

BUILDING OPERATING MANAGEMENT'S  
**NFMT**®2017

March 7-9, 2017 • Baltimore Convention Center

**NFMT is back!**

It's the **BIG** Event

**All Things Facilities Under One Roof**



**125**

FM-driven conference  
sessions



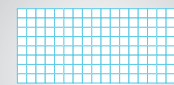
**18 HOURS**

of Continuing  
Educational Units



**9**

Conference Tracks



**The Largest**

FM Expo Hall

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Register now for the Largest Free conference and product expo for facilities professionals

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# Three Exciting Days of FM Learning, Networking and Growth

Create your own personalized conference program from a comprehensive curriculum of 125 conference sessions. Use these nine conference tracks as a starting point to make your selections in key facilities management areas:



Energy



Healthcare Facilities Today



Internet of Things



Leadership & Career Advancement



Maintenance And Operations



Public Sector Trends



Safety And Security



Sustainability



Technology

Whether you have been in the industry for 20+ years or you are just assuming the rank of facility manager, we have developed a conference that will help expand your arsenal of tools you can use to manage your building, your staff and your own career. No matter what level you are in your career, we've made it easy to identify the best sessions. Check out the color-coded sessions to plan your optimal track!

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**NFMT2017**

# 2017 Schedule At-A-Glance

## TUESDAY, MARCH 7

- 7:00 AM – 5:00 PM Registration/Check In
- 8:00 AM – 8:50 AM General Session
- 9:00 AM – 11:50 AM Conference Sessions
- 12:00 PM – 4:00 PM Expo Hall Open
- 12:30 PM – 3:30 PM QuickFire Sessions in Expo Hall
- 3:45 PM \$1,000 Daily Cash Drawing
- 4:00 PM – 5:00 PM Networking Party

## WEDNESDAY, MARCH 8

- 7:00 AM – 5:00 PM Registration/Check In
- 8:00 AM – 10:50 AM Conference Sessions
- 11:00 AM – 3:00 PM Expo Hall Open
- 3:10 PM – 5:00 PM Conference Sessions
- 11:30 PM – 2:30 PM QuickFire Sessions in Expo Hall
- 2:45 PM \$1,000 Daily Cash Drawing
- 4:10 PM – 6:30 PM Women in Facilities Management Panel and Reception
- 5:15 PM – 6:30 PM Solutions Exchange Networking Event
- 7:00 PM – 9:00 PM Young Professional Happy Hour

## THURSDAY, MARCH 9

- 7:00 AM – 3:30 PM Registration/Check-in
- 8:00 AM – 8:50 AM General Session
- 9:00 AM – 10:50 AM Educational Sessions
- 11:00 AM – 2:00 PM Expo Hall Open
- 11:30 AM – 1:30 PM QuickFire Sessions in Expo Hall
- 1:45 PM \$1,000 Daily Cash Drawing
- 2:10 PM – 4:00 PM Educational Sessions

## WHO Should Attend NFMT

The National Facilities Management and Technology Conference & Exposition is for all facilities professionals including:

- Facilities Managers
- Engineering Managers
- Operations Managers
- Energy Managers
- Security Managers
- Architects
- Building Owners
- Maintenance Managers
- Property Managers
- Sustainability Managers
- Buildings & Grounds
- Construction Managers

## NFMT 2017: What's in it for YOU?

Free Access to 125 educational sessions containing information and ideas you won't hear anywhere else. Exclusive general sessions and presentations, facilitated by some of the industry's most respected experts.

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# What's **NEW** in 2017

Attendees can expect brand new additions at NFMT2017. For the first time, attendees will have the opportunity to participate in hands-on learning labs. Choose from one of two activities on Wednesday morning. If you're new to NFMT, gather with other first time attendees on Tuesday morning to get a quick overview of NFMT, plan to maximize your experience, and meet some new people. FMs from around the world will enjoy leading edge pavilions in our exhibit hall; new to the show floor this year, Fire Protection & Detection. Learn about leading fire safety, building security technology and service providers. With so much going on at NFMT this year, FMs can definitely expect a worthwhile experience.



## Pavilions

Your registration includes free entry to the NFMT Expo Hall. More than 500 suppliers will be displaying their products.

The show hall is divided into pavilions so it's easy to find the exhibitors you want to see.

- BUILDING SERVICES** - Here you'll find companies offering facility services on a contract or project basis.
- INTERNET OF THINGS** - In addition to NFMT's large and growing mix of technologies expanding to embrace the Building Internet of Things influence on facilities management.
- GREENTECH** - A complete array of sustainable and LEED products to help you with your "green" initiatives.
- OPENINGS: DOORS WINDOWS AND BUILDINGS EXTERIORS** - Presents manufacturers of entry systems, windows, doors, curtain wall, skylights, door hardware, etc.
- NEW! FIRE PROTECTION & DETECTION** - Learn about leading fire safety and building security technology and service providers
- NFMT** - This pavilion has a variety of products for facility renovation, construction and operations.

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**BUILDING OPERATING MANAGEMENT'S**  
**NFMT2017**

# 2017 Sessions At-A-Glance

As of January 6, 2017

## MONDAY, MARCH 6

### 1:00 PM – 5:00 PM

- » Deep Dive into Team Dynamics

## TUESDAY, MARCH 7

### 8:00 AM – 8:50 AM

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

### 9:00 AM – 9:50 AM

- » Business Resilience...They Cannot Do This Without You!
- » 9 Mistakes FM Professionals Make
- » Lighting as a Service: A New Model for Energy Efficiency
- » Evolving to Net Zero
- » Designing and Detailing Air Barrier Connections at Windows, Curtain Walls, and Storefronts
- » Reliability vs. Innovation: Introducing Emerging Technologies
- » The Next FM Hurdle: Managing Effects of Climate Change
- » Data, Data Everywhere
- » Construction Data: Today, Tomorrow & Beyond
- » Improving FM Performance with Data
- » Surviving the OSHA Audit - For Facility Professionals

### 10:00 A.M. – 10:50 A.M.

- » The ROI of Technology in the Workforce
- » New International Standards for the Facility Management Industry
- » 5 Low-Cost Ways to Improve Lighting Efficiency
- » Improving Energy Efficiency in the City of D.C.: A Smart City Case Study
- » Building Envelope Basics - Preventing and Treating Exterior Distress
- » Design Considerations for Climate Change
- » How to Align with Corporate Strategies Through Data Transparency
- » Applying Energy Recovery Strategies to Large HVAC Systems With High-Percentage Outside Air
- » Integrated Digital Turnover - Successfully Collecting FM Data Throughout Construction

- » The Facility Manager of Tomorrow: How Mobility & IoT are Transforming the Industry
- » How Do You Build a Strong Workplace Safety and Health Program?

