire system, utilizing building data analysis and other actions needed to create a truly interconnected, intelligent system.

Learning Objectives:

1. Learn the benefits of IoT integration in building management systems, both existing and future.
2. Gain the confidence to persuade building management decision-makers of the effect IoT integration will have on efficiencies.
3. Understand how to go about implementing IoT in their properties.
4. Comprehend the return on investment of utilizing IoT in their day-to-day operations.

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

R2.47 • Room: 347

Smart Buildings Improve Your Bottom Line

Deepinder Singh, CEO and Founder, 75F

Employing a smart solution in your building enables predictive HVAC, which can greatly improve energy efficiency while driving thermal comfort and employee productivity. So how do you, as a professional Facility Manager or Building Operator, curb excessive waste and improve your bottom line? You can do so by addressing one of the biggest money hogs, HVAC. Accounting for 40% of your building's energy costs, reducing this significant number will contribute to your bottom line and your sustainability objectives simultaneously. Within a smart system, air quality will also be improved, leading to happier, more productive employees.

Learning Objectives:

1. Describe how IoT and cloud computing work together to enable smart buildings
2. Be able to recognize the benefits of using a smart solution
3. Review how thermal comfort and indoor air quality impact their environment for customers and employees alike
4. Learn about the impact to the bottom line through leveraging a smart building solution

AUDIENCE: BEGINNER CEU: 0.1

Data/IoT/Analytics Management

R2.49 • Room: 349

Hacking Everything - The Dark Side of the Internet of Things

Salwa Rafee, Security Healthcare and Life Sciences Biz Dev Leader, IBM

With the Internet of Things (IoT), essentially everything becomes a computer. We know that computers can be hacked. This means that everything can be hacked including cars, home appliances, medical devices and more. This session will give examples of IoT hacks and the consequences of not getting security right as we move to this important new technology.

Learning Objectives:

1. Review how with IoT, everything is a computer
2. Learn how all computers can be hacked
3. Learn how to take action against hacking
4. Review examples of IoT hacking and the potential consequences

AUDIENCE: INTERMEDIATE CEU: 0.1

2:10 pm - 3:00 pm

Safety and Security Management

R3.39 • Room: 339

Drones and Facility Security: What No One Will Tell You

Travis Moran, Strategic Partner, Gryphon Sensors

Drones have become one of the hottest topics of facility security managers regardless of industry. This emergent technology is increasingly complex in terms of threat capabilities and what can/cannot be done to counteract them. In this session, attendees will learn about the threat capabilities, the current state of laws and regulations, the limited legally available methods for mitigating them, and core facility security strategies facility managers can employ pre, during, and post drone event.



Thursday March 22nd

Learning Objectives:

1. Learn the current and future state capabilities of drones to be a facility security threat
2. Review the current state of laws and regulations related to drone security
3. Review the current state of technologies that can be used for drone security
4. Review how to integrate a drone security plan into their facility security plans

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Technical Services Management

R3.41 • Room: 341

Leveraging Efficiency Gains to Finance Infrastructure Upgrades

Stephen Weber, Flo-Tron

Facility infrastructure assets such as building envelope, mechanical, and electrical systems require on-going maintenance and periodic, systemic replacement. These systems provide expected services such as heat, light, power, air-conditioning, and protection from the elements, not sell-able, customer attracting assets- often leading to deferred maintenance/deferred replacement. Equipment age/wear, technology break-through, and deferred maintenance lead to significant higher-than-necessary operating costs. This presentation will identify the options for financing infrastructure upgrades with zero out-of-pocket owner costs, how to generate savings that will exceed the payments, and how to package projects for favorable finance considerations.

Learning Objectives:

1. Understand various alternative options for project finance that leverage energy and operational cost savings
2. Learn about operational cost savings from systemic or equipment upgrades
3. Learn how to present out-of-pocket upgrade options to their organization's budget and finance executives
4. Understand how to package projects and position their site for favorable finance considerations

AUDIENCE: ADVANCED CEU: 0.1

Business Management

R3.43 • Room: 343

EPACT 179D Energy Tax Savings for Building Owners

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. Introduce the major categories of Project Benefits(Energy Savings, Incentives, etc.)
2. Comprehend the concepts of Pay back, NPV and ROI
3. Review the current incentives related to energy efficiency
4. Provide a legislative update on existing and proposed tax incentives related to buildings

AUDIENCE: BEGINNER CEU: 0.1

Data/IoT/Analytics Management , O&M Technical Services Management

R3.45 • Room: 345

Evolution of IT & Facility Management

Guy Sella, Energy Information System Advisor, MelRok, LLC

As Facility Management evolves along with the exponentially increasing prevalence of IoT; the integration of Facility Management with IT will enable both the IT and Facility Departments to save money and energy in their facility. This integration will provide both Financial and Operational benefits by merging Real-Time Data and Artificial Intelligence with the Control of Facilities. The combination of real-time data reporting conditions both inside and outside a building allows an AI platform to autonomously control the building's equipment in real-time in response to changing internal and external conditions.

Learning Objectives:

1. Learn about the integration of the IT and Facility Management Departments
2. Learn how merging IT and Facility Management departments will reduce energy costs and save money
3. Learn that this integration will provide both financial and operational benefits for the combined departments and their facility
4. Learn how the combination of Real-Time Data and Artificial Intelligence allows the Real-Time Control of a Building

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

R3.47 • Room: 347

Have LED lighting? Then get ready for controls!

Alison Zimpfer, Systems Engineer, Energy Management Collaborative (EMC)

New LED lighting may now be illuminating your offices, industrial spaces and exteriors, and you're enjoying the savings they provide. But did you know you could shrink your lighting bill by another 40-70% and meet energy code requirements by adding controls? Learn how wireless and IoT technologies ranging from daylight harvesting and occupancy sensors to plug load and time-based controls can take your building environments, sustainability objectives, and compliance requirements to whole new levels. Discover what's needed to assess your facilities' lighting and controls opportunities today!

Learning Objectives:

1. Know that controls opportunities exist wherever lighting exists
2. Understand the leading lighting controls strategies for commercial spaces and the importance of knowing their desired function for where they are applied
3. Identify which desired outcomes are most important for your facilities and use them to prioritize your controls implementation
4. Assess your facilities' readiness to incorporate the types of controls that best optimize your environments

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

R3.49 • Room: 349

The Changing Role of Facilities Management in a "Connected" World

Tom Kay, Vice President, ENTOUCH

In an ever-changing work environment, facility professionals are tasked to do more with less - juggling countless disparate systems and complex work flows efficiently. In a "connected" world, facility professionals will need to migrate away from manual processes and legacy systems and embrace new technologies in order to effectively

Thursday March 22nd

support a distributed portfolio. In this session, we will discuss traditional work flow processes and how new technologies that leverage smart building solutions can improve productivity, boost performance and provide tangible benefit to an organization.

Learning Objectives:

1. Review the Internet of Things (IoT) and Smart Building Solutions
2. List the tangible benefits associated with IoT / Smart Building Solutions
3. Learn “Best Practices” of those who have successfully adopted IoT Strategies
4. Learn how to implement IoT/Smart Building Solutions

AUDIENCE: BEGINNER CEU: 0.1

3:10 pm - 4:00 pm

O&M Technical Services Management

R4.37 • Room: 337

How Your Building Service Contractor Can Help Enhance the Tenant Experience

Kathleen Bands, Vice President, My Cleaning Service, Inc., President, BSCAI Mid-Atlantic Chapter

In this session, we will discuss ways your building service contractor can help enhance the tenant experience. While every BSC strives to provide a service at or above the specification level, your BSC should act as a service delivery partner to your clients. This session will address some of the questions of, “what can my janitorial company do to add value and lessen the burden on me and my team?” and “How BSC’s culture help my company meet our client satisfaction goals?”

Learning Objectives:

1. Learn how BSC’s can enhance the tenant experience
2. List value added services
3. Review delivering the same experience through different levels of building staff
4. Comprehend negotiating service delivery and managing expectations

AUDIENCE: BEGINNER CEU: 0.1

O&M Work Management

R4.39 • Room: 339

Implementing Maintenance Planning and Scheduling

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

Planning and scheduling are essential for a successful asset management program. Is the majority of your time spent on unplanned maintenance? Do you have a dedicated planner and scheduler in your department? Did you know unplanned work can cost almost four times the amount of planned work? Attend this seminar to learn the benefits of maintenance planning and scheduling and how to can immediately implement strategies to move your department from unplanned to planned maintenance calls.

Learning Objectives:

1. Understand the increase value to the organization through planning and scheduling
2. Review the key characteristics of planners within your department
3. Understand how work orders impact planning and scheduling

AUDIENCE: BEGINNER CEU: 0.1

Commissioning and Energy Efficiency Optimization

R4.41 • Room: 341

The Arrival of DC Power in Buildings

Andrew Yip, Director - Business Development, Bosch Building Grid Technologies

The use of direct current (DC) power in buildings are becoming more prevalent as the industry realizes it is more efficient and reliable than an alternating current (AC) system. Buildings implementing DC energy systems are more self sufficient as the majority of the energy generated onsite is directly consumed by the facility, therefore not solely relying on the utility grid to provide power. Learn how a DC power system can be cost-effectively deployed to provide your building energy needs in normal operation and even during an outage.

Learning Objectives:

1. Understand how DC power already plays an essential and unrecognized part of our everyday lives
2. Learn why and how DC power can be sustainable while reducing costs and increasing electric reliability
3. Learn how DC technologies can be incorporated into buildings and its benefits
4. Understand why a shift to DC power will be essential in the future for mission critical properties

AUDIENCE: BEGINNER CEU: 0.1

Business Management

R4.43 • Room: 343

Using Energy Efficiency Financing to Upgrade Facilities, Boost Cash Flow, and Improve Asset Value

Kyle Peczynski, Business Development Officer, Petros PACE Finance, LLC

PACE, or Property Assessed Clean Energy, provides 100%, long-term, fixed-rate financing for energy efficiency, water conservation, and renewable energy projects. This innovative financing mechanism is meant to enable commercial and industrial property owners to undertake comprehensive energy retrofits that significantly reduce the operating costs of their real estate assets. Since the financing eliminates all upfront costs and spreads the repayment over a long term, the annual savings from the energy retrofit exceed the PACE loan payments on an annual basis, leading to immediate positive cash flow for the property owner.

Learning Objectives:

1. Learn what Property Assess Clean Energy (PACE) financing is and how it helps get energy efficiency projects approved and completed
2. Gain an understanding of the value of PACE financing, which includes eliminating upfront capital needs, boosting NOI, and increasing asset value
3. Learn how to identify good PACE projects and how lenders underwrite such projects, enabling them to assemble projects that meet financing requirements
4. Review case studies from around the United States that show how PACE has helped commercial, industrial, and nonprofit property owners

AUDIENCE: ADVANCED CEU: 0.1

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00:01

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President and Owner, AirPac Inc
January 17, 1939 – April 6, 2017



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Cooney Technologies is the only manufacturer of coils that guarantees the entire coil against freeze damage! With Cooney Freeze Block Technology the design of HVAC systems are being revolutionized and systems with damaged coils that didn't have freeze protection are being replaced. This technology has been utilized by thousands of organizations since its introduction without one coil realizing freeze damage.

