



Make NFMT Your Story

- Networking
- Largest and most diverse conference session offerings
- Products & Services in the Expo Hall

BUILDING OPERATING MANAGEMENT'S
NFMT[®]
National Facilities Management & Technology Baltimore

Baltimore Convention Center
March 20-22, 2018

Register now for the premier event in the facilities industry.
Register Now for free nfmt.com/baltimore

Three Days of Idea Sharing, Networking and Career Growth. NFMT Has Conference Sessions for All Levels of FMs!

Seven conference tracks available to best suit
your facilities management interests:

Asset Management

Business Management

O&M Technical Services Management

O&M Work Management

Risk Management

Safety and Security Management

Utility Management

Three additional conference tracks specific to
Smart Building Innovations Conference!

Commissioning and Energy Efficiency Optimization

Data/IoT/Analytics Management

Sustainability and Wellness Management



2018 Schedule At-A-Glance

TUESDAY, MARCH 20

- 7:00 AM–5:00 PM Registration Open
- 8:00 AM–8:50 AM General Session: Stress on the Job: How to Deal
- 9:00 AM–11:50 AM Conference Sessions
- 12:00 PM–4:00 PM Expo Hall Open
- 12:30 PM–3:20 PM QuickFire Sessions (in Expo Hall)
- 3:45 PM \$1,000 Daily Cash Drawing (in Expo Hall)
Sponsored by Orr Protection Systems and New Pig Corporation
- 4:00 PM–5:00 PM Networking Party (Pratt Street Lobby)
Sponsored by Club Car



WEDNESDAY, MARCH 21

- 7:00 AM–5:00 PM Registration Open
- 8:00 AM–10:50 AM Conference Sessions
- 11:00 AM–3:00 PM Expo Hall Open
- 12:30 PM–2:20 PM QuickFire Sessions (in Expo Hall)
- 2:45 PM \$1,000 Daily Cash Drawing (in Expo Hall)
Sponsored by Orr Protection Systems and New Pig Corporation
- 3:10 PM–5:00 PM Conference Sessions
- 4:10 PM–6:30 PM Women in Facilities Management Panel and Reception (Room 316)
Sponsored by Sodexo
- 5:15 PM–6:30 PM Solutions Exchange Networking Event (Pratt Street Lobby)
- 7:00 PM–9:00 PM Young Professionals Happy Hour
Sponsored by ARC Technology Solutions



THURSDAY, MARCH 22

- 7:00 AM–3:00 PM Registration Open
- 8:00 AM–8:50 AM General Session: Developing and Understanding Best in Class Operations
- 9:00 AM–10:50 AM Conference Sessions
- 11:00 AM–2:00 PM Expo Hall Open
- 12:30 PM–1:20 PM QuickFire Sessions (in Expo Hall)
- 1:45 PM \$1,000 Daily Cash Drawing (in Expo Hall)
Sponsored by Orr Protection Systems and New Pig Corporation
- 2:10 PM–4:00 PM Conference Sessions



WHO Attends NFMT?

It's simple: If you're a facilities industry professional, you should be here. Professionals holding titles from all corners and levels of facilities management attend:

- Facilities Managers
- Engineering Directors
- VPs of Operations
- Energy Managers
- Security Directors
- Executive Directors & CEO's
- Architects
- Building Owners
- Maintenance Managers
- Property Managers
- Sustainability Managers
- Equipment Specialists
- Construction Managers

HOW WILL YOUR STORY

Until you're at the show, exchanging ideas and tactics with facilities pros eager to improve their buildings, you won't know for sure how your

NFMT story will unfold. Consider, in just two or three days at NFMT you can learn new tactics and gain expertise by attending several conference sessions, exchange success stories with likeminded FMs (or exchange a few of those nightmare stories we all have), and pinpoint new, useful products that will make your facility a better place. You'll return to your building a better and more efficient FM. That's how your story can unfold.

UNFOLD?



Your badge grants you complimentary access to the NFMT Expo Hall, where you can discover products and services for all your professional needs. Your path to a better facility begins in the NFMT Expo Hall! The show is categorized so you can maximize your time.