### 11:00 A.M. – 11:50 A.M.

- » Energy Management Strategies and Opportunities
- » Change Management Within Facilities Management
- » A Simple Guide to Solid-State Lighting Standards
- » Your Building's Energy Bill Increases 5 Percent Per Year: What Can You Do About It?
- » Designing for Maintainability: What FM Professionals Should Expect from the Design Team
- » Taking Control of Energy Costs through Comprehensive BAS Retrocommissioning
- » Overlooked, Environmental Issues That Plague Facility Managers
- » No More Gut Decisions: Business Analytics Made Easy
- » Legionella Awareness Overview
- » Leveraging a CMMS to Drive Business Decisions
- » How to Develop a Business Case and Roadmap to Building Intelligence
- » In Emergency Response, Great Plans Are a Smart Thing; Training Is Everything!

## WEDNESDAY, MARCH 8

### 8:00 A.M. – 8:50 A.M.

- » Learning Lab: Reviewing Your ADA Plan
- » Learning Lab: How to Document Your Team's Success

### 9:00 A.M. – 9:50 A.M.

- » Strategies for Reducing Building Defects and Failures
- » Using Data to Drive Decisions: Key Performance Indicators
- » Improving Healthcare Infrastructure: Best Practices
- » Mission Critical Facility Trends
- » Federal Building Personnel Training Act (FBPTA) 2016 Updates
- » Innovative Workplaces and WELL Certification
- » Facility Management Advantages of Total Cost of Ownership (TCO)
- » How Do You Know It's Time to Reroof?
- » Protect, Detect, Respond
- » How will you link IoT and Analytics to Maintenance Execution?

- » NFPA 70E's Training Requirements for working On/Near Electrical Hazards

### 10:00 A.M. – 10:50 A.M.

- » The Smithsonian Institution's Facility-wide Reliability Maintenance Philosophy
- » The FM Compass: Roadmap to Leadership
- » How to Get Value from Facility Benchmarking
- » The Art of Implementing and Facilitating a Sustainable Energy Management Program and Process
- » Stormwater Planning for Health and Resilience at MedStar Harbor Hospital
- » The Importance of Exceeding Minimum Grounding and Bonding in Mission-Critical Facilities
- » Agency Implementation: Simplifying Training Acquisitions
- » What LEED v4 Commissioning Means To You
- » Building Maintenance and Operations (BMO) Strategic Sourcing Solution
- » Slate Roof Inspection and Evaluation
- » Leveraging Electronic Counter Measures in Active Shooter Incidents
- » What Facility Managers Needs to Understand about "The Internet of Things."
- » NFPA 80 2013 for Swinging Fire Doors and Delayed Egress Devices, where they can and cannot be used.

### 3:10 P.M. – 4:00 P.M.

- » A Preventive Maintenance Facility Management Strategy
- » The Quiet Revolution in FM!
- » Technology Trends & Their Impact on Commercial Buildings
- » ADA Review for Healthcare Facilities
- » Next Generation Analytics for Continuous Commissioning and Predictive Monitoring
- » Advancing the Workforce Building Momentum with FBPTA Tools Part 1: FEDSAT GSA
- » Solar Photovoltaics – Comprehensive Implementation for your Facility
- » Elevator 101: Construction, Service and Modernization
- » Reflective Roof Coatings: Cool Stories

- » Leveraging IoT to Improve Customer Experience and Business Outcome for FM Companies
- » Fire Alarm System Basics: Operation and Common Problems

### 4:10 P.M. – 5:00 P.M.

- » Collaborate! How FMs Can Leverage Industry Connections to Deliver Innovation in Their Organization
- » Maintenance and Troubleshooting of LED Lighting
- » Inspections: Smarter Processes, Stronger Impact on Asset Costs
- » Advancing the Workforce Building Momentum with FBPTA Tools Part 2: Facilities Career Map and Accede
- » Energy Management: the Human in the Loop Process Control Optimization
- » Elevator 201: Existing Elevators
- » Moisture in Concrete: Understanding and Addressing It for Roofing and Flooring Applications
- » Developing an Effective Scope of Work for Operations & Maintenance Contracts
- » Retrofitting with RTUs and Cellular IoT
- » A Look Inside Fire Sprinkler Maintenance Programs

### 4:10 P.M. – 5:30 P.M.

- » Women in Facilities Management 2017

## THURSDAY, MARCH 9

### 8:00 A.M. – 8:50 A.M.

- » The Next Generation of Smart Cities and Facilities Management

### 9:00 A.M. – 9:50 A.M.

- » Here Are the Keys to the Facilities...Now What?
- » The 5 Step Process for Getting Your Facility Budgets Approved
- » Thermal Imaging for Predictive Maintenance and Repair
- » The Benefits of the Building Enclosure Commissioning Process
- » Double Digit Energy Reduction, a Harvard Medical School Case Study
- » Capital Planning at the Capitol Complex: Developing a Leading Facility Condition Assessment Program
- » The Greening of Sport Facilities: Lessons Learned
- » Security and Sustainability Synergies and Conflicts Examined in the Whole Building Design Guide

- » Changes in the 2017 National Electric Code
- » Importance of Proper Building O&M and Operator Training
- » BIM and Facility Management: Finally Starting the Conversation

### 10:00 A.M. – 10:50 A.M.

- » Pay Now or Pay Later
- » Business Intelligence for Improved Capital Planning
- » Moving O&M Costs Off Balance Sheets, While Increasing Value
- » LED, Technology Update and Future Potential
- » NFPA 45: Flammable Liquids and Other Hazardous Materials in Laboratories
- » Using Efficiency to Afford Improved Indoor Environmental Quality
- » Managing the Collaborative Workplace
- » Everything a FM Needs to Know About Snow & Ice Management
- » Unmanned Aircraft Systems (UAS) - Drones, the Good, the Bad, the Ugly
- » Implementing BIM for Owners
- » Pre-emergency Flood Preparedness Planning

### 2:10 P.M. – 3:00 P.M.

- » Essential FM Technologies
- » Big Data Analysis: Mining & Analyzing Utility Data into Actionable Insights
- » 4 Steps Towards a Sustainable Building Operation that Requires No Tech or Costs to Implement
- » Information Flow to Front-Line Employees: Where the Rubber Meets the Road
- » PACE – A Groundbreaking Method of Financing Building Improvement & Energy Efficiency Projects
- » Getting the Right Data Out of Your BIM Deliverables
- » Using Building Design to Reduce the Effects of Terrorist Attack

### 3:10 P.M. – 4:00 P.M.

- » Providing Drain Cleaning In-house: Key Considerations
- » Air Filtration - An Energy Conservation Measure
- » Using the IoT to Improve Maintenance Operations
- » How to Write Effective Standard Operating Procedures
- » Hottest Trends in CMMS

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BUILDING OPERATING MANAGEMENT'S  
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# 2017 Conference Sessions

As of January 6, 2017

MARCH  
06

Monday,  
March 6

8:00 am - 8:50 am

## WORKSHOP (FEE APPLIES)

Leadership and Career Advancement

### Deep Dive into Team Dynamics

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

Join Larry Allen Morgan, FMP, SFP, CFM as we spend Monday afternoon diving into the key components of team dynamics. Attendees will walk through the behavioral relationships between members of a group that are assigned connected tasks within the organization. Larry will also discuss how to apply situational leadership skills in the development and long term success of high performance teams. This highly participative workshop encourages the group to work together throughout the session with the goal of sharpening your leadership tool skill set. "Great leadership combines productive and constructive energy."