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Craftmaster Hardware distributes security hardware, locksmith supplies and detention hardware. Craftmaster primarily serves the institutional locksmith at hospitals, education, facility management and corrections facilities. We represent the world's most recognized brands and differentiate ourselves with superior technical service and product support. Call on Craftmaster @ 800-221-3212 or info@craftmasterhardware.com Check us out at www.craftmasterhardware.com

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www.critical2u.com

Critical Solutions Group, a Division of BGIS, formerly CPTAM, specializes in testing and maintaining critical electric power solutions. We offer a range of electrical testing services including com-

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Cummins

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317-840-0407

www.salesandservice.cummins.com

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Davies core business for over 65 years has been sustainable recycling and remanufacturing of grade A office furniture and systems from industry leaders such as: Steelcase, Haworth, Herman Mill-

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 844-925-5929
www.grindallconcrete.com

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IFMA Chesapeake Chapter - Kee Safety Inc.

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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, mentorship 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 #2665. Visit the website www.ifmachesapeake.org for more information.

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LightStat, Inc.

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National Institute of Building Sciences

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American Energy Services.....	2537
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Topaz.....	2645
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Chardon Laboratories Inc.....	2348
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Guardian CSC.....	2658
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Oasis International.....	1607
Permatron Corporation.....	2552
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AGF Manufacturing Inc.....	1529
BFPE International.....	2214
Commercial Fire Hydrant Service.....	1425
Denlar Fire Protection, LLC.....	2562
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Edwards Detection & Alarm.....	2502
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Fireline Corp.....	2321
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Safety Technology International, Inc. (STI).....	1523
Security Door Controls.....	1812
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Suppression Systems Inc.....	1522
VFS Fire & Security Services.....	1937
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Benjamin Moore.....	2026
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Busch Systems International Inc.....	2231
Glasdon Inc.....	1627
SkyVac USA.....	2523
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Vectair Systems Inc.....	2456
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Duct & Vent Cleaning of America Inc.....	2243
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Pure Air Control Services, Inc.....	2515
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eMaint Enterprises.....	2031
Energy Management Collaborative.....	2371
Facilities Survey Inc.....	2548
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Polaris Industries.....	2225
Porous Pave Inc.....	1600
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ReachMaster, Inc.....	2409
Reechcraft Inc.....	1901
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Barron Lighting Group.....	1625
Batteries Plus Bulbs.....	2565
Beghelli USA.....	2544
Bopat Electric Co., Inc.....	2247
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Dyson Airblade.....	1731
Energy Management Collaborative.....	2371
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Envirobrite.....	1717
Flex Lighting Solutions.....	1710
Global Energy Services.....	2619
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LEDVANCE.....	1939
Light Efficient Design.....	2671
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Orion Energy Systems.....	2023
Pepco & Delmarva Power Commercial & Industrial Energy Savings Program.....	2674
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Veolia Environmental Services.....	1610
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Electric Eel Mfg. Co. Inc.....	1724
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Facilities Survey Inc.....	2548
Feather Free Zone.....	1619
Fidelity Power Systems.....	2350
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FLIR Systems Inc.....	2317
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ReachMaster, Inc.....	2409
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Staples Business Advantage	2151
Steadyrack PTY	2675
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Staples Business Advantage	2151
Steadyrack PTY	2675
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Complete Building Services	2654
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Summit Anchor Co.....	2670
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Arisfor, LLC.....	2146
Benjamin Moore	2026
Gaco Western	2374
GE Silicones	2250
Good Wood Flooring & Carpentry, LLC.....	2275
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KOSTER American Corp.....	1606
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SealMaster	2559
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Grind-All Concrete/Walkway Restoration Inc.....	1626
Industrial Caulk & Seal Inc.....	2331
KOSTER American Corp.....	1606
National Concrete Polishing.....	1824
O'Leary Asphalt Inc.....	2155
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Porous Pave Inc.	1600
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SealMaster	2559
Shiloh Paving & Excavating Inc.	2161
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AGF Manufacturing Inc.....	1529
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HydroCorp.....	2663
Knott Mechanical	2656
Natural Choice Corp.....	2248
Northeastern Supply Inc.	1604
Oasis International.....	1607
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RIDGID	1519
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The Harvey Salt Company.....	2668
Viking Group, Inc.....	1527
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Applied Comfort Products Inc.....	2249
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Sunbelt Rentals	1805
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Bopat Electric Co., Inc.....	2247
Centrica Business Solutions	2531
Connectrac	2222
Cummins	2147
DITEK Surge Protection	2647
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Fidelity Power Systems	2350
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Dyson Airblade.....	1731
NALCO Water, an Ecolab Company	2520
RectorSeal	1605
San Jamar	2346
Vectair Systems Inc.	2456
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Wilmot Modular Structures Inc.....	2001
ZAN Compute Inc.....	200

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Accella Polyurethane	2244
BASF Corporation	2137
BLUEFIN, LLC.....	2617
CHEM LINK	1210
DDP Roofing Services, Inc.	1405
DECRA Roofing Systems	2320
Duro-Last Roofing Inc.....	2343
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AGF Manufacturing Inc.....	1529
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ASSA ABLOY	2009
Avian Flyaway Inc.....	1816
BFPE International	2214
Big John Products, Inc.....	2347
Denlar Fire Protection, LLC.....	2562
Ecoglo Inc.	1945
Edwards Detection & Alarm.....	2502
Fire & Life Safety America Inc.....	2349
FLIR Systems Inc.....	2317
Garlock Safety Systems.....	2420
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Kee Safety Inc.....	2251
Kidde Fire Systems.....	2601
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Little Giant Ladder Systems.....	1718
Matting By Design	2040
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Orr Protection Systems Inc.....	2427
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Pure Water Technology of Central PA, Inc.....	2553
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Salisbury by Honeywell	2450
SkyVac USA.....	2523
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Suppression Systems Inc.....	1522
Tremco Roofing and Building Maintenance.....	2049
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ASI - Marathon Doors/Bob's Overhead Doors	2451
ASSA ABLOY	2009
Atlantic Sun Control Inc.....	2630
Axis Communications.....	2627
BFPE International	2214
Chesapeake Controls Inc.....	215
Club Car Inc.....	2309
Craftmaster Hardware	1516
CyberLock Inc.....	2662
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Select Systems Technology Inc.....	1719
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Vision Technologies Inc.....	1926
Westminster Fire Extinguisher Services, Inc.....	1817
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Atlantic Sun Control Inc.....	2630
Beghelli USA	2544
CHB Industries Inc.....	2236
Hager Companies.....	1618
Kroy Sign Systems	2657
Lightalarms.....	1801
Pavement Corporation.....	2356

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Cushman/Werres.....	1831
GVM Inc.....	2267
O'Leary Asphalt Inc.....	2155
Snow Dragon.....	2048
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213	Association for Facilities Engineering	1504	PDQ Manufacturing	1706	Mobile-Shop Co.
215	Chesapeake Controls Inc.	1505	Overly Door Co.	1710	Flex Lighting Solutions
312	Northeast Energy Efficiency Partnerships	1506	FacilityConneX	1711	APCO Sign Systems
313	National Association of Power Engineers	1507	TownSteel Inc.	1713	ABCO Fire, LLC
314	Aquicore	1510	Herc Rentals Inc.	1716	ICB/TABB
315	LightStat, Inc.	1511	Marvin Windows and Doors	1717	Envirobrite
318	Evoqua Water Technologies	1512	Door Closer Service Co. Inc.	1718	Little Giant Ladder Systems
319	FSR, Inc.	1513	enLux Lighting	1719	Select Systems Technology Inc.
401	Yardi Systems	1516	Craftmaster Hardware	1722	Electro Industries/GaugeTech
409	National Institute of Building Sciences	1517	Best Access Solutions	1723	Cold Point Corp.
412	toggle	1518	EcoStar LLC	1724	Electric Eel Mfg. Co. Inc.
414	Senseware	1519	RIDGID	1725	Weil-McLain
415	Waterlogic USA	1522	Suppression Systems Inc.	1726	Lighting Resources, LLC
419	HydroPoint Data Systems	1523	Safety Technology International, Inc. (STI)	1727	OMG Roofing Products
500	Site 1001	1524	Potter Electric Signal Company LLC	1729	Paradise Energy Solutions
508	aur2	1525	South-Tek Systems	1731	Dyson Airblade
512	Barclay Water Management	1527	Viking Group, Inc.	1733	Stanley Access Technologies
514	Rivion LLC	1529	AGF Manufacturing Inc.	1737	Knight Restoration
524	Outdoorlink Inc.	1600	Porous Pave Inc.	1741	George Mason University- Executive and Professional Education
1105	<i>Building Operating Management Magazine</i>	1601	General Pipe Cleaners/General Wire Spring Co.	1800	WaterSignal
1105	FacilitiesNet.com	1604	Northeastern Supply Inc.	1801	Lightalarms
1105	<i>Facility Maintenance Decisions Magazine</i>	1605	RectorSeal	1804	Rimkus Building Consultants
1111	School Planning & Management/ College Planning & Management	1606	KOSTER American Corp.	1805	Sunbelt Rentals
1122	Maryland/DC Chapter of APPA	1607	Oasis International	1810	C.N. Robinson Lighting Supply Co.
1125	BOMI International	1610	Veolia Environmental Services	1812	Security Door Controls
1210	CHEM LINK	1611	ISAVE Team	1816	Avian Flyaway Inc.
1212	Continental Control Systems LLC	1612	Apogee Enterprises Inc.	1817	Westminster Fire Extinguisher Services, Inc.
1220	Gordian	1616	Sapling Company Inc.	1818	IR-TEC America Inc.
1222	AIA Baltimore	1617	Sam DeSanto Co., Inc.	1822	Infor
1300	Allegion	1618	Hager Companies	1823	Wizard Software Solutions
1313	Horton Automatics	1619	Feather Free Zone	1824	National Concrete Polishing
1323	National Fire Protection Association	1622	Versico Roofing Systems	1825	Parker Hannifin - Sporlan Division
1405	DDP Roofing Services, Inc.	1623	Starline	1826	Dude Solutions
1407	Securitech Group Inc.	1624	Acme Paper & Supply Co., Inc.	1827	CADM
1412	SALTO Systems	1625	Barron Lighting Group	1829	Tracked Lift Inc.
1413	Lift-U Division of Hogan Mfg., Inc.	1626	Grind-All Concrete/Walkway Restoration Inc.	1831	Cushman/Werres
1417	Cooney Technologies	1627	Glasdon Inc.	1836	Pinkerton
1419	Alarm Lock	1628	Tecta America Corporation	1837	WD-40 Co.
1422	National Fire Sprinkler Association	1700	Radiant Electric Heat	1839	Sto Corp.