6 Pavilions at NFMT

- BUILDING SERVICES -**
Companies offering facility services on a contract or project basis.
- INTERNET OF THINGS -**
All things internet related!
- GREENTECH -**
Array of sustainable and LEED products to help you with your "Green" initiatives.
- OPENINGS -**
Doors, Windows, and Buildings Exteriors – Manufacturers of entry systems, windows, doors, curtain wall, skylights, door hardware, etc.
- FIRE PREVENTION & DETECTION -**
Fire safety and building security technology and service providers.
- NFMT -**
A mix of products and services for facility construction, renovation, and operations.

2018 Sessions At-A-Glance

As of February 6, 2018

MONDAY, MARCH 19

1:00 PM – 5:00 PM

- » Crafting and Managing Your ADA Compliance Plan*
* Workshop- Fee applies

TUESDAY, MARCH 20

8:00 AM – 8:50 AM

- » Stress on the Job: How to Deal

9:00 AM – 9:50 AM

- » Mastering Soft Skills to Enhance Success
- » ISO 41001 Facilities Management – Management Systems: The Game Changer?
- » Driving Value to the Bottom Line through Robust Maintenance
- » The Role of Lighting in Tomorrow's Facilities
- » FMXcellence: Next Frontier of Energy Efficiency
- » The Reality of Project Turnover: From the Facility Perspective
- » The ADA and the Cost of Non-Compliance
- » Leverage Credible Data for Life Cycle Costing & Budgeting
- » Risk Wheel: Methodologies for Assessing Risk
- » The Internet of Buildings: A Technological Boon for Building Systems and Operations
- » Improving Performance by Leveraging Advanced Energy Analytics Together With Fault Detection & Diagnostics
- » Essential Steps for Building a Strong Environmental, Health & Safety Program at Your Facility

10:00 AM – 10:50 AM

- » Managing Diversity & Developing your team; How to inspire action
- » ASHRAE Codes, Standards or Guidelines ... What's the difference?

- » Putting the Fun Back in Functional Processes
- » Utility Management: Tools for Energy Savings
- » Failed Flooring Case Studies
- » Re-Thinking Construction Turnover
- » Surviving the OSHA Audit – Common Sense Solutions to Your Most Feared Compliance Issues
- » Are You Compliant with the New Lease Accounting Requirements?
- » Tech Trends: Identifying and Fixing the Gaps in Your Emergency Preparedness
- » Data Collection and Analysis Techniques for Facility and Maintenance
- » Arc: Performance Score to LEEDv4 O+M Explained

11:00 AM – 11:50 AM

- » FM Metrics for Dashboards and Scorecards
- » Occupant Comfort Complaints and Troubleshooting the Unknown
- » BIM Deliverables: You Get What You Spec
- » Water Conservation: How / Why To Get Started
- » What do Managers Need to Know About Title I of the Americans with Disabilities Act (ADA)?
- » Advancements in Technology are changing the landscape of FM. How are they affecting you?
- » The 17 Gaps that Sabotage Your Emergency Plans & How to Fill Them
- » FM in the Age of Information and Automation
- » Resiliency: A Whole Building Perspective
- » How to Select Key Metrics to Improve Facility Operations
- » Power and Energy Meters: Choosing the right meter for your facility
- » Innovative Products to Boost Your Green Cleaning Program

WEDNESDAY, MARCH 21

8:00 A.M. – 8:50 A.M.

- » Define, Design, Develop & Deliver A High Value Driven RFP?
- » Reflective Roof Coatings: Cool Stories
- » Confessions of an Energy Manager: Winning Strategies for Energy Efficiency

9:00 A.M. – 9:50 A.M.

- » Am I Getting What I Paid For? Beyond the Metrics
- » Central Heating Plant Upgrades in a Large Facility – A Case Study
- » Arc Flash for the FM
- » Strategic Electricity and Natural Gas Procurement
- » Meeting the FM Skills Gap: How You Can find the RIGHT Training For You or Your Team
- » Fire Alarm & Fire Suppression the Playbook for Success
- » Total Cost of Ownership: Becoming Better Stewards of our Assets
- » Building-Related Forensics - A Guide for Facility Managers and Owners
- » Using the IIoT to Improve Maintenance Operations
- » Commissioning 101
- » Clearing the Sustainability-Wellness Hurdle: An Action Plan for FMs

10:00 A.M. – 10:50 A.M.