AUDIENCE: INTERMEDIATE

MARCH  
07

Tuesday,  
March 7

8:00 am - 8:50 am

## GENERAL SESSION

Leadership and Career Advancement

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

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

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

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

AUDIENCE: INTERMEDIATE

9:00 am - 9:50 am

Leadership and Career Advancement

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

*Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, Facility Engineering Associates*  
*Teena Shouse, CFM, IFMA Fellow, Principal, FM Transitions*

The NFMT agenda is second to none. With over 125 sessions during the three day conference, we are positive you will learn something new and come away inspired.

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

AUDIENCE: INTERMEDIATE

Leadership and Career Advancement

### 9 Mistakes FM Professionals Make

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

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

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

AUDIENCE: BEGINNER

Energy

### Lighting as a Service: A New Model for Energy Efficiency

*Bill Brunette, VP Sales and Marketing, Eco Engineering*

Traditionally, facilities managers have looked to energy efficient lighting upgrades as a means

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

AUDIENCE: INTERMEDIATE

Sustainability

### Evolving to Net Zero

*Richard Walsh, Program Lead, Clean Energy Solutions, WGL Energy*

Sustainability reporting has grown dramatically with 81% of Fortune 500 companies participating in 2015. The number of participating companies increases each year. Sustainability reporting helps companies achieve increased transparency about how their organization impacts the environment, society, and economy. A key feature of successful sustainability reporting is measuring your organization's environmental impact as well as developing an effective plan for how to reduce it, and your energy consumption is one of the major contributors. Setting a goal of net zero is achievable for any organization. There are several ways to reach net zero GHG emissions, many of which can help improve your bottom line, while simultaneously decreasing your carbon footprint.

AUDIENCE: BEGINNER

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# 2017 Conference Sessions continued

## Maintenance and Operations

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

Steve Bohlen, P.E., RRC, BECxP, ABAA, Associate, Gale Associates, Inc.  
Derek Ziese, P.E., Project Engineer, Gale Associates, Inc.

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

AUDIENCE: INTERMEDIATE

## Maintenance and Operations

### Reliability vs. Innovation: Introducing Emerging Technologies

Joseph Mihalick, LEED GA, SLCR, MCR, CFM, Director of Operations, C&W Services

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

AUDIENCE: INTERMEDIATE

## Sustainability

### The Next FM Hurdle; Managing Effects of Climate Change

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

Rising sea levels, intensified hurricanes, drought and heat waves are on the increase. No, it's not scientific debate, but fact based conclusions already

impacting us. Now, the role of the FM is to anticipate and plan means to mitigate business interruption and facility integrity. This session will review recent trends, experts forecast, and actions already underway in major cities across the US. With an understanding of the issues, the FM will acquire the knowledge to further explore the threats to their assets and outline mitigating actions for consideration.

AUDIENCE: BEGINNER

## Technology

### Data, Data Everywhere

C. Paul Oberg, CEO, EPAC Software Technologies, Inc.

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

AUDIENCE: BEGINNER

## Maintenance and Operations

### Construction Data: Today, Tomorrow & Beyond

Tim Duggan, Director of Cost Analytics, Gordian

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

AUDIENCE: INTERMEDIATE

## Technology

### Improving FM Performance with Data

Edward Sullivan, Editor, Building Operating Management Magazine

Brendan Robinson, PE, Director, Facilities and Operations, Corporate Real Estate, Under Armour

This session will take an in-depth look at how two leading facility organizations are using big data to

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

AUDIENCE: INTERMEDIATE

## Safety and Security

### Surviving the OSHA Audit - For Facility Professionals

David A. Casavant, CFM, LEED AP, Executive Director, The Sustainable Workplace Alliance

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

AUDIENCE: INTERMEDIATE

10:00 am - 10:50 am

## Technology

### The ROI of Technology in the Workforce

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

Buildings are using more and more technology to 1. Increase the building efficiency, 2. Increase the overall experiences for the occupant. Do we truly understand what the return on investment has on the overall maintenance and operations for the building? Join this session to gain a better understanding of the return on investment of technology in your facility.

AUDIENCE: INTERMEDIATE

## Leadership and Career Advancement

### New International Standards for the Facility Management Industry

Joseph Drew, CFM, PMP, SFP, Facilities Project Manager, Connecticut General Assembly

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

AUDIENCE: INTERMEDIATE

## Maintenance and Operations

### 5 Low-Cost Ways to Improve Lighting Efficiency

John Wilson, Energy Efficiency Program Manager, Pennsylvania College of Technology

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

AUDIENCE: BEGINNER

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# 2017 Conference Sessions continued

## Public Sector Trends

### Improving Energy Efficiency in the City of D.C.: A Smart City Case Study

Steve Nguyen, Senior Director of Marketing, BuildingIQ

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

AUDIENCE: INTERMEDIATE

## Maintenance and Operations

### Building Envelope Basics - Preventing and Treating Exterior Distress

Richard Kadlubowski, AIA, Vice President, Senior Architect, Hoffmann Architects, Inc.  
Christopher DeRosa, AIA, Project Architect, Hoffmann Architects, Inc.

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

AUDIENCE: BEGINNER

## Sustainability

### Design Considerations for Climate Change

Paul Totten, P.E., Vice President, WSP | Parsons Brinckerhoff

Our surrounding environment is always changing, but the impacts of climate change are becoming more noticeable. The speakers will discuss what portions of building enclosure design and layout of interior spaces may be most impacted by these changes. They will provide considerations for designers, property

owners, and facility managers for enhanced roofing and waterproofing systems, components to improve fenestration performance, and work in progress in the USA on addressing our impact and the impact our environment can have on us.

AUDIENCE: INTERMEDIATE

## Technology

### How to Align with Corporate Strategies Through Data Transparency

Sean Hartnett, Vice President of Business

Development & Sales Engagement, SMS Assist

Facilities management teams are tasked to efficiently execute their property management programs for a single location to thousands of sites, yet struggle to connect the top line question: Can organizations link and value the transparency of an efficient and effective FM program to the broader corporate strategy?

Dive into this session to learn strategies for gaining transparency by creating a streamlined process that enables you to reduce costs and repairs in the future through objective analytics. We will walk through key deployment best practices and data reporting that will benchmark your FM program to your industry peers. Learn how a transparent solution eliminates the heavy lifting of data capture, and ultimately allows your business to run more objectively and efficiently!

AUDIENCE: ADVANCED

## Energy

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

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

A Case Study at Johns Hopkins School of Medicine: Renovating a central HVAC plant to increase energy performance can be an expensive, and sometimes risky proposition. This case study examines a successful project upgrading the forced-air system in an older high-rise: retrofitting energy recovery (enthalpy wheels) and changing from Constant to Variable Air Volume. Covering goal-setting, the design effort and evaluation of results, utility rebates, construction process, system optimization, and resulting energy savings, we will focus on general principles, specific project strategies, key systems, obstacles overcome, and the various efforts required to minimize risk and maximize project outcome.