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1901.....Reechcraft Inc.	2127.....Acuity Brands Lighting	2263.....Flex Membrane International Corp.
1909.....JLG Industries	2131.....VARIDESK	2264.....National Compressor Exchange, Inc.
1916.....Power Plus	2136.....WerkMaster Grinders & Sanders Inc.	2265.....American Plant Maintenance LLC
1917.....Johnson Controls - Family of Brands	2137.....BASF Corporation	2267.....GVM Inc.
1922.....American Time	2139.....StructureCare	2269.....Rain Bird Corp.
1923.....Spirax Sarco	2140.....RAB Lighting	2271.....Munters Corporation
1926.....Vision Technologies Inc.	2141.....Interior Maintenance Company Inc.	2275.....Good Wood Flooring & Carpentry, LLC
1927.....WSA Engineered Systems, Inc.	2144.....EPAC Software Technologies Inc.	2309.....Club Car Inc.
1931.....item Mid-Atlantic	2145.....U.S. Department of State	2317.....FLIR Systems Inc.
1936.....Eastern Diversified Services Inc.	2146.....Arisfor, LLC	2320.....DECRA Roofing Systems
1937.....VFS Fire & Security Services	2147.....Cummins	2321.....Fireline Corp.
1938.....TimeMaster	2148.....TEMP-AIR	2327.....BRAVO! Group Services
1939.....LEDVANCE	2149.....Whittaker Co., RE	2333.....Leica Geosystems Inc.
1940.....Swiftspace Inc.	2150.....ReRoof USA	2336.....Taylor Northeast
1941.....RCI Technologies East	2151.....Staples Business Advantage	2337.....FreeAxez LLC
1945.....Ecoglo Inc.	2152.....Quench USA, Inc.	2338.....ISSA – the Worldwide Cleaning Industry Association
1947.....Apex Companies, LLC	2155.....O'Leary Asphalt Inc.	2342.....Trystar
1949.....CADapult FM	2159.....Wilson Bohannan Lock Co.	2343.....Duro-Last Roofing Inc.
2000.....ACP-Acoustic Ceiling Products	2161.....Shiloh Paving & Excavating Inc.	2344.....Maintenance Troubleshooting International
2001.....Wilmot Modular Structures Inc.	2163.....TriTechnologies Ltd.	2345.....ePIPE Restoration
2009.....ASSA ABLOY	2209.....Davies Office Inc.	2346.....San Jamar
2022.....NTT Training	2214.....BFPE International	2347.....Big John Products, Inc.
2023.....Orion Energy Systems	2217.....Avetta (formerly PICS Auditing)	2348.....Chardon Laboratories Inc.
2026.....Benjamin Moore	2221.....milliCare Floor & Textile Care	2349.....Fire & Life Safety America Inc.
2029.....WGL Energy	2222.....Connectrac	2350.....Fidelity Power Systems
2030.....Saw Trax Mfg. Co., Inc.	2225.....Polaris Industries	2351.....Case Snow Management, Inc.
2031.....eMaint Enterprises	2226.....USA LED	2355.....Spring City Electrical
2031.....Fluke Corporation	2231.....Busch Systems International Inc.	2356.....Pavement Corporation
2036.....AirPac Inc.	2236.....CHB Industries Inc.	2357.....Ductz International
2037.....CE Maintenance Solutions LLC	2237.....FlexCart	2358.....Sodexo
2038.....Pennoni	2238.....ZTS Inc.	2359.....Belfor Property Restoration/Dutz
2039.....CNECT	2240.....GSM Roofing	2362.....Total Asphalt Technology
2040.....Matting By Design	2243.....Duct & Vent Cleaning of America Inc.	2363.....Bell Bird Control
2041.....Aceto Corp.	2244.....Accella Polyurethane	2364.....Rosendin Electric, Inc.
2044.....Alfa Laval by Energetx	2245.....Critical Solutions Group, a Division of BGIS	2365.....Pacific Stair Corp/Safe-T-Nose
2045.....Keyper Systems	2246.....Labor Finders	2366.....Scotch Corporation
2047.....Parkland Plastics	2247.....Bopat Electric Co., Inc.	2367.....Kline's Services
2048.....Snow Dragon	2248.....Natural Choice Corp.	2368.....Precision Concrete Cutting
2049.....Tremco Roofing and Building Maintenance	2249.....Applied Comfort Products Inc.	2369.....Special Pathogens Laboratory
2051.....Air Cleaning Technologies, Inc.	2250.....GE Silicones	2371.....Energy Management Collaborative
2053 Houck Building Preservation Specialty Contractors	2251.....Kee Safety Inc.	2373.....EnerNOC
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2416.....ARC	2537.....American Energy Services	2630.....Atlantic Sun Control Inc.
2420.....Garlock Safety Systems	2538.....Zen Ecosystems	2631.....ISES Corporation
2421.....Reliable Controls Corp. USA	2542.....NUUO Inc.	2632.....Mobility Lifter
2426.....MRI Software	2543.....FrontRow	2633.....Multitherm Coils LLC
2427.....Orr Protection Systems Inc.	2544.....Beghelli USA	2636.....Optiview
2430.....1-800-GOT-JUNK?	2545.....HID Global	2637.....BACnet International
2431.....ProFM™ Credential Program	2546.....EMCOR Services	2638.....Schindler Elevator Corp.
2436.....IDEAL Industries Inc.	2547.....WLS Companies	2639.....ABB Inc.
2437.....Schneider Electric	2548.....Facilities Survey Inc.	2641.....United Electric Supply
2442.....Viconics Technologies Inc.	2549.....CleanAlert LLC	2642.....archSCAN LLC
2443.....Test Products International	2550.....SERVPRO	2643.....Sensi Multiple Thermostat Manager
2444.....Hubbell Lighting	2551.....EMG	2644.....Augury
2445.....Spring Lighting Group	2552.....Permatron Corporation	2645.....Topaz
2446.....Quality Uptime Services	2553.....Pure Water Technology of Central PA, Inc.	2646.....Monnit
2447.....ServiceChannel	2554.....Quest Specialty Corporation	2647.....DITEK Surge Protection
2448.....F.A. Taylor & Son Inc.	2557.....Extrutech Plastics Inc.	2648.....ServiceMaster NCR
2449.....Q Ware	2558.....ONICON Inc.	2649.....Network Thermostat
2450.....Salisbury by Honeywell	2559.....SealMaster	2650.....SELECT Hinges/SELECT Products Ltd.
2451.....ASI - Marathon Doors/Bob's Overhead Doors	2562.....Denlar Fire Protection, LLC	2652.....Detex Corp.
2454.....Solus Group	2563.....Unlimited Restoration Inc.	2654.....Complete Building Services
2455.....Veritiv	2564.....Curecrete Distribution, Inc.	2656.....Knott Mechanical
2456.....Vectair Systems Inc.	2565.....Batteries Plus Bulbs	2657.....Kroy Sign Systems
2462.....PBI Restorations	2566.....Construction Specialties Inc.	2658.....Guardian CSC
2463.....CentiMark Corporation	2567.....Metallurgical Engineering Services, Inc.	2661.....Caplan Bros. Glass
2464.....HB McClure Company	2568.....BULLDOG Roof Restoration Coatings	2662.....CyberLock Inc.
2465.....Trecan Snowmelters	2569.....Allied Window, Inc.	2663.....HydroCorp
2466.....Powerhouse Equipment & Engineering	2570.....Energy Toolbase, LLC	2664.....2-D As-Built Floor Plans
2467.....Chambersburg Waste Services	2572.....SynaTek Solutions	2665.....IFMA Chesapeake Chapter
2468.....A-1 Flood Tech	2574.....Building Operator Certification	2666.....PotholeRepair.com
2469.....ASI-American Specialties Inc.	2575.....Quadlogic Controls Corp.	2667.....Altyno
2470.....SATEC Inc.	2601.....Kidde Fire Systems	2668.....The Harvey Salt Company
2471.....Bosch	2603.....Alban CAT Power Systems	2669.....PS Doors
2473.....National School Plant Management Association	2609.....Lighting Breakthroughs	2670.....Summit Anchor Co.
2474.....Americo Manufacturing Co.	2613.....Marks USA	2671.....Light Efficient Design
2475.....Sanuvox Technologies Inc.	2614.....Navien Inc.	2672.....Professional Grounds Management Society
2478.....IFMA	2615.....Locksmith Ledger Int.	2673.....AABC Commissioning Group
2502.....Edwards Detection & Alarm	2617.....BLUEFIN, LLC	2674.....Pepco & Delmarva Power Commercial & Industrial Energy Savings Program
2515.....Pure Air Control Services, Inc.	2619.....Global Energy Services	2675.....Steadyrack PTY
2520.....NALCO Water, an Ecobal Company	2620.....Baltimore Aircoil Co.	2679.....IREM Maryland Chapter
2521.....EthoSource LLC	2621.....M3T Corporation	
2523.....SkyVac USA	2623.....Easi File	
2526.....New Pig Corp.	2625.....The Whalen Co.	
2527.....Guy Roofing	2626.....Morin Distribution	

Farewell

More than 20 years ago, Trade Press Media Group CEO Bob Wisniewski had an idea to bring the FM industry together to network, learn, find solutions ...



... and have some fun along the way. That idea led to the launch of NFMT in March 2001 ...



... and since then the show has welcomed tens of thousands of facility professionals, service and solution providers and speakers to Baltimore every March for three days of education, product discovery ...



... and fun.

Thank you Bob, for your commitment to and passion for the facility management community, and congratulations on a well-deserved retirement.

All the best from your NFMT family





CONFERENCE & EXPO

LET'S COME
TOGETHER OVER
A COMMON GOAL:
PROTECTING
THE WORLD.



JUNE
11-14
2018

LAS VEGAS

Mandalay Bay Convention Center

FACILITY MANAGERS IN FOCUS — JUNE 12

The NFPA Conference & Expo® will host a special one-day program for facility managers on current facility safety issues and emerging technologies.

Program Highlights:

- Special session on Active Shooter/Hostile Event Response™ (ASHER™) Programs
- Attend four additional sessions of interest to facility managers
- Option to attend the General Session — June 11
- Invitation to the Opening Night Expo Reception — June 11
- Full 3-day access to the Exhibit Hall with 350+ industry suppliers
- Opportunity to attend the Exhibitor Presentation Theater

➤ Visit NFPA Booth #1323 for Program Details or www.nfpa.org/conference

SMART BUILDING INNOVATIONS

Exhibitor Listings

Aquicore

Booth# 314
875 N St. NW
Washington, DC 20001
202-854-0936
www.aquicore.com

Aquicore is an IoT-enabled asset monitoring system for corporate and commercial real estate. Low resolution views into the processes that take place in a building are the unfortunate norm in the industry. Aquicore capitalizes on proprietary hardware and software to collect high resolution building data, visualize it in an intuitive way, and apply data analytics to draw actionable insights.



Association for Facilities Engineering

Booth# 213
8200 Greensboro Drive, Suite 400
McLean, VA 22102
571-395-8778
www.afe.org

The Association for Facilities Engineering (AFE) is a professional membership and certification organization. We bring together professionals who ensure the optimal operation of high-rise commercial real-estate, commercial and industrial plants, campuses of higher education, medical centers and government facilities around the globe. We work to advance our mission to provide trade-craft related facilities maintenance resources to industry professionals worldwide.

Asure Software

Booth# 207
110 Wild Basin Road #100
West Lake Hills, TX 78746
979-533-9275
www.asuresoftware.com

Asure Software, Inc., offers intuitive and innovative solutions designed to help organizations of all sizes and complexities build companies of the future. Asure Software's offerings include a fully-integrated HCM platform, benefits administration, HR consulting, and time and labor management as well as a full suite of workspace management solutions for conference room scheduling, and real estate optimization. Visit us at www.asuresoftware.com.

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230 Quigley Blvd.
New Castle, DE 19720
302-544-4847
<http://www.aur2.io>

Innovative technologies to enhance the guest experience.

Barclay Water Management

Booth #512
55 Chapel St.
Newton, MA 02458
857-404-0349 Fax: 617-924-5467
www.barclaywater.com
Water chemistry and water hygiene solutions.

Chesapeake Controls Inc.