- » Make Employees Your Competitive Advantage
- » Toolkits for Building Energy Diagnostics
- » O&M or OMG? How to stop lurching from one disaster to the next by understanding what your building
- » FBPTA In Action: How Federal Agencies Use FBPTA Tools To Enhance Training Programs & Improve Building Performance
- » Beyond the Dumpster: The Benefits of IoT in Waste Management
- » Access Control Locks 101

continued »

2018 Sessions At-A-Glance

continued

- » Office Furniture Remanufacturing: The Facilities Managers Alternative to Stockpiling Obsolete Furniture
- » A Life Cycle Guide to Performance-Based Contracting for Services:
- » IoT is Here - is Your Facility Ready?
- » Continuous Commissioning Success at Children's Hospital Colorado
- » Lighting for Mood

3:10 P.M. – 4:00 P.M.

- » Soft Skills and Problem Solving for Facility Managers
- » LED Lighting: You are BACKING UP if you WAIT any longer!
- » Machine Learning in HVAC Controls
- » How Preventative Maintenance Mitigates Future Risk For Your Parking Structure
- » FEDSAT: Helping Your Agency Comply with the FBPTA
- » Improving O&M with Design for Maintainability
- » Repurpose & Renewal of an Aging Healthcare Facility
- » Getting the Right Data in Your BIM Delivery Models
- » The Impact of IoT on Building Tenant Experience
- » District Cooling and the Effects of Low ΔT
- » Maximizing Cooling Tower ROI Through High Efficiency Submicron Filtration

4:10 P.M. – 5:00 P.M.

- » GSA's Government-Wide Strategic Sourcing Solution for Building Maintenance and Operations Services
- » FBPTA In Action: How the FBPTA Tools Can Enhance Agency Workforce Development & Build the Business Case for Training
- » Risk Mitigation - Preparing for an Active Shooter Event
- » Rules of Engagement - Managing Roofing Projects
- » Building Disasters Leading to Imminent Death (Well Maybe) a.k.a. War Stories and Lessons Learned
- » Hear What Your Building Says – And Translate for Decision-Makers
- » Data Center Cooling Strategies

- » The Art and Science of Achieving Waste Diversion Through Behavior Change

4:10 P.M. – 6:30 P.M.

- » Women in Facilities Management 2018: Roundtable iDiscussion & Reception

THURSDAY, MARCH 22

8:00 A.M. – 8:50 A.M.

- » Developing and Understanding Best in Class Operations

9:00 A.M. – 9:50 A.M.

- » The First 100 Days as a New FM Manager: Making or Breaking Your Career!
- » Chilled Water System Control and Optimization
- » Top 5 Myths of Maintenance
- » How Testing, Adjusting and Balancing Impacts Your Operating Budget
- » Global Voices in FM
- » Active shooters and Workplace Violence: the ROI of an Effective Deterrent
- » A Systematic Approach to Evaluating the Building Enclosure
- » OSHA's Enforcement and Significant Changes to 2018 NFPA 70E
- » Innovation Through Disruption - The Energy Efficient Lighting Industry Adapts to the Technological
- » Automation Commissioning: Getting the HVAC Controls Software Right
- » Smart Building Technology - In The Hacker's Crosshairs

10:00 A.M. – 10:50 A.M.

- » Stop the Insanity: Using Technology to Recover \$20 Billion Now
- » Significantly Reducing Your Facility's Operating Costs – New Technologies Offer New Strategies

- » Snow Removal from Parking Lots and Decks- The Economics of Snow Melting Technology
- » Navigating Your Electricity Bill and the New Energy Landscape
- » 21st Century Grounds Management
- » How Facility Managers Can Get the Most from Their Security System
- » Design, Material and Installation: 3 facets of an Integrated Weather Barrier
- » Facility Condition Assessments (FCA): Is it Time for a Third Party to Review your Facility?
- » Before & After – How the IoT Can Transform BMS
- » Smart Buildings Improve Your Bottom Line
- » Hacking Everything - The Dark Side of the Internet of Things

2:10 P.M. – 3:00 P.M.