AUDIENCE: INTERMEDIATE

## Technology

### Integrated Digital Turnover: Successfully Collecting FM Data Throughout Construction

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

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

AUDIENCE: INTERMEDIATE

## Internet of Things

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

Mark Scott, Vice President, Marketing, ProntoForms

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

AUDIENCE: INTERMEDIATE

## Safety and Security

### How Do You Build a Strong Workplace Safety and Health Program?

Larry Riley, Authorized OSHA Outreach Trainer, Owner/Instructor, Access Safety Compliance Training, Inc.

OSHA has recently updated the Guidelines for Safety and Health Programs it first released 30 years ago, to reflect changes in the economy, workplaces, and evolving safety and health issues. The new recommended practices have been well received by a wide variety of stakeholders and are designed to be used in a wide variety of small and medium-sized business settings.

This workshop will provide the recommended practices and present a step-by-step approach to implementing a safety and health program, built around seven core elements that make up a successful program.

AUDIENCE: INTERMEDIATE

11:00 am - 11:50 am

## Energy

### Energy Management Strategies and Opportunities

Bob Holesko, CEM, CEA, Corporate Director of Engineering, The Kessler Collection  
Scott Ringlein, BSME, MSME, Founding Partner, The Energy Alliance Group of North America  
Edward Sullivan, Editor, Building Operating Management Magazine

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

AUDIENCE: INTERMEDIATE

## Leadership and Career Advancement

### Change Management Within Facilities Management

Daryl Watkins, Managing Director, FTI Consulting

Facility managers are involved in leading projects that involve significant levels of change on a consistent basis. As FM continues to grow, change will continue to become more prevalent. The likelihood that these changes will be met with some form of opposition is highly probable.

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# 2017 Conference Sessions continued

When changes occur they will induce disruptions to the daily routine which drives stress and frustration. If these changes are not properly managed, the result can be lost productivity, poor morale and a high level of complaints which causes distractions for management. Effective change management is instrumental in helping groups and individuals adopt change.

AUDIENCE: INTERMEDIATE

## Technology

### A Simple Guide to Solid-State Lighting Standards

*John Curran, PhD, President, LED Transformations, LLC*

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

AUDIENCE: BEGINNER

## Energy

### Your Building's Energy Bill Increases 5 Percent Per Year. What Can You Do About It?

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

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

AUDIENCE: INTERMEDIATE

## Energy

### Designing for Maintainability: What FM Professionals Should Expect from the Design Team

*John Karras, P.E., Senior Staff Engineer, Simpson Gumpertz & Heger*

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

AUDIENCE: INTERMEDIATE

## Maintenance and Operations

### Taking Control of Energy Costs through Comprehensive BAS Retrocommissioning

*Matthew Sexton, P.E., Project Manager, Property Management - Engineering, C&W Services*

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

AUDIENCE: INTERMEDIATE

## Sustainability

### Overlooked, Environmental Issues That Plague Facility Managers

*Mark Roman, President, Envision Environmental, Inc.*

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

AUDIENCE: BEGINNER

## Technology

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

*Sid Shetty, VP Marketplace Strategy & Experience, Service Channel*

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

AUDIENCE: BEGINNER

## Maintenance and Operations

### Legionella Awareness Overview

*Richard Hartt, Senior Technical Service Manager, Rochester Midland Corporation*

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

AUDIENCE: INTERMEDIATE

## Maintenance and Operations

### Leveraging a CMMS to Drive Business Decisions,

*John Rimer, CFM, President, FM360*

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

AUDIENCE: INTERMEDIATE

## Internet of Things

### How to Develop a Business Case and Roadmap to Building Intelligence

*Kurt Karnatz, President, Environmental Systems Design*

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

AUDIENCE: INTERMEDIATE

## Safety and Security

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

*Bo Mitchell, President and CEO, 911 Consulting*

Smart plans are critical, but if we don't get the words off the paper and into people's heads, we have failed. Sandy Hook reinforces that training is everything given that people can't and won't run to look at binders for response in a real emergency. What are the legal requirements for training? What are the current practices and obstacles in organizations regarding training? What are the proven ways to train for emergency response? How does your organization compare?

AUDIENCE: INTERMEDIATE

# 2017 Conference Sessions continued

MARCH

08

Wednesday,  
March 8

8:00 am - 8:50 am

Safety and Security

## Learning Lab: Reviewing Your ADA Plan

Joan W. Stein, President, Stein Consulting LLC

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

AUDIENCE: INTERMEDIATE

Leadership and Career Advancement

## Learning Lab: How to Document Your Team's Success

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

AUDIENCE: INTERMEDIATE

9:00 am - 9:50 am

Maintenance and Operations

## Strategies for Reducing Building Defects and Failures

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

Building defects are a growing concern in the

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

AUDIENCE: INTERMEDIATE

Maintenance and Operations

## Using Data to Drive Decisions: Key Performance Indicators

Anand Sankey, Director of Maintenance Services, Western Michigan University

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

AUDIENCE: INTERMEDIATE

Healthcare Facilities Today

## Improving Healthcare Infrastructure: Best Practices

Jeff Light, FACHE, Director, Strategy and Business Development, Trane

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

AUDIENCE: INTERMEDIATE

Technology

## Mission Critical Facility Trends

Steven Shapiro, P.E., Mission Critical Practice Lead, Morrison Hershfield

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

AUDIENCE: BEGINNER

Public Sector Trends

## Federal Building Personnel Training Act (FBPTA) 2016 Updates

Patrick Dale, Management & Program Analyst/COR, General Services Administration

Prya Swamy, Program Manager, Building Technology Office, The Department of Energy

Brian Gilligan, National Program Manager, General Services Administration

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

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

AUDIENCE: INTERMEDIATE

Sustainability

## Innovative Workplaces and WELL Certification

Raymond Carney, WELL AP, Vice President, Markon Solutions

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

AUDIENCE: BEGINNER

Sustainability

## Facility Management Advantages of Total Cost of Ownership (TCO)

Dana "Deke" Smith, FAIA, Partner, DKS Information Consulting, LLC

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

AUDIENCE: INTERMEDIATE

Maintenance and Operations

## How Do You Know It's Time to Reroof?

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

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

AUDIENCE: BEGINNER

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# 2017 Conference Sessions continued

Safety and Security

## Protect, Detect, Respond

Monte Mills, Operations Manager of Physical Risk, Arvest Bank

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

AUDIENCE: INTERMEDIATE

Internet of Things

## How will you link IoT and Analytics to Maintenance Execution?

Forest Pardue, President, 24/7 Systems, Inc.

As IoT technology moves forward, facility maintenance organizations will be presented with more information on asset health status than ever before. Will dropped balls increase or will more information fuel increased asset reliability? This presentation explores how organizations have built teamwork between condition monitoring, maintenance execution, and operations to efficiently review volumes of asset health information and focus on 'the right work at the right time.' These facilities are beginning collaboration between reliability, maintenance, and operations through scheduled reviews of critical information. The Internet helps them integrate information, document decisions, and create accountability for future actions.