Booth# 215
3819 Holland Blvd.
Chesapeake, VA 23323
757-485-7110
www.chesapeakecontrols.com

We specialize in creating Driverless Building Automation Systems on a Tridium Open Platform for clients who are looking for options to their existing proprietary systems. Smart alarms and quick-glance dashboards are installed on every project. Mobile technology and web-browser interface that's custom designed for each client. We install Building Controls & Security Technology blended with simple to navigate User Interface.

Evoqua Water Technologies

Booth# 318
3584 Boulevard Poirier
Montreal, QU H4R 2J5
514-335-2200
www.evoqua.com

Learn how water filtration systems can enhance and improve your cooling tower operations! Evoqua Water Technologies will be displaying their VAF™ automatic screen filters & Vortisand® high efficiency cross-flow microsand filters. Evoqua has an unparalleled portfolio of proven brands and advanced technologies to help organizations across the globe provide and discharge clean water.

FSR, Inc.

Booth# 319
244 Bergen Blvd.
Woodland Park, NJ 07424
973-785-4347
www.fsrinc.com

Established in 1981, FSR manufactures a wide variety of signal management and infrastructure solutions for the audio / video, datacom, education, hospitality, government, and religious markets, including floor, wall, table, and ceiling connectivity boxes, as well as a full line of interfaces, distribution amplifiers, matrix switchers, seamless switchers and HDBaseT & CAT-X signal delivery solutions.

HydroPoint Data Systems

Booth# 419
1720 Corporate Circle
Petaluma, CA 94954
707-285-3380
www.hydropoint.com
Smart water management.

LightStat, Inc.

Booth# 315
22 W. Hill Road
Barkhamsted, CT 06063
360-510-3698
www.lightstat.com

Lightstat manufactures thermostats, lighting controls and provides a full line of LED lighting products. An industry leader in environmental controls for over 35 years. Backed by a limited lifetime warranty, Lightstat provides industry leading highly reliable solutions.



National Association of Power Engineers

Booth# 313
5707 Seminary Road, Suite 200
Falls Church, VA 22041
703-845-7055
www.powerengineers.com

The National Association of Power Engineers (NAPE) is the nation's oldest membership organization dedicated to advancing the profession and its members. Meet representatives of local NAPE chapters and learn about the many benefits available through membership. Representatives of the NAPE Educational Foundation will also be present to share information on upcoming classes in Electrical, HVAC, Boilers and license exam preparation.



National Institute of Building Sciences

National Institute of Building Sciences

Booth# 409
1090 Vermont Ave., N.W., Suite 700
Washington, DC 20005-4905
202-289-7800
www.nibs.org

The National Institute of Building Sciences is a non-profit, non-governmental organization that brings together representatives of government, the professions, industry, labor and consumer interests to identify and resolve building process and facility performance problems. The Institute serves as an authoritative source of advice for both the private and public sectors with respect to the use of building science and technology.



Northeast Energy Efficiency Partnerships

Northeast Energy Efficiency Partnerships

Booth# 312

81 Hartwell Ave.
Lexington, MA 02421
781-860-9177

www.neep.org

NEEP was founded in 1996 as a non-profit accelerating energy efficiency in the Northeast and Mid-Atlantic states. Our mission is to accelerate energy efficiency as a solution that enables a sustainable regional energy system. We build partnerships, advance market transformation, create learning exchanges and empower stakeholders that are engaged in meeting energy needs in a carbon-constrained world.

Outdoorlink Inc.

Booth# 524

3058 Leeman Ferry Road SW, Suite B
Huntsville, AL 35801
334-663-7048

www.outdoorlinkinc.com

OutdoorLink lighting controller replaces photocells and timers by remotely controlling lights via computer, tablet and cell phone.

Rivion LLC

Booth# 514

234 W Florida St., Suite 310
Milwaukee, WI 53204
414-937-5030

www.rivion.com

Energy and operational efficiency experts working with building owners, operators and occupiers across the country and around the globe to find solutions to improve operations efficiency, reduce costs, attract and retain tenants, improve the working environment and increase asset value. Our approach will always be people driven and client focused. Our ultimate goal is to improve building performance.

Rovanco Piping Systems, Inc.

Booth# 206

20535 S.E. Frontage Road
Joliet, IL 60431
815-741-6700

www.rovanco.com

Rovanco Piping Systems has been a leading manufacturer of pre-fabricated, pre-insulated piping systems for forty-eight years. Rovanco systems are manufactured to exact standards with our patented methods resulting in high-quality, unique products. Rovanco has a nationwide network of sales representatives and fast delivery turnaround capabilities. Rovanco also distributes Rhinoflex Flexible Piping Systems.

Senseware

Booth# 414

1775 Tysons Blvd., Floor 5
Centreville, VA 20120
571-766-6443

senseware.co

Senseware is a Smart Building Solution that wirelessly monitors performance across all mechanical, electrical, environmental and plumbing systems to help facilities run more cost-effectively. Building operators and energy consultants use Senseware to harness the Internet of Things and get easy access to the systems and data that matter specifically to them – both on-premise and off-site.



SITE 1001®

Your building is talking. Are you listening?

Site 1001

Booth# 500

1001 Locust St.
Kansas City, MO 64106
949-276-6300

www.site1001.com

Site 1001 is a next generation building management platform designed for the smart building revolution. Site 1001 combines a cloud-based, mobile-first facilities management platform with building automation and IoT technologies to provide the first "building intelligence" platform for facilities professionals, building owners, managers and operators.

toggled

Booth# 412

164 Indusco Ct.
Troy, MI 48083
313-919-2687

www.toggled.com

toggled is focused on developing next-generation solid-state lighting technology through the advancement of direct-wire LEDs and wireless smart lighting control systems.

Waterlogic USA

Booth# 415

8 Two Mile Road, Suite 102
Farmington, CT 06032
925-250-6412

www.waterlogic.com

Over 100,000 organizations in the U.S. are already enjoying the great taste of freshly filtered and purified water from a Waterlogic bottle free water cooler – and you should too. Waterlogic's water coolers and ice dispensers, seamlessly connect to your existing water supply and purifies it at the point of dispense, giving your workplace an unlimited amount of fresh, cold water.



Yardi Systems

Booth# 401

430 S. Fairview Ave.
Santa Barbara, CA 93117
858-737-2726

www.yardi.com

Now in its fourth decade, Yardi® is committed to the design, development and support of software for real estate investment management, property management and energy management. For the energy market, the Yardi® Smart Energy Suite helps manage costs, measure consumption and track sustainability initiatives. For more information on how Yardi is Energized for Tomorrow, visit yardi.com.

ZAN Compute Inc.

Booth# 200

4633 Old Ironsides Drive
Santa Clara, CA 95054
408-464-1335

www.zancompute.com

ZAN Compute provides an intelligent building IoT platform (SFMP) with advanced sensing, and machine learning that better suits the needs of property owners, managers and occupants. SFMP is a mobile/cloud based solution focusing on automating janitorial process and it allows the facility managers to track real time cleaning incidents, maintain quality of service in an easy, efficient and cost-effective manner.

Session Room Title

TUESDAY, MARCH 20

9:00 AM – 9:50 AM

- T1.45 345 The Internet of Buildings: A Technological Boon for Building Systems and Operations
- T1.47 347 Improving Performance by Leveraging Advanced Energy Analytics Together With Fault Detection & Diagnostics
- T1.49 349 Essential Steps for Building a Strong Environmental, Health & Safety Program at Your Facility

10:00 AM – 10:50 AM

- T2.45 345 Data Collection and Analysis Techniques for Facility and Maintenance
- T2.47 347 A Commissioning Case Study: The Perfect Economizer, From Inception to Catastrophic Failure
- T2.49 349 Arc: Performance Score to LEEDv4 O+M Explained

11:00 AM – 11:50 AM

- T3.45 345 How to Select Key Metrics to Improve Facility Operations
- T3.47 347 Power and Energy Meters: Choosing the right meter for your facility
- T3.49 349 Innovative Products to Boost Your Green Cleaning Program

WEDNESDAY, MARCH 21

8:00 AM – 8:50 AM

- W1.47 347 Confessions of an Energy Manager: Winning Strategies for Energy Efficiency

9:00 AM – 9:50 AM

- W2.45 345 Using the IIoT to Improve Maintenance Operations
- W2.47 347 Commissioning 101
- W2.49 349 Clearing the Sustainability-Wellness Hurdle: An Action Plan for FMs

10:00 AM – 10:50 AM

- W3.45 345 IoT is Here—is Your Facility Ready?
- W3.47 347 Continuous Commissioning Success at Children's Hospital Colorado
- W3.49 349 Lighting for Mood

3:10 PM – 4:00 PM

- W4.45 345 The Impact of IoT on Building Tenant Experience
- W4.47 347 District Cooling and the Effects of Low ΔT
- W4.49 349 Maximizing Cooling Tower ROI Through High Efficiency Submicron Filtration

4:10 PM – 5:00 PM

- W5.45 345 Hear What Your Building Says – And Translate for Decision-Makers
- W5.47 347 Data Center Cooling Strategies
- W5.49 349 The Art and Science of Achieving Waste Diversion Through Behavior Change

THURSDAY, MARCH 22

8:00 AM – 8:50 AM

- RG.16 316 Developing and Understanding Best in Class Operations

9:00 AM – 9:50 AM

- R1.21 321 Chilled Water System Control and Optimization
- R1.45 345 Innovation Through Disruption—The Energy Efficient Lighting Industry Adapts to the Technological
- R1.47 347 Automation Commissioning: Getting the HVAC Controls Software Right
- R1.49 349 Smart Building Technology—In The Hacker's Crosshairs

10:00 AM – 10:50 AM

- R2.43 343 Facility Condition Assessments (FCA): Is it Time for a Third Party to Review your Facility?
- R2.45 345 Before & After – How the IoT Can Transform BMS
- R2.47 347 Smart Buildings Improve Your Bottom Line
- R2.49 349 Hacking Everything - The Dark Side of the Internet of Things

2:10 PM – 3:00 PM

- R3.45 345 Evolution of IT & Facility Management
- R3.47 347 Have LED lighting? Then get ready for controls!
- R3.49 349 The Changing Role of Facilities Management in a "Connected" World

3:10 PM – 4:00 PM

- R4.41 341 The Arrival of DC Power in Buildings

Session Room Title

COMMISSIONING AND ENERGY EFFICIENCY OPTIMIZATION TRACK SCHEDULE

Sponsored by 

- T1.47 347 Improving Performance by Leveraging Advanced Energy Analytics Together With Fault Detection & Diagnostics
- T2.47 347 A Commissioning Case Study: The Perfect Economizer, From Inception to Catastrophic Failure
- T3.47 347 Power and Energy Meters: Choosing the right meter for your facility
- W1.47 347 Confessions of an Energy Manager: Winning Strategies for Energy Efficiency
- W2.47 347 Commissioning 101
- W3.47 347 Continuous Commissioning Success at Children's Hospital Colorado
- W4.47 347 District Cooling and the Effects of Low ΔT
- W5.47 347 Data Center Cooling Strategies
- RG.16 316 Developing and Understanding Best in Class Operations
- R1.21 347 Chilled Water System Control and Optimization
- R1.47 347 Automation Commissioning: Getting the HVAC Controls Software Right
- R2.47 347 Smart Buildings Improve Your Bottom Line
- R3.47 347 Have LED lighting? Then get ready for controls!
- R4.41 341 The Arrival of DC Power in Buildings