AUDIENCE: INTERMEDIATE

Safety and Security

## NFPA 70E's Training Requirements for working On/Near Electrical Hazards

Doug Tellin, Owner, Electrical Safety Specialists

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

AUDIENCE: INTERMEDIATE

10:00 am - 10:50 am

Maintenance and Operations, Public Sector Trends

## The Smithsonian Institution's Facility-wide Reliability Maintenance Philosophy

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

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

AUDIENCE: INTERMEDIATE

Leadership and Career Advancement

## The FM Compass: Roadmap to Leadership

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

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

AUDIENCE: BEGINNER

Maintenance and Operations

## How to Get Value from Facility Benchmarking

Robert Lambe, CFM, Managing Principal, Facility Issues

Benchmarking is a continuous improvement practice used by many facilities managers as a cost

effective way to identify potential opportunities and implement proven practices. This presentation will describe how facility managers can get value from each step in the benchmarking process.

AUDIENCE: INTERMEDIATE

Sustainability

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

Thomas Tolan, CEM, CFM, FMA, CEA, BEP, CDSM, Vice President of Engineering, Tier Reit

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

AUDIENCE: INTERMEDIATE

Healthcare Facilities Today

## Stormwater Planning for Health and Resilience at MedStar Harbor Hospital

Joan Plisko, PhD, President, Plisko Sustainable Solutions

Brian Gray, Director Clinical Engineering & Environment of Care, MedStar Harbor Hospital  
Ashley Traut, Senior Manager for Innovative Stormwater Projects, Blue Water Baltimore

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

alternative solutions and a stormwater master plan. Presenters will focus on multi stakeholder participation, on-site meetings, group decision making, and long term planning and financing.

AUDIENCE: INTERMEDIATE

Maintenance and Operations

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

David Brender, National Program Manager, Copper Development Association Inc.

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

AUDIENCE: INTERMEDIATE

Public Sector Trends

## Agency Implementation: Simplifying Training Acquisitions

Brian Gilligan, National Program Manager, General Services Administration

Paul Krasley, Veterans Administration - FAS

This session will explore contract vehicles and other acquisition options for procuring training for federal agencies both online and in person. We will discuss several examples including the Federal Acquisition Service (FAS) Acquisition Gateway, Facilities and Construction Leadership Training website, Blanket Purchase Agreement established by the GSA Southeast Sunbelt Region, and the Red Vector subscription service will be discussed. We will highlight how the training resources available through this media can support the professional development of federal building personnel efficiently and inexpensively.

AUDIENCE: INTERMEDIATE

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# 2017 Conference Sessions continued

## Sustainability

### What LEED v4 Commissioning Means To You

David Nichols, CBCP, LEED BD+C, Commissioning Services Senior Associate, WSP | Parsons Brinckerhoff

Sarah Buffaloe, LEED AP BD+C, Assoc. AIA, Building Enclosure Consultant, WSP | Parsons Brinckerhoff

Charlotte Styer, Assoc. AIA, Building Enclosure Consultant, WSP | Parsons Brinckerhoff

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

AUDIENCE: INTERMEDIATE

## Maintenance and Operations

### Building Maintenance and Operations (BMO) Strategic Sourcing Solution

Mary L. Snodderly, Project Manager, General Services Administration

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

AUDIENCE: BEGINNER

## Maintenance and Operations

### Slate Roof Inspection and Evaluation

William Gooding, Vice President, GSM Roofing  
Alan Buohl, Service Sales/Estimator, GSM Roofing

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

AUDIENCE: INTERMEDIATE

## Safety and Security

### Leveraging Electronic Counter Measures in Active Shooter Incidents

Gerald Wilkins, PSP, President, Wilkins Investigative Group, Inc.

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

AUDIENCE: INTERMEDIATE

## Internet of Things

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

F. Joshua Millman, AIA, NCARB, LEED AP, CFM, Vice President, NuTec Design Associates, Inc.

The buzz expression "The Internet of Things" (IoT) is increasingly popping up in information technology and industrial engineering presentations. IoT is being heralded as the mechanism to achieve the next industrial revolution (Industry 4.0), as inexpensive sensors using wireless technology provide mountains of data. As more applications of IoT are being delivered to integrate with facilities, an understanding of the promise and reality of IoT is crucial. Best not to

spend too much before the technology is ready, or fall perilously behind the competition while waiting for this technology to be perfected or come down in cost.

AUDIENCE: INTERMEDIATE

## Safety and Security

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

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

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

AUDIENCE: BEGINNER

3:10 pm - 4:00 pm

## Maintenance and Operations

### A Preventive Maintenance Facility Management Strategy

Mike Stone CMRP, Product Manager, Infor

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

AUDIENCE: INTERMEDIATE

## Leadership and Career Advancement

### The Quiet Revolution in FM!

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

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

AUDIENCE: INTERMEDIATE

## Technology

### Technology Trends & Their Impact on Commercial Buildings

Andrew Mire, VP of Operations, Computrols

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

AUDIENCE: BEGINNER

# 2017 Conference Sessions continued

Healthcare Facilities Today, Safety and Security

## ADA Review for Healthcare Facilities

*Joan W. Stein, President, Stein Consulting LLC*

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

AUDIENCE: INTERMEDIATE

Internet of Things

## Next Generation Analytics for Continuous Commissioning and Predictive Monitoring

*Mark Pipher, Vice President & General Manager,*

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

AUDIENCE: ADVANCED

Public Sector Trends

## Advancing the Workforce Building Momentum with FBPTA Tools Part 1: FEDSAT GSA

*Colin Dunn, SFTool Project Manager, Noblis*  
*Brian Gilligan, National Program Manager, General Services Administration*

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.

AUDIENCE: INTERMEDIATE

Sustainability

## Solar Photovoltaics – Comprehensive Implementation for your Facility

*William Cole, President, Pfister Energy of Baltimore*  
*Paul Jesson, Operations Manager, Pfister Energy - Baltimore*

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

AUDIENCE: INTERMEDIATE

Maintenance and Operations

## Elevator 101: Construction, Service and Modernization

*Kristopher Haller, Branch Manager, Fujitec America, Inc.*

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

AUDIENCE: BEGINNER

Maintenance and Operations

## 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.

AUDIENCE: BEGINNER

Internet of Things

## Leveraging IoT to Improve Customer Experience and Business Outcome for FM Companies

*Sudhi Sinha, JCI*

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

AUDIENCE: INTERMEDIATE

Safety and Security

## Fire Alarm System Basics: Operation and Common Problems

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

Fire alarm and suppression systems are installed to protect your business, your people, and your property. Yet, these systems often become irritating problems due to recurring issues like false alarms or costly emergency service calls at inconvenient times. In Fire Alarm System Basics: Operation and Common Problems, you will learn the basics of operation as well as issues you will likely encounter. Learn why these problems seem to persist and what you can do to fix existing issues while avoiding others in the future.

AUDIENCE: INTERMEDIATE

4:10 pm - 5:00 pm

Leadership and Career Advancement

## Collaborate! How FMs Can Leverage Industry Connections to Deliver Innovation in Their Organization

*Mike Petrucky, FM Innovator, Kayrell Connections*

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

AUDIENCE: INTERMEDIATE

Maintenance and Operations

## Maintenance and Troubleshooting of LED Lighting

*Eric Bronson, NCQLP, IES-LC, Senior Lighting Specialist, Anixter International*

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

AUDIENCE: BEGINNER

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# 2017 Conference Sessions continued

## Technology

### Inspections: Smarter Processes, Stronger Impact on Asset Costs

Jeff Thompson, Co-Founder and Executive Director, *AwareManager*

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

AUDIENCE: INTERMEDIATE

## Public Sector Trends

### Advancing the Workforce Building Momentum with FBPTA Tools Part 2: Facilities Career Map and Accelerate

Brian Gilligan, National Program Manager, *General Services Administration*  
Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, *Facility Engineering Associates*  
Steven Ross, AFM Implementation Lead, *Heuristic Solutions, LLC*

During this session, we will introduce you to the Facilities Career Map and the new and improved Accelerate FM (AFM) tool. We will outline how to utilize these free online tools to build your own competency based individual professional development plan. We will show you how organizations can use AFM as a data source to create and prioritize workforce development plan that align with organizational strategy. We will use real life professional stories to show you examples and guide you through the tool in real time. You will leave with the knowledge of how to present a supportable business case to your supervisors for training approval and supervisor will learn how to create and support professional development strategies based on individual data.

AUDIENCE: INTERMEDIATE

## Energy

### Energy Management: the Human in the Loop Process Control Optimization

Wim Zeiler, Professor, *Building Services, TU Eindhoven*

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

AUDIENCE: INTERMEDIATE

## Maintenance and Operations

### Elevator 201: Existing Elevators

Kristopher Haller, Branch Manager, *Fujitec America, Inc.*

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

AUDIENCE: INTERMEDIATE

## Technology

### Moisture in Concrete: Understanding and Addressing It for Roofing and Flooring Applications

David S. Slick, P.E., Associate Principal, *Simpson, Gumpertz & Heger Inc.*

Both the roofing and flooring industries have come to understand the importance of addressing moisture in concrete substrates for roofing and moisture-sensitive flooring applications. Repair of roofing and floor finish failures are typically very costly, time consuming, and disruptive to facility operations. Technology to mitigate moisture in roofing and flooring concrete substrates continues to evolve, while the basic failure mechanisms remain the same. This presentation will help building owners, facility managers, architects, and contractors understand the

causes of concrete substrate moisture-driven roofing and flooring failures, and how the failure mechanisms must be considered in the design or repair process.

AUDIENCE: INTERMEDIATE

## Maintenance and Operations

### Developing an Effective Scope of Work for Operations & Maintenance Contracts

Brian Lines, Ph.D., FMP, Assistant Professor, *University of Kansas*

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

AUDIENCE: INTERMEDIATE

## Internet of Things

### Retrofitting with RTUs and Cellular IoT

Trevor Strauss, CEO, *Behold Controls*

Brian Huey, IoT & M2M Business Development - *Smart Energy, Smart City, Sprint*

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

AUDIENCE: BEGINNER

## Safety and Security

### A Look Inside Fire Sprinkler Maintenance Programs

Jason Webb, Director of ITM, *National Fire Sprinkler Association*

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

AUDIENCE: BEGINNER

4:10 pm - 5:30 pm

## Leadership and Career Advancement

### Women in FM 2017

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

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# 2017 Conference Sessions continued

MARCH

09

Thursday,  
March 9

8:00 am - 8:50 am

## GENERAL SESSION

### Technology

#### The Next Generation of Smart Cities and Facilities Management

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

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

AUDIENCE: INTERMEDIATE

9:00 am - 9:50 am

### Maintenance and Operations

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

Shonte Eldridge, Chief of Special Projects, The Baltimore City Department of Public Works  
Jeffrey Brown, Engineering and Infrastructure Director, Cumberland County

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

should consider, review and identify to increase their chance of success during the first year in the position.

AUDIENCE: BEGINNER

### Maintenance and Operations

#### The 5 Step Process for Getting Your Facility Budgets Approved

Nick O'Hare, Director of Marketing, StructureTec

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

AUDIENCE: INTERMEDIATE

### Maintenance and Operations

#### Thermal Imaging for Predictive Maintenance and Repair

Ed Kochanek, Regional Director, FLIR Systems, Inc.

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

AUDIENCE: BEGINNER

### Energy

#### The Benefits of the Building Enclosure Commissioning Process

Robert Golda, Building Enclosure Associate, Horizon Engineering Associates, LLP

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

AUDIENCE: INTERMEDIATE

### Healthcare Facilities Today

#### Double Digit Energy Reduction, a Harvard Medical School Case Study

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

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

AUDIENCE: BEGINNER

### Public Sector Trends

#### Capital Planning at the Capitol Complex: Developing a Leading Facility Condition Assessment Program

Nancy Skinkle, AIA, LEED AP, Director of Planning and Project Development, The Architect of the Capitol (AOC)

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

AUDIENCE: BEGINNER

### Sustainability

#### The Greening of Sport Facilities: Lessons Learned

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

AUDIENCE: INTERMEDIATE

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# 2017 Conference Sessions continued

Safety and Security, Sustainability

## Security and Sustainability Synergies and Conflicts Examined in the Whole Building Design Guide

*Richard Paradis, P.E., BSCP. Bd. Cert NCE, Director, Whole Building Design Guide, National Institute of Building Sciences*

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

AUDIENCE: BEGINNER

Maintenance and Operations

## Changes in the 2017 National Electric Code

*Mike Leitzel, Electrical Training Specialist, TPC Trainco*

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

AUDIENCE: BEGINNER

Maintenance and Operations

## Importance of Proper Building O&M and Operator Training

*Roland Banishta, LEED AP, Building Operator, RGDC Zach Stern, President and CEO, Elemco Building Controls*

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

AUDIENCE: ADVANCED

Technology

## BIM and Facility Management: Finally Starting the Conversation

*Jacob D'Albora, LEED AP BD+C, Technology Leader, RPA Design, P.C.*

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

AUDIENCE: INTERMEDIATE

10:00 am - 10:50 am

Maintenance and Operations

## Pay Now or Pay Later

*Ken Stack, P.E., LEED AP O+M, Vice President, C&W Services*

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

AUDIENCE: INTERMEDIATE

Technology

## Business Intelligence for Improved Capital Planning

*William Wingfield, BSME, MBA, CBMI, Senior Consultant, R&K Solutions, Inc.*

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

AUDIENCE: ADVANCED

Maintenance and Operations

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

*Michael Uhl, Manager - Design and Development, Hitachi Americas - Energy Solutions Division*

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

AUDIENCE: INTERMEDIATE

Energy

## LED, Technology Update and Future Potential

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

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

AUDIENCE: INTERMEDIATE

Healthcare Facilities Today

## NFPA 45: Flammable Liquids and Other Hazardous Materials in Laboratories

*Clay Aler, Principal, Koffel Associates*

This presentation will cover hazardous material requirements in laboratories as regulated by NFPA 45. NFPA 45 is the reference standard for fire protection of laboratories and is used to provide basic requirements for the protection of life and

property from fire and explosions in laboratories. NFPA 45 establishes limits on hazardous materials and provides criteria to protect laboratory personnel.