SUSTAINABILITY AND WELLNESS MANAGEMENT TRACK SCHEDULE

- T1.49 349 Essential Steps for Building a Strong Environmental, Health & Safety Program at Your Facility
- T2.49 349 Arc: Performance Score to LEEDv4 O+M Explained
- T3.49 349 Innovative Products to Boost Your Green Cleaning Program
- W2.49 349 Clearing the Sustainability-Wellness Hurdle: An Action Plan for FMs
- W3.49 349 Lighting for Mood

- W4.49 349 Maximizing Cooling Tower ROI Through High Efficiency Submicron Filtration
- W5.49 349 The Art and Science of Achieving Waste Diversion Through Behavior Change

DATA/IOT/ANALYTICS MANAGEMENT TRACK SCHEDULE

- T1.45 345 The Internet of Buildings: A Technological Boon for Building Systems and Operations
- T2.45 345 Data Collection and Analysis Techniques for Facility and Maintenance
- T3.45 345 How to Select Key Metrics to Improve Facility Operations
- W2.45 345 Using the IIoT to Improve Maintenance Operations
- W3.45 345 IoT is Here - is Your Facility Ready?
- W4.45 345 The Impact of IoT on Building Tenant Experience
- W5.45 345 Hear What Your Building Says – And Translate for Decision-Makers
- R1.45 345 Innovation Through Disruption - The Energy Efficient Lighting Industry Adapts to the Technological
- R1.49 349 Smart Building Technology - In The Hacker's Crosshairs
- R2.45 345 Before & After – How the IoT Can Transform BMS
- R2.49 349 Hacking Everything - The Dark Side of the Internet of Things
- R3.45 345 Evolution of IT & Facility Management
- R3.49 349 The Changing Role of Facilities Management in a "Connected" World

2018 Conference Sessions*

*As of February 21, 2018

MARCH

20

Tuesday,
March 20

9:00 am - 9:50 am

Data/IoT/Analytics Management

T1.45 • Room: 345

The Internet of Buildings: A Technological Boon for Building Systems and Operations

Jeff Carpenter, PE, RCDD, Senior Principal, Client Executive, IMEG Corp.

The ever-increasing connectivity and automated exchange of data among building systems has given rise to the “Internet of Buildings.” Borne of the Internet of Things (IoT), the Internet of Buildings (IoB) is changing the way infrastructure operates, communicates and is controlled. IoB expands the role of technology design beyond IT, A/V and security systems and into emerging systems such as Power over Ethernet (PoE) lighting, network-based electrical control systems and mesh network MEP controls/sensors. This program will enable participants to understand the changes the IoB era will bring to facility operations, and how they can prepare to adapt.

Learning Objectives

1. Understand what the Internet of Buildings means
2. Learn about the emerging systems that will be made possible by the Internet of Buildings
3. Understand the ways in which IoB will affect facility systems and operations
4. Learn how to assess their facility’s readiness and ability to adapt to the IoB era

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

T1.47 • Room: 347

Improving Performance by Leveraging Audience: Advanced Energy Analytics Together With Fault Detection & Diagnostics

Keith La Rose, Director of Business Development, CopperTree Analytics

The presentation will focus on the use of Audience: Advanced energy analytics functions such as regression analysis & normalization, benchmarking, and Monitoring & Targeting (M&T) alongside Fault Detection & Diagnostics to both identify opportunities for improved energy performance, and to verify and report true results.

Learning Objectives

1. Learn what high level energy analytics functions are available to help identify where to start in their portfolios
2. Explore energy analytics functions like regression analysis and benchmarking
3. Gain an understanding of how Fault Detection & Diagnostics (FDD) can help to drill into a building, identifying specific energy efficiency measures

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability and Wellness Management

T1.49 • Room: 349

Essential Steps for Building a Strong Environmental, Health & Safety Program at Your Facility

Mark Roman, President, Envision Environmental, Inc.

This presentation will help informed facility managers understand the building blocks needed to develop strong regulatory, cultural and long-lasting EH&S programs at their facilities. Facility managers will learn how to strengthen existing EH&S programs to better protect their company, their workers and their community from potential EH&S issues.

Learning Objectives

1. Be able to identify and define the building blocks to sound environmental programs
2. Learn how to identify common overlooked EH&S issues that need to be addressed
3. Learn steps to address common overlooked EH&S issues
4. Learn how to define steps to make existing EH&S programs and systems more robust

AUDIENCE: BEGINNER CEU: 0.1

10:00 am - 10:50 am

Data/IoT/Analytics Management

T2.45 • Room: 345

Data Collection and Analysis Techniques for Facility and Maintenance

José Febres, Technical Compliance Officer, International Monetary Fund (IMF)

Charles Branche, Jr., Technical Service Manager, Sodexo (at IMF)

Converting data to information, and finally to knowledge to support the operation and maintenance can be challenging. The facility and maintenance’s domains are more data-rich than ever, but the efforts to “de-code” such data to be converted into knowledge for informed decisions is sometimes not proportional to the capability for data collection, due to many reasons. This session highlights data collection and analysis techniques to support the organization’s mission and improve the decision-making process with reliable data and effective decision support tools.

Learning Objectives

1. Review effective usage of data collected during operation and maintenance activities
2. Learn how to “operationalize” technological tools such as CMMS, and how to present the data through different reporting formats to impact the organization’s mission
3. Review examples of qualitative and quantitative decision support tools for facilities and maintenance management applications
4. List simple models to forecast and monitor building systems’ performance

AUDIENCE: INTERMEDIATE CEU: 0.1

Tuesday, March 20th

Commissioning and Energy Efficiency Optimization

T2.47 • Room: 347

A Commissioning Case Study: The Perfect Economizer, From Inception to Catastrophic Failure

Vali Sorell, PE, President, Sorell Engineering

This is not your typical commissioning conference session! Join engineering expert Vali Sorell as he presents a case study in which everything that could have gone wrong went wrong with an economizer project, and how the lessons learned can (and should) apply to the commissioning process. Can commissioning save humanity? This presentation will make you a believer!

Learning Objectives:

1. Review the role of commissioning in optimizing building performance
2. Discuss an economizer case study in which various elements failed
3. Understand how the case study provides a best practice roadmap for building commissioning
4. Review key features of a successful commissioning approach

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability and Wellness Management

T2.49 • Room: 349

Arc: Performance Score to LEEDv4 O+M Explained

Sabrina Bachman, Director, Community - Maryland, U.S. Green Building Council

With Arc, LEED-certified buildings can benchmark against themselves and other similar buildings locally and globally. Spaces without certification can use Arc to make improvements in sustainability and human health and take steps toward earning LEED certification. Ultimately, the performance score in Arc enables you to make data driven decisions to track, manage and improve performance worldwide. This presentation introduces Arc through the lens of pursuing LEED v4 Operations + Maintenance (O+M) certification, using the Performance Score to LEED certification pilot credit, while highlighting the unique strategies employed by a variety of project types to achieve LEED O+M certification.

Learning Objectives

1. Explain the Performance Score in the Arc platform, its vision and data needed for benchmarking across energy, water, waste, transportation and human experience.
2. Identify strategies across building types towards LEED v4 O+M, using the Performance Score to LEED certification pilot credit.
3. Leverage comparisons to improve, and achieve higher levels of LEED certification in LEED v4 O+M, using Performance Score to LEED certification pilot credit.
4. Summarize the process of recertification, implementing the Performance Score to LEED certification pilot credit in LEED v4 O+M.

AUDIENCE: BEGINNER CEU: 0.1

11:00 am - 11:50 am

Data/IoT/Analytics Management

T3.45 • Room: 345

How to Select Key Metrics to Improve Facility Operations

Tommy Gunn, Head of Global Real Estate (retired), Philips
Jeff Thompson, Co-Founder and CEO, AwareManager

Selecting the right key performance indicators (KPIs) for your organization is no easy task. This session will identify how to select and measure the right KPIs to help facility teams make more informed and proactive decisions based on actual data, which improves overall operations. We'll cover: • Key KPIs that have the greatest impact on facility management. • Best practices for selecting the right set of KPIs based on your organization's goals. • Strategic advice for how to use these metrics

to drive smarter, more proactive decision making. The presenters will share practical use cases and real-world examples that attendees can implement at their organization and see immediate benefits within operations.

Learning Objectives

1. Discover the five types of KPIs facility leaders should use to better understand and evaluate overall building performance.
2. Learn how to use data you collect to drive smarter, more proactive decisions to identify risks before they impact occupants.
3. Gain new strategies for rolling out the right KPIs that correspond with your organizational goals and objectives.
4. Learn about the five most important criteria for each KPI you set.

AUDIENCE: INTERMEDIATE

Commissioning and Energy Efficiency Optimization

T3.47 • Room: 347

Power and Energy Meters: Choosing the right meter for your facility

Drew Reid, Offer Manager Power Monitoring & Controls, Schneider Electric

Know the differences between types of energy meters, current sensors and power meters. Learn some methods to remotely access meter information. Discover how a power monitoring system enhances information provided by individual meters. Understand why power monitoring is important and learn some common PQ issues and symptoms. Learn how a power monitoring system can enhance information provided by meters.

Learning Objectives

1. Describe the differences between types of energy meters, current sensors, and power meters, as well as differences between power meters
2. Describe some methods to remotely access meter information
3. Describe some common power quality problems and their symptoms
4. Explain how a power monitoring system can enhance the information provided by individual meters

AUDIENCE: BEGINNER CEU: 0.1

Sustainability and Wellness Management

T3.49 • Room: 349

Innovative Products to Boost Your Green Cleaning Program

Brie Welzer, Environmental Scientist, Green Seal

As green cleaning options become more in demand, manufacturers are finding new and unique ways to reduce their products' overall environmental impact while maintaining their effectiveness. Attend this presentation to hear Green Seal speakers review several exciting innovations that may help your company achieve a higher rate of green purchasing. Our presentation will also cover: 1. Performance as an environmental benefit, 2. Identifying legitimate environmental innovations on the market, and 3. A quick reminder of the health and financial advantages of using green and innovative products to advance your cleaning program.

Learning Objectives

1. Learn about the importance of effective performance when it comes to products that claim to be green
2. Learn about new ways that products have reduced environmental impacts
3. Learn about what new types of products are now available for green cleaning programs
4. Learn or be reminded about the requirements of green cleaning programs

AUDIENCE: INTERMEDIATE CEU: 0.1

Wednesday, March 21st

MARCH
21

Wednesday, March 21

8:00 am - 8:50 am

Commissioning and Energy Efficiency Optimization

W1.47 • Room: 347

Confessions of an Energy Manager: Winning Strategies for Energy Efficiency

Martin Levkus, Regional Director, Yardi

Join us as we review strategies facilities managers can learn from successful energy managers and how they are improving the energy efficiency in buildings. From active commissioning efficiency software to fault detection and diagnostics, get the inside scoop on what they're using for building optimization. Plus, hear about new advancements in artificial intelligence, real-time metering, scheduling, and more. They'll share success stories about reducing comfort calls and energy costs and what they're looking at doing next.