AUDIENCE: INTERMEDIATE

Sustainability

## Using Efficiency to Afford Improved Indoor Environmental Quality

*Christopher Walinski, Building Operations Manager, Munich Reinsurance America, Inc.*

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

AUDIENCE: ADVANCED

Technology

## Managing the Collaborative Workplace

*Dale Bottcher, Senior Vice President, Sales & Operations, AVI-SPL*

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

AUDIENCE: INTERMEDIATE

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# 2017 Conference Sessions continued

## Maintenance and Operations

### Everything a FM Needs to Know About Snow & Ice Management

Allan Davis, CLP, CSP, Vice President, General Building Maintenance, Inc.

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

AUDIENCE: BEGINNER

## Maintenance and Operations

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

Travis Moran, Managing Consultant, Navigant

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

AUDIENCE: INTERMEDIATE

## Technology

### Implementing BIM for Owners

T.J. Meehan, AIA, LEED AP, Vice President of Professional Services, CADD Microsystems, Inc.

Are you a building owner or a designer working with them? Are you interested in the BIM movement and how it may positively affect the design, construction, and operations of your facilities? This

session will help bring clarity and provide you with some practical next steps. We will spend time discussing BIM requirements and project execution plans. What are they and what are some valuable tips to creating your own? We will go over methods to converting your as-built drawings into robust BIM models and keeping them up-to-date. Lastly, we will discuss BIM and how it affects O&M.

AUDIENCE: INTERMEDIATE

## Safety and Security

### Pre-emergency Flood Preparedness Planning

Stephen Gill, CEO, Flood Risk America

Tiffany Largey, COO, Flood Risk America

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

AUDIENCE: ADVANCED

2:10 pm - 3:00 pm

## Technology

### Essential FM Technologies

Jim Turner, Director, Facilities Solutions, Markon Solutions

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

AUDIENCE: INTERMEDIATE

## Technology

### Big Data Analysis: Mining & Analyzing Utility Data into Actionable Insights

Michael Stiefman, CEO, UtiliSave

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

AUDIENCE: BEGINNER

## Sustainability

### 4 Steps Towards a Sustainable Building Operation that Requires No Tech or Costs to Implement

Michael Herod, EMSL, Founder and CEO, GOEFER

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

AUDIENCE: INTERMEDIATE

## Leadership and Career Advancement

### Information Flow to Front-Line Employees: Where the Rubber Meets the Road

Neil Crump, CFM, CEFP, Manager, Plant Construction, The University of Texas at Austin

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

AUDIENCE: INTERMEDIATE

## Energy

### PACE – A Groundbreaking Method of Financing Building Improvement & Energy Efficiency Projects

Scott Ringlein, BSME, MSME, Founding Partner, The Energy Alliance Group of North America

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

AUDIENCE: ADVANCED

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# 2017 Conference Sessions continued

## Technology

### Getting the Right Data Out of Your BIM Deliverables

Jason Kunkel, Senior Applications Specialist, CADD Microsystems

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

AUDIENCE: INTERMEDIATE

## Safety and Security

### Using Building Design to Reduce the Effects of Terrorist Attack

Doug Haines, MPSE, CEO, Haines Security Solutions

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

AUDIENCE: INTERMEDIATE

3:10 pm - 4:00 pm

## Maintenance and Operations

### Providing Drain Cleaning In-house: Key Considerations

David Dunbar, Assistant Sales Manager, General Pipe Cleaners

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

AUDIENCE: BEGINNER

## Sustainability

### Air Filtration - An Energy Conservation Measure

Joe Pessa, IAQCP, Region Manager, Dynamic Air Quality Solutions

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

AUDIENCE: INTERMEDIATE

## Internet of Things

### Using the IIoT to Improve Maintenance Operations

Dwayne Divers, Director of Manufacturing Strategy, 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.

AUDIENCE: BEGINNER

## Maintenance and Operations

### How to Write Effective Standard Operating Procedures

James Barlow, Jr., CMDSM, EMCM, MDP, MDC, President, Mail Systems Management Consultants

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

AUDIENCE: INTERMEDIATE

## Maintenance and Operations

### Hottest Trends in CMMS

Greg Perry, CRL, Sr. Consultant, Professional Services, eMaint

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

AUDIENCE: INTERMEDIATE

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# 2017 Exhibitor list

*As of January 6, 2017*

3M	BASF Corporatio	Commercial Fire Hydrant Service	ePIPE Restoration	IDEAL Industries Inc.
A-1 Flood Tech	Batteries Plus Bulbs	Connectrac	Ex-Cell Kaiser	IFMA (International Facility Management Association)
AAA Complete Building Services, Inc.	Belbien	Construction Specialties Inc.	Excel Dryer	IFMA Chesapeake Chapter
ABCO Fire, LLC	Belco Pipe Restoration	Continental Control Systems LLC	Extrutech Plastics Inc.	Industrial Caulk & Seal Inc.
Able Services	Belfor Property Restoration	CORT	F.A. Taylor & Son Inc.	Infor
ABM Building Services	Belimo Americas	Covestro	Feather Free Zone	Interior Maintenance Company Inc.
Aceto Corp.	Bell Bird Control	Craftmaster Hardware	FiberPlus, Inc.	IR-TEC America Inc.
ACP Facilities Services	BFPE International	Critical Power Testing & Maintenance	FiberTite Roofing Systems by Seaman Corp.	ISAVE Team
AGF Manufacturing Inc.	Bird Buffer LLC	Crowcon Detection Instruments	Fire & Life Safety America Inc.	ISES Corporation
AIA Baltimore	Bird-B-Gone Inc.	CSG - Cleaning Services Group Inc.	Fireline Corp.	item America
Airius LLC	Blue Book Network, The	CyberLock Inc.	Flex Lighting Solutions	J. Reynolds & Co., Inc.
AirPac Inc.	Blue Team Restoration	Daikin Applied	Flex Membrane International Corp.	Kenall Lighting
Alban CAT Power Systems	Bobrick - Koala	Davies Office Inc.	FLIR Systems Inc.	Keyper Systems
Alfa Laval	Bopat Electric Co., Inc.	DaVinci Roofscapes	Fluke Electronics Corporation	Kidde Fire Systems
Allied Window, Inc.	Bosch	Dematic Sprocket	Fried Brothers Inc.	Kohler Co.
AMS CAD + CAFM Solutions	BRAVO! Building Services Inc.	Detex Corp.	FrontRow	KOSTER American Corp.
Andersen Co., The	BROWZ	Dexerials America Corp.	Gabriel First Corp.	Kroy Sign Systems
APCO Sign Systems	Building Operator Certification	DN Tanks	Gaco Western	Leading Edge Safety LLC
Apogee Enterprises Inc.	Buildpulse Inc.	Door Closer Service Co. Inc.	Garland Co. Inc., The	LED Living Technology
Applied Comfort Products Inc.	Busch Systems International Inc.	Duct & Vent Cleaning of America Inc.	General Pipe Cleaners/ General Wire Spring Co.	Lewellyn Technology
APTech Group Inc.	C&W Services	DuctSox	Glasdon Inc.	Light Efficient Design
Aquatherm	C.N. Robinson Lighting Supply Co.	Ductz International	Gordian	Lighting Breakthroughs
ARC Document Solutions, Inc.	Cahoots	Dude Solutions	GridNavigator	Little Giant Ladder Systems
archSCAN LLC	Capital Tristate	Duro-Last Roofing Inc.	GSM Roofing	Lockmasters Inc.
ARMM Associates Inc.	Caplan Bros. Glass	Dyson	Guardian CSC	Locksmith Ledger Int.
ASCO Power Technologies	Cargill Deicing Technology	Easi File	GVM Inc. Snow Division	M3T Corporation
ASI Doors	Carlisle SynTec Systems	Eastern Diversified Services, Inc.	Hager Companies	Maintenance Connection
ASI-American Specialties Inc.	Carrier Rental Systems	Ecoglo/Access Products	Horizon Distributors	Marks USA
ASSA ABLOY	Case Snow Management, Inc.	Edwards Detection & Alarm	Horton Automatics	Marvin Windows and Doors
Atlas Chairs & Tables	CE Maintenance Solutions LLC	Electric Eel Mfg. Co. Inc.	Hunt Consulting	Matting By Design
Auburn Manufacturing Inc.	CentiMark Corporation	Electrical Safety Specialists LLC	HydroCorp	MD/DC APPA
AUTOBRINE, The Cope Company Salt	Chambersburg Waste Paper Co.	Electro Industries/GaugeTech	HyLite LED Lighting	Metpar Corp.
Automated Logic Corp.	Chardon Laboratories Inc.	eMaint Enterprises	ICB/TABB	
Avetta (formerly PICS Auditing)	CHB Industries Inc.	EMG		
Avian Flyaway Inc.	CHEM LINK	Empire Today		
Axis Communications	Chemours	Envirobrite		
Baltimore Aircoil Co.	Chesapeake Controls Inc.	EPAC Software Technologies Inc.		
	CleanAlert, LLC			
	Cold Point Corp.			