AUDIENCE: BEGINNER CEU: 0.1

9:00 am - 9:50 am

Data/IoT/Analytics Management

W2.45 • Room: 345

Using the IIoT to Improve Maintenance Operations

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. Learn how to optimize preventive maintenance schedules
2. Identify trends to justify equipment purchases and replacements
3. Gain insight to make data-driven decisions for maintenance operations
4. Improve efficiency and decrease downtime

AUDIENCE: BEGINNER CEU: 0.1

Sustainability and Wellness Management

W2.49 • Room: 349

Clearing the Sustainability-Wellness Hurdle: An Action Plan for FMs

*Stephen P. Ashkin, President, The Ashkin Group, LLC
Sharon Jaye, Executive Director, Green Schools Alliance
Barry Giles, CEO, BREEAM USA*

Challenges persist in incorporating green practices into many facility organizations. For some it's a matter of cost, for others it's a lack of stakeholder motivation. So how can FMs advocate for operating a building that supports human health and wellness ... and equally important, why should they? The answer lies in two words: value proposition, and in this panel discussion, leading sustainability experts will present a business case for connecting sustainable operations and occupant wellness, and offer strategies to help clear the sustainability hurdle and encourage organization-wide acceptance of going green.

Learning Objectives

1. Define sustainability in an FM context
2. Identify top- and bottom-line benefits of sustainability/wellness programs

3. Develop a value proposition for sustainability/wellness-focused operations
4. Discuss how to engage occupants effectively

AUDIENCE: INTERMEDIATE CEU: 0.1

10:00 am - 10:50 am

Data/IoT/Analytics Management

W3.45 • Room: 345

IoT is Here - is Your Facility Ready?

Duane Kobayashi, Chief Strategy & IP Officer, Senseware

The Internet of Things (IoT) has the ability to transform facility management. By utilizing technology to improve reliability, efficiency, and operational continuity, facility managers can better handle the increasing complexity of buildings. IoT helps merge legacy systems with future expansions, maintain aging infrastructure, and improve reporting and compliance capabilities. To deliver on these promises facilities need to be prepared to handle the estimated 26 billion 'Äsmart things' which will be installed by 2020. In this session learn about IoT trends that impact facility management, the limitations of current technology, and how IoT can yield financial benefits for an organization.

Learning Objectives

1. Learn about use cases for IoT technology and the challenges of adoption
2. Learn how to utilize IoT data
3. Learn how IoT data yields financial benefits for their organization
4. Learn what it takes to implement an IoT solution into their facility

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

W3.47 • Room: 347

Continuous Commissioning Success at Children's Hospital Colorado

Robert de Grasse PE, PMP, LEED AP, CEM, CxA, CDSM, President, RD3, Inc.

This presentation will review a hospital's decision making between ESCO vs commissioning agent, retro-commissioning transition to continuous-commissioning, M&V approach, tracking/reporting results, the success story, and lessons learned. Following is the outline of the business case. SITUATION CHCO main campus built in 2007 and the Benchmarking study revealed a possible ~\$2 MM annual energy savings opportunity. ACTIONS TAKEN RD3 engaged to conduct retro-commissioning to identify energy cost savings and to optimize hospital's systems. RESULTS Retro-commissioning implemented has resulted in over \$1,600,000 in annual energy savings and countless operational / sequence improvements with ROIs of 1,030% !!

Learning Objectives

1. Review a procurement / contracting approach
2. Provide an implementation phasing approach
3. List a measurement & verification approach
4. Learn a tracking and reporting approach

AUDIENCE: ADVANCED CEU: 0.1

Sustainability and Wellness Management

W3.49 • Room: 349

Lighting for Mood

Craig Malesic, LC, PMP, EIT, Project Manager / Electrical Designer, JDB Engineering, Inc.

From retail spaces to office buildings to medial facilities, architects and lighting professionals are increasingly innovating lighting approaches to reinforce brands, create specific physical and emotional responses from the occupants, and enhance the quality of interior environments. This

Wednesday, March 21st

visual-rich presentation will delve into techniques being employed by designers, corporations, and institutions to create specific moods and reactions while also providing safe, energy efficient lighting solutions.

Learning Objectives

1. Recognize how lighting has a direct correlation on the emotional responses that an occupant has to a space
2. Recognize how lighting has a direct correlation on the physical responses that an occupant has to a space
3. Explore how to incorporate lighting to enhance a marketing message or create a specific reaction from occupants in a space
4. Learn how lighting can be designed to maintain safe and code-required levels while creating moods dictated by planned aesthetics of the project

AUDIENCE: BEGINNER CEU: 0.1

3:10 pm - 4:00 pm

Data/IoT/Analytics Management

W4.45 • Room: 345

The Impact of IoT on Building Tenant Experience

Danilo Elez, Senior Vice President - Service Business, KONE

The term “smart” is attached to many meanings in today’s world – smartphones, smart offices, smart homes – and there’s no doubt that the rapid use of technology and connectivity has changed the way we interact with buildings. Where does tenant satisfaction factor into the connected, IoT filled world we live in? Here we explore how sensors, connectivity and IoT impact the way buildings are designed, personalized and managed for the needs of an increasingly connected world.

Learning Objectives

1. Understand the business case for IoT applied to buildings
2. Identify added value of predictive maintenance for building
3. Learn the concept of smart building management through enlightening multimedia assets
4. Review how IoT enables better decision for tenants

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

W4.47 • Room: 347

District Cooling and the Effects of Low ΔT

David Riffle, Regional Application Consultant, Belimo

This presentation will provide a review of district chilled water system design and how low ΔT impacts both the chillers and the buildings the chillers are serving. We will also cover low ΔT and how it impacts pumping, causes of low ΔT , attempts to correct low ΔT and the relationship between low ΔT and chiller capacity. In conclusion, we will review a study of a building where “Low ΔT Syndrome” was corrected at the point of water to air heat transfer

Learning Objectives

1. Learn district chilled water design
2. Learn Low Delta T and the causes of it.
3. Learn relationship of Delta T and pumping and cost implications.
4. Learn cost savings from a real world example

AUDIENCE: ADVANCED CEU: 0.1

Sustainability and Wellness Management

W4.49 • Room: 349

Maximizing Cooling Tower ROI Through High Efficiency Submicron Filtration

Michael Ditton, Product Specialists, Evoqua

Water from cooling towers attracts and absorbs airborne contaminants on a continuous basis. Typically, 85% of suspended solids

in cooling/hot water loops are smaller than 10 microns. These fine particles are the adherent contaminants fouling cooling tower water, chilled water and heat exchangers, thereby reducing your cooling system efficiency. To prevent early and rapid corrosion, scale and biological growth, cooling tower operators are routinely reviewing their system’s water quality and treatment levels. Learn how fine filtration can help protect your facility, your investments and your bottom line!

Learning Objectives

1. Learn about the negative impact high levels of suspended solids can have on chillers and water loop systems
2. Review key trends driving the use of high efficiency submicron filtration systems in the facilities management industry
3. Learn how to go about choosing the right filtration solution for their application, while understanding the importance in filtering fine particulate
4. Review recent case studies where the total operating costs, maintenance costs, chemical usage and water consumption were reduced

AUDIENCE: BEGINNER CEU: 0.1

3:10 pm - 4:00 pm

Data/IoT/Analytics Management

W5.45 • Room: 345

Hear What Your Building Says – And Translate for Decision-Makers

Neil Maldeis, Energy Programs Leader for Trane, Trane

Got a connected building? Learn how to access building data to “hear” what a building has to say and how to translate that data into actionable information in language that decision-makers can quickly understand. Hear how to use “big data” techniques to identify potential opportunities for facilities improvement that can then be shared with decision-makers during the budgeting process. Learn to use big data to demonstrate a return on investment and link it to business outcomes. Learn to use big data to communicate the need for continued monitoring and tracking to help ensure optimal building and business performance.

Learning Objectives

1. Learn how to “hear” what a building has to say and how to translate that data into actionable information that decision-makers can quickly comprehend
2. Learn hear how to use “big data” techniques in determining where to identify potential opportunities for facilities improvement
3. Learn how to use big data to demonstrate a return on investment once improvement projects are launched
4. Hear how you can use big data to communicate the need for continued monitoring and tracking to help ensure optimal building and business performance.

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

W5.47 • Room: 347

Data Center Cooling Strategies

Stephen Spinazzola, PE, LEED AP, Consultant,

The cost to cool data center space is a key issue that must be addressed during design and systems selection because modern data centers are evaluated not just on reliability, but also on the efficiency of the cooling plant that supports them. Finding cooling strategies that are cost effective while still maintaining the overall reliability of the mechanical and electrical systems is a common challenge for engineers charged with developing data center cooling strategies.

Learning Objectives

1. Understand the importance of energy efficiency in data center cooling
2. Review the features and benefits of air-side economizer
3. List the features and benefits of water-side economizer
4. Learn the importance of understanding the importance of developing

118 Conference Sessions

Wednesday, March 21st – Thursday, March 23rd

a total cost of ownership analysis for various system options
AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability and Wellness Management

W5.49 • Room: 349

The Art and Science of Achieving Waste Diversion Through Behavior Change

Kristin Kinder, Product Manager, Waste, ENGIE Insight

With more companies assuming responsibility for cutting down the 258 million tons of waste that Americans generate per year, encouraging behavior change among employees is key to achieving waste diversion goals. Kristin will outline how to leverage data to make educated decisions, incentivize employee participation, and involve key stakeholders to support greener practices, while highlighting the challenges that real companies are facing. She will draw upon ENGIE Insight, formerly Ecova's work with clients who have taken unique approaches to improve their diversion rates measurably.

Learning Objectives

1. Learn how to encourage behavior change in waste diversion programs, whether it's structured corporate programs or small daily changes for greener practices
2. Learn best practices for successful diversion programs, such as involving key stakeholders and learning to properly waste, recycling and compost bins
3. Review best practices from leading companies, participants will gain a better understanding of the operational tactics needed to achieve waste diversion on-site
4. Learn what's required to start a new waste diversion program

AUDIENCE: BEGINNER CEU: 0.1

MARCH
22 **Thursday,**
March 23

8:00 am - 8:50 am

Business Management , Commissioning and Energy Efficiency Optimization

RG.16 • Room: 316

Developing and Understanding Best in Class Operations

Allan Skodowski, LEED Fellow, Principal, Rivion LLC

With so many tools, so little time and a huge variety of best in class programs, how do you determine the best place to start and finish? Development of a strategy that allows for proper planning that measure for anticipated outcomes will help everyone involved understand what is needed and when. Energy, Water, Waste, EPA Energy Star, City Requirements, LEED, GRESB, WELL, Fitwel, Sites, PEER, and on. Demands on operations to have answers to these programs along with costs is greater than ever. We will walk through from the simple basics onto development of a single strategy.

Learning Objectives

1. Participants will gain insights that allow them to take easy steps to qualifying and energy strategy
2. Participants will explore the best approach to developing a concise high level operational strategies
3. Participants will gain valuable insight into how best to foster high level support for an overall operations plan.

4. Participants will delve into common a common sense - practical approach to developing a master operations plan

AUDIENCE: INTERMEDIATE CEU: 0.1

9:00 am - 9:50 am

Commissioning and Energy Efficiency Optimization

R1.21 • Room: 321

Chilled Water System Control and Optimization

Erika Picard, Sales Director, Eco Engineering Inc

Central plants are one of the largest energy consumers within a building's HVAC system. Optimizing the operation of the plant is a critical component in managing a building's energy consumption. This presentation focuses on the current methods of control of the various components within a chiller plant including the chillers, pumps and cooling towers as well as the best methods of control to maximum energy efficiency. A strategy for total chilled water system optimization will also be discussed.

Learning Objectives

1. Discuss the various layouts of chilled water systems
2. Recognize the improper sequences of operation that cause inefficiency in a chilled water system
3. Learn methods to efficiently operate each of the parts of a chilled water system
4. Understand how to implement total chiller plant optimization

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

R1.45 • Room: 345

Innovation Through Disruption - The Energy Efficient Lighting Industry Adapts to the Technological

Erika Picard, Sales Director, Eco Engineering Inc

This presentation examines the changing landscape for energy efficient lighting systems brought on by new LED lighting technologies and Audience: Advanced lighting controls with their role in the Internet-of-Things movement. Facilities Managers will gain a new perspective on how the industry can and will adapt to the disruption. Practical advice on building a plan for successful implementation of the new technology will be shared.

Learning Objectives

1. Review the disruptive nature of smart lighting systems and their connection to the IoT
2. Learn the role of lighting in the IoT future
3. Learn how to manage the changes caused by this disruption
4. Gain practical tips on working with service providers, securing financing and handling implementation at the facility level

AUDIENCE: INTERMEDIATE Commissioning and Energy Efficiency Optimization

R1.47 • Room: 347

Automation Commissioning: Getting the HVAC Controls Software Right

Kevin Fuller, Executive Vice President, Interval Data Systems

HVAC systems are no longer hardware systems with software controllers, but rather software applications that control hardware. The software components get minimal attention during most commissioning efforts, from the engineering specification to the controls submittals to the actual code installed, and the results are predictably under-performing buildings. This presentation will use case study examples to show the flaws and impact of insufficient automation commissioning. We'll show how engineering specifications and sequences need commissioning to ensure the instructions are complete

Thursday, March 23rd

and non-ambiguous; and how to use post-acceptance commissioning of the automation to deliver a building that runs well 24x365.

Learning Objectives

1. Review the importance of explicit software automation commissioning in new building delivery and existing building commissioning
2. List the need for design commissioning to improve sequences of operation to increase the specificity required to obtain the desired result
3. Learn the role ASHRAE Guideline 36P can play in establishing an objective approach and assessment tool to deliver consistently good operations
4. Understand what skill sets/training is needed by commissioning agents to effectively commission modern automation software

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

R1.49 • Room: 349

Smart Building Technology - In The Hacker's Crosshairs

Fred Gordy, Director of Cybersecurity, Intelligent Buildings

SmartBuilding technology is now a specific target of attackers. There are now documented cases of cyber attacks. In the past 18 months I have audited sites in both the US and Canada and have seen first hand the attack vectors and the processes used to do so. The presentation will give real world examples of attacks and results that will demonstrate the need for developing road maps to secure facilities.

Learning Objectives

1. Review facility attack examples and case studies
2. Learn the typical vulnerabilities - 3rd party, human error and knowledge gaps
3. Identify quick wins
4. Review cyber secure project outlining

AUDIENCE: ADVANCED CEU: 0.1

10:00 am - 10:50 am

Data/IoT/Analytics Management

R2.45 • Room: 345

Before & After – How the IoT Can Transform BMS

Tyler Haak, US Northeast Business Development Manager, EcoStruxure, Schneider Electric

As the IoT continues to gain momentum, new opportunities have emerged to create a dynamic and intelligent cloud-based facilities network by connecting electrical, mechanical and electro-mechanical building systems and platforms. This presentation will discuss the critical steps that facility managers need to take in order to integrate IoT into their building management practices and reap its benefits by maximizing efficiencies through data analysis and actionable insights. These steps include planning for IoT integration, testing its efficacy before overhauling an entire system, utilizing building data analysis and other actions needed to create a truly interconnected, intelligent system.

Learning Objectives

1. Learn the benefits of IoT integration in building management systems, both existing and future.
2. Gain the confidence to persuade building management decision-makers of the effect IoT integration will have on efficiencies.
3. Understand how to go about implementing IoT in their properties.
4. Comprehend the return on investment of utilizing IoT in their day-to-day operations.

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

R2.47 • Room: 347

Smart Buildings Improve Your Bottom Line

Deepinder Singh, CEO and Founder, 75F

Employing a smart solution in your building enables predictive HVAC, which can greatly improve energy efficiency while driving thermal comfort and employee productivity. So how do you, as a professional Facility Manager or Building Operator, curb excessive waste and improve your bottom line? You can do so by addressing one of the biggest money hogs, HVAC. Accounting for 40% of your building's energy costs, reducing this significant number will contribute to your bottom line and your sustainability objectives simultaneously. Within a smart system, air quality will also be improved, leading to happier, more productive employees.

Learning Objectives

1. Describe how IoT and cloud computing work together to enable smart buildings
2. Be able to recognize the benefits of using a smart solution
3. Be able to see how thermal comfort and indoor air quality impact their environment for customers and employees alike
4. Be able to impact their bottom line through leveraging a smart building solution to reduce energy usage and access valuable insight into equipment performance

AUDIENCE: BEGINNER CEU: 0.1

Data/IoT/Analytics Management

R2.49 • Room: 349

Hacking Everything - The Dark Side of the Internet of Things

Salwa Rafee, Security Healthcare and Life Sciences Biz Dev Leader, IBM

With the Internet of Things (IoT), essentially everything becomes a computer. We know that computers can be hacked. This means that everything can be hacked including cars, home appliances, medical devices and more. This session will give examples of IoT hacks and the consequences of not getting security right as we move to this important new technology.

Learning Objectives

1. Review how with IoT, everything is a computer
2. Learn how all computers can be hacked
3. Learn how to take action against hacking
4. Review examples of IoT hacking and the potential consequences

AUDIENCE: INTERMEDIATE CEU: 0.1

2:10 pm - 3:00 pm

Data/IoT/Analytics Management , O&M Technical Services Management

R3.45 • Room: 345

Evolution of IT & Facility Management

Guy Sella, Energy Information System Advisor, MelRok, LLC

As Facility Management evolves along with the exponentially increasing prevalence of IoT; the integration of Facility Management with IT will enable both the IT and Facility Departments to save money and energy in their facility. This integration will provide both Financial and Operational benefits by merging Real-Time Data and Artificial Intelligence with the Control of Facilities. The combination of real-time data reporting conditions both inside and outside a building allows an AI platform to autonomously control the building's equipment in real-time in response to changing internal and external conditions.

Learning Objectives

1. Learn that the evolution of Facility Management and IoT will require the integration of the IT and Facility Management Departments
2. Learn how the merging of IT and Facility Management Departments will enable them to reduce energy costs and save money

Thursday, March 23rd

3. Learn that this integration will provide both Financial and Operational benefits for the combined departments and their facility
4. Learn how the combination of Real-Time Data and Artificial Intelligence allows the Real-Time Control of a Building in response to changing conditions

AUDIENCE: INTERMEDIATE

Commissioning and Energy Efficiency Optimization

R3.47 • Room: 347

Have LED lighting? Then get ready for controls!

Alison Zimpfer, Systems Engineer, Energy Management Collaborative (EMC)

New LED lighting may now be illuminating your offices, industrial spaces and exteriors, and you're enjoying the savings they provide. But did you know you could shrink your lighting bill by another 40-70% and meet energy code requirements by adding controls? Learn how wireless and IoT technologies ranging from daylight harvesting and occupancy sensors to plug load and time-based controls can take your building environments, sustainability objectives, and compliance requirements to whole new levels. Discover what's needed to assess your facilities' lighting and controls opportunities today!

Learning Objectives

1. Know that controls opportunities exist wherever lighting exists
2. Understand the leading lighting controls strategies for commercial spaces and the importance of knowing their desired function for where they are applied
3. Identify which desired outcomes are most important for your facilities and use them to prioritize your controls implementation
4. Assess your facilities' readiness to incorporate the types of controls that best optimize your environments

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

R3.49 • Room: 349

The Changing Role of Facilities Management in a "Connected" World

Tom Kay, Vice President, ENTOUCH

In an ever-changing work environment, facility professionals are tasked to do more with less - juggling countless disparate systems and complex work flows efficiently. In a "connected" world, facility professionals will need to migrate away from manual processes and legacy systems and embrace new technologies in order to effectively support a distributed portfolio. In this session, we will discuss traditional work flow processes and how new technologies that leverage smart building solutions can improve productivity, boost performance and provide tangible benefit to an organization.

Learning Objectives

1. Review the Internet of Things (IoT) and Smart Building Solutions
2. List the tangible benefits associated with IoT / Smart Building Solutions
3. Learn "Best Practices" of those who have successfully adopted IoT Strategies
4. Learn how to implement IoT/Smart Building Solutions

AUDIENCE: BEGINNER CEU: 0.1

3:10 pm - 4:00 pm

Commissioning and Energy Efficiency Optimization

R4.41 • Room: 341

The Arrival of DC Power in Buildings

Andrew Yip, Director - Business Development, Bosch Building Grid Technologies

The use of direct current (DC) power in buildings are becoming more prevalent as the industry realizes it is more efficient and reliable than an alternating current (AC) system. Buildings implementing DC energy systems are more self sufficient as the majority of the energy generated onsite is directly consumed by the facility, therefore not solely relying on the utility grid to provide power. Learn how a DC power system can be cost-effectively deployed to provide your building energy needs in normal operation and even during an outage.

Learning Objectives

1. Understand how DC power already plays an essential and unrecognized part of our everyday lives
2. Learn why and how DC power can be sustainable while reducing costs and increasing electric reliability
3. Learn how DC technologies can be incorporated into buildings and its benefits
4. Understand why a shift to DC power will be essential in the future for mission critical properties

AUDIENCE: BEGINNER

Business Management

R4.43 • Room: 343

Using Energy Efficiency Financing to Upgrade Facilities, Boost Cash Flow, and Improve Asset Value

Kyle Peczynski, Business Development Officer, Petros PACE Finance, LLC

PACE, or Property Assessed Clean Energy, provides 100%, long-term, fixed-rate financing for energy efficiency, water conservation, and renewable energy projects. This innovative financing mechanism is meant to enable commercial and industrial property owners to undertake comprehensive energy retrofits that significantly reduce the operating costs of their real estate assets. Since the financing eliminates all upfront costs and spreads the repayment over a long term, the annual savings from the energy retrofit exceed the PACE loan payments on an annual basis, leading to immediate positive cash flow for the property owner.

Learning Objectives

1. Learn what Property Assessed Clean Energy (PACE) financing is and how it helps get energy efficiency projects approved and completed
2. Gain an understanding of the value of PACE financing, which includes eliminating upfront capital needs, boosting NOI, and increasing asset value
3. Learn how to identify good PACE projects and how lenders underwrite such projects, enabling them to assemble projects that meet financing requirements
4. Review case studies from around the United States that show how PACE has helped commercial, industrial, and nonprofit property owners

AUDIENCE: ADVANCED

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FAQ

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Booth #1105

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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 2019

Every 2018 exhibiting company is assigned a time to select space for the 2019 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 1000 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.

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

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

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38 Conference Sessions will be videotaped onsite at NFMT 2018.