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milliCare By EBC Carpet Services  
Mobile-Shop Co.  
Monico, Inc.  
Morin Distribution  
Multitherm Coils  
Murdock MFG  
NALCO Water, an Ecolab Company  
National Fire Sprinkler Association  
National Marker Company  
National Roofing Contractors  
Association (NRCA)  
Natural Choice Corp.  
Navien Inc.  
Needham Electric Supply  
New Pig Corp.  
NFMT  
Nissan Commercial Vehicles  
Nortec  
North American Roofing Services Inc.  
Northeastern Supply Inc.  
NTT Training  
NUUO Inc.  
O'Leary Asphalt Inc.  
Oasis International  
Obvius  
OEO Energy Solutions  
OMG Roofing Products  
ONICON Inc.  
Orion Lighting  
Orr Protection Systems Inc.  
OSRAM SYLVANIA  
Overly Door Co.  
Palmer Asphalt Co.  
Panoramic Power  
Parker Hannifin - Sporlan Division  
Parkland Plastics  
Pavement Corporation

PBI Restorations  
PDQ Manufacturing  
Pennoni  
Pepco & Delmarva Power C&I  
Energy Savings Program  
Pfister Energy Inc.  
Polaris Industries  
Polycoat Products  
PotholeRepair.com  
Potter Electric Signal Company LLC  
Power Plus  
Powerful Signal  
Precision Concrete Cutting  
Premium Spray/Accella  
Polyurethane Systems  
Primex Wireless  
Professional Grounds  
Management Society  
Proform  
Progressive Roofing  
PS Flood Barriers  
Pure Water Technology of  
Central PA, Inc.  
QSI Facilities  
Quadlogic Controls Corp.  
Quantech (Johnson Controls Inc.)  
Qube Space  
RAB Lighting  
Rain Bird Corporation  
RCI Technologies East  
REC Solar  
Rectorseal  
Reechcraft Inc.  
Reliable Controls Corp. USA  
Reliance Detection Technologies, LLC  
Reuter & Hanney Inc.  
Reynolds Restoration Services  
RIDGID  
RM Lucas Company  
Rose Paving LLC  
RRC Consulting Group Inc.

Rust-Oleum  
Safety Technology International, Inc. (STI)  
Salisbury by Honeywell  
SALTO Systems  
Sam DeSanto Co., Inc.  
San Jamar  
Sapling Company, The  
SATEC Inc.  
Saw Trax Mfg. Co., Inc.  
Schindler Elevator Corp.  
Schneider Electric  
*School Planning & Management/  
College Planning & Management  
Magazine*  
Scranton Products  
SealMaster  
SELECT Hinges  
SemaConnect  
Serge Ferrari North America  
ServiceBench  
ServiceMaster NCR  
SERVPRO of Maryland  
Sika Sarnafil  
Site 1001, Inc.  
SkyVac USA  
Sloan  
SMS Assist  
Socomec, Inc.  
Sodexo  
SolarCity  
SOMAX Inc.  
Spacesaver  
Special Pathogens Laboratory  
Spring City Electrical  
Square Scrub  
Standard  
Calibrations, Inc.

Stanley Steemer International  
Staples Business Advantage  
Starline  
Steril-Aire Inc.  
Stewart Signs  
Sunbelt Rentals  
SuperGreen Solutions  
Superior Mfg. Group/  
NoTrax Floor Matting  
SureCrete Design Products  
Survey Data Information, LLC  
Sylvania  
TAMKO Building Products Inc.  
TEMP-AIR  
Test Products International  
TimeMaster Inc.  
TMA Systems LLC  
TNE Franklin  
Total Asphalt Technologies  
Total Security Solutions  
TownSteel Inc.  
TPC Trainco Inc.  
Tracked Lift Inc.  
Trane  
Trecan Snowmelters  
Tremco Roofing and Building  
Maintenance  
Tri-Chem  
Tri-M Group LLC  
TriTechnologies, Ltd.  
Trystar

U.S. Department of State  
United Soybean Board  
Unlimited Restoration Inc.  
US Flood Control Corp.  
VARIDESK  
Vector Security  
Veolia Environmental Services  
Veritiv  
Versico Roofing Systems  
Vertical Systems Analysis Inc.  
VFS Fire & Security Services  
Viconics Technologies Inc.  
Viking Electronics  
VSC Fire & Security, Inc.  
WaterSignal  
WD-40 Co.  
Weil-McLain  
Werres Corporation  
Westminster Fire Extinguisher Ser-  
vices, Inc.  
WGL Energy  
Whittaker Co., RE  
Wilmot Modular Structures Inc.  
Wilson Bohannon Lock Co.  
Witmer Group, The  
Wizard Software Solutions  
ZOO Fans Inc.  
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