The following sessions will be posted to the NFMT members site www.nfmt.com/online by April 9:

TUESDAY, MARCH 20

TIME SESSION ROOM TITLE

8am	TG.16	316	Stress on the Job: How to Deal
9am	T1.18	318	Mastering Soft Skills to Enhance Success
9am	T1.41	341	Leveraging Credible Data for Life Cycle Costing and Budgeting
9am	T1.45	345	The Internet of Buildings: A Technological Boon for Building Systems and Operations
10am	T2.18	318	Managing Diversity and Developing Your Team: How to Inspire Action
10am	T2.41	341	Are You Compliant with the new Lease Accounting Requirements?
10am	T2.45	345	Data Collection and Analysis Techniques for Facility and Maintenance
11am	T3.18	318	FM Metrics for Dashboards and Scorecards
11am	T3.41	341	FM in the Age of Information and Automation
11am	T3.45	345	How to Select Key Metrics to Improve Facility Operations

WEDNESDAY, MARCH 21

8am	W1.18	318	Define, Design, Develop & Deliver A High Value Driven RFP?
8am	W1.21	321	Reflective Roof Coatings: Cool Stories
8am	W1.47	347	Confessions of an Energy Manager: Winning Strategies for Energy Efficiency
9am	W2.18	318	Am I Getting What I Paid For? Beyond the Metrics
9am	W2.41	341	Total Cost of Ownership: Becoming Better Stewards of Our Assets
9am	W2.47	347	Using the IIoT to Improve Maintenance Operations
10am	W3.18	318	Make Employees Your Competitive Advantage
10am	W3.41	341	Office Furniture Remanufacturing: The Facilities Managers Alternative to Stockpiling Obsolete Furniture

10am	W3.47	347	Continuous Commissioning Success at Children's Hospital Colorado
3:10pm	W4.18	318	Soft Skills and Problem Solving for Facilities Managers
3:10pm	W4.41	341	Repurpose and Renewal of an Aging Healthcare Facility
3:10pm	W4.47	347	District Cooling at the Effects of Low Delta
4:10pm	W5.16	316	Women in FM
4:10pm	W5.41	341	Rules of Engagement - Managing Roofing Projects
4:10pm	W5.47	347	Data Center Cooling Strategies

THURSDAY, MARCH 22

8am	RG.16	316	Developing and Understanding Best in Class Operations
9am	R1.37	337	Global FM Panel
9am	R1.41	341	A Systematic Approach to Evaluating the Building Enclosure
9am	R1.43	343	OSHA's Enforcement and Significant Changes to the 2018 NFPA 70E
10am	R2.39	339	How Facility Managers Can Get the Most for their Security System
10am	R2.41	341	Design, Material and Installation: 3 Facets of an integrated Weather Barrier
10am	R2.43	343	Facility Condition Assessments
2:10pm	R3.39	339	Drones and Facility Security: What No One Will Tell You
2:10pm	R3.41	341	Leveraging Efficiency Gains to Finance Infrastructure Upgrades
2:10pm	R3.43	343	EPACT 179D Energy Tax Savings for Building Owners
3:10pm	R4.39	339	Implementing Maintenance Planning and Scheduling
3:10pm	R4.41	341	The arrival of DC Power in Buildings
3:10pm	R4.43	343	Using Energy Efficiency Finance to Upgrade Facilities, Boost Cash Flow and Improve Asset Value

Expo Hall Hours

TUESDAY

- Noon – 4:00 p.m. Expo Hall Open
- 12:30 p.m. – 3:20 p.m. QuickFire Sessions at Booth #1631
- 3:45 p.m. \$1,000 Cash Prize Drawing at Booth #227

WEDNESDAY

- 11:00 a.m. – 3:00 p.m. Expo Hall Open
- 11:30 a.m. – 2:20 p.m. QuickFire Sessions at Booth #1631
- 2:45 p.m. \$1,000 Cash Prize Drawing at Booth #227

THURSDAY








- 11:00 a.m. – 2:00 p.m. Expo Hall Open
- 11:30 a.m. – 1:20 p.m. QuickFire Sessions at Booth #1631
- 1:45 p.m. \$1,000 Cash Prize Drawing at Booth #227

Key

PAVILIONS

-  Building Services Pavilion
-  Fire Prevention and Detection
-  GreenTech Pavilion
-  Internet of Things Pavilion
-  Opening, Doors, Windows and Building Exterior Pavilion
-  Smart Building Innovations

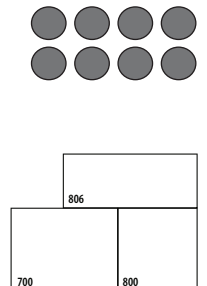
ATTENDEE RESOURCES

-  Charging Stations – Booth #216
-  Enter to Win \$1,000 Cash Prize Drawing
New Pig Corporation Booth #2526
Orr Protection Services Booth #2427
-  NFMT Café Tables
-  Natural Choice Corp. Water Station
-  QuickFire Theater - Booth #1631
-  Restrooms
-  Redeem \$8 Lunch Coupons

Center Grill

BUILDING OPERATING MANAGEMENT'S NFMT[®] 2018




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EXPO FLOOR HIGHLIGHTS

- Main Stage – Booth #227
- Information – Booth #1105
- NFMT Member Lounge – Booth #1005
- NFMT Continuing Education – Booth #2678

PLATINUM SPONSOR BOOTHS

-  Club Car – Booth #2309
-  ProFM – Booth #2431
-  ReRooF – Booth #2150

Entrance

Center Bistro

Center Bakery

Center Market

ReRooF USA

ProFM

Club Car

NFMT Entrance

SMART BUILDING INNOVATIONS

200	202	206	208	210	216
201	207	306	312	314	318
313	315	319	412	414	418
401	407	409	413	415	419
500	506	508	512	514	524

MAIN STAGE 227

GREENTECH

2789	2378	2379	2478	2479	2578	2579	2678	2679
2275	2374	2375	2474	2475	2574	2575	2674	2675
2273	2373	2373	2472	2473	2572	2573	2672	2673
2271	2370	2371	2470	2471	2570	2571	2670	2671

BUILDING SERVICES

2269	2368	2369	2468	2469	2568	2569	2668	2669
2267	2366	2367	2466	2467	2566	2567	2666	2667
2165	2264	2265	2364	2365	2464	2465	2564	2565
2163	2262	2263	2362	2363	2462	2463	2562	2563
2161	2260	2159	2258	2358	2359	2458	2459	2558
2155	2254	2155	2254	2354	2355	2454	2455	2554
2053	2152	2051	2150	2151	2250	2251	2350	2351
2251	2350	2351	2450	2451	2550	2551	2650	2651

INTERNET OF THINGS

1949	2048	2049	2148	2149	2248	2249	2348	2349
1947	2046	2047	2146	2147	2246	2247	2346	2347
1945	2044	2045	2144	2145	2244	2245	2344	2345
2243	2342	2343	2442	2443	2542	2543	2642	2643
2337	2436	2437	2536	2537	2636	2637	2736	2737

1741	1840	1839	1938	1939	2038	2039	2138	2139
1737	1836	1837	1936	1937	2036	2037	2136	2137
1731	1830	1831	1931	1931	2030	2031	2131	2131
2231	2330	2331	2430	2431	2530	2531	2630	2631

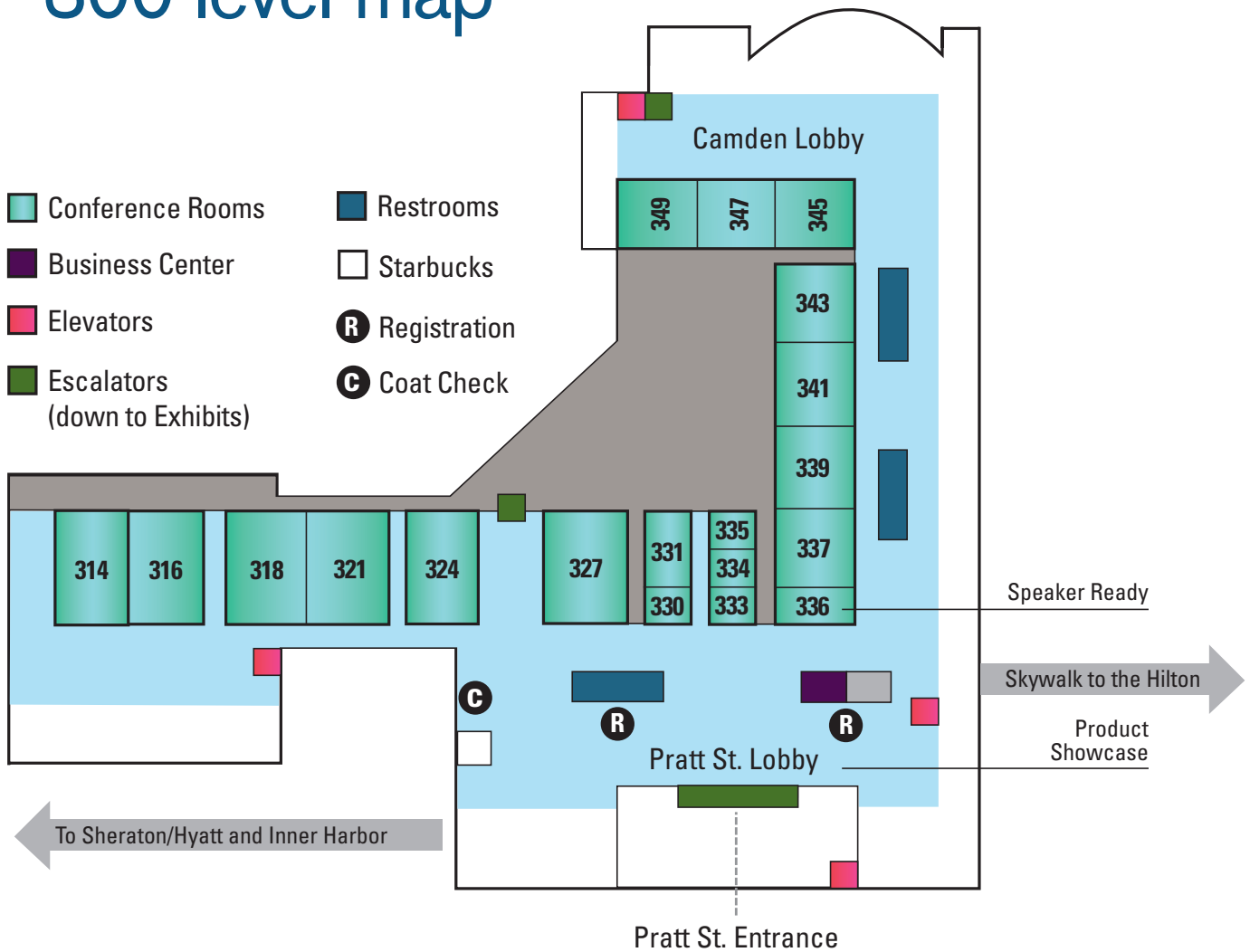
FIRE PREVENTION & DETECTION

1325	1424	1425	1524	1529	1628	1629	1728	1829	2029
1323	1422	1423	1522	1523	1622	1623	1722	1823	2023
1419	1518	1519	1618	1619	1718	1719	1818	1917	2115
1417	1516	1517	1616	1617	1716	1717	1816	1917	2115
1313	1412	1413	1512	1513	1612	1613	1712	1813	2115
1311	1410	1411	1510	1511	1610	1611	1710	1811	2115

OPENINGS

1305	1407	1507	1606	1607	1706	1705	1804	1805
1405	1504	1505	1604	1605	1704	1705	1804	1805
1300	1401	1500	1600	1700	1800	1801	1900	2001

300 level map



Special Events

ROOM 314/316

Tuesday 8:00 a.m. Stress on the Job: How to Deal

Wednesday – 4:10 – 6:30 p.m. Women in Facilities Management 2018 Roundtable Discussion and Reception

Thursday – 8:00 a.m. Developing and Understanding Best in Class Operations

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



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Parkview Health

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