- » Drones and Facility Security: What No One Will Tell You
- » Leveraging Efficiency Gains to Finance Infrastructure Upgrades
- » EPACT 179D Energy Tax Savings for Building Owners
- » Evolution of IT & Facility Management
- » Have LED lighting? Then get ready for controls!
- » The Changing Role of Facilities Management in a "Connected" World

3:10 P.M. – 4:00 P.M.

- » Implementing Maintenance Planning and Scheduling
- » The Arrival of DC Power in Buildings
- » Using Energy Efficiency Financing to Upgrade Facilities, Boost Cash Flow, and Improve Asset Value

2018 Conference Sessions

As of February 6, 2018

MARCH

19

Monday,
March 19

1:00 pm - 5:00 pm

WORKSHOP (FEE APPLIES)

Safety and Security Management

Crafting and Managing Your ADA Compliance Plan

Joan W. Stein, President, Stein Consulting LLC

The Americans with Disabilities Act (ADA) is a federal civil rights law that is complaint driven. Unlike building codes, the ADA is enforced either through investigations performed by the U.S. Department of Justice or by the federal courts; both stemming from complaints or allegations received from individuals with disabilities. ADA is something that every facilities manager needs to be aware and informed of or your organization might have severe consequences. This session will provide in-depth descriptions of compliance requirements, and will provide unique insight to the Justice Department's interpretation of these regulations. 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 of experience as an ADA consultant for a practical, informative and interactive session.

Learning Objectives

1. Clarify how the ADA is enforced both by the Justice Department and the federal courts and recent changes in enforcement and fines
2. Understand and clarify current ADA regulations
3. Review guidance on how to demonstrate a "good faith effort" in your ADA compliance effort*
4. Clarify what should be included in an on-site evaluation
5. Specify what information needs to be documented

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

AUDIENCE: BEGINNER CEU: 0.4

Pre-Conference Workshops have a separate registration fee. NFMT Members \$99, Non-Members \$149.

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.

MARCH

20

Tuesday,
March 20

8:00 am - 8:50 am

GENERAL SESSION

Business Management

Stress on the Job: How to Deal

Robin Camarote, Founder and CEO, Craft and Atlas LLC

Brian Braudis, President and Chief Enabling Officer, The Braudis Group

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

9:00 am - 9:50 am

Business Management

Mastering Soft Skills to Enhance Success

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

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

O&M Technical Services Management

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

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

David Samec, Chief of Facilities Management, National Gallery of Art
Stanley G. Mitchell, FMIFM, FRICS, IEng, CEO, Key Facilities Management

Learning Objectives

1. Understand the role a management system can play in your strategic FM approach
2. Review the new ISO 41001

AUDIENCE: BEGINNER CEU: 0.1

O&M Work Management

Driving Value to the Bottom Line through Robust Maintenance

John Rimer, CFM, President, FM360

Learning Objectives

1. Value of a robust maintenance program
2. Maintenance strategies & philosophies
3. Implementing & managing a robust program
4. Assessing & analyzing performance; good KPIs

AUDIENCE: INTERMEDIATE CEU: 0.1

Utility Management

The Role of Lighting in Tomorrow's Facilities*John Curran, President, LED Transformations, LLC***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Utility Management

FMXcellence: Next Frontier of Energy Efficiency

Edward Sullivan, Editor, Building Operating Management Magazine
Marianne Larrisey, LEED GA, Senior Advisory Consultant, CBRE
John Chadwich, AIA, Assistant Superintendent, Facilities and Operations, Arlington Public Schools

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Asset Management

The Reality of Project Turnover: From the Facility Perspective*John Bixler, Group Leader / Mechanical Engineer, NV5, Inc***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security Management

The ADA and the Cost of Non-Compliance*M. Bradley Gaskins, AIA, CASp, Principal, COO, The McIntosh Group***Learning Objectives**

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

AUDIENCE: ADVANCED CEU: 0.1

Asset Management

Leverage Credible Data for Life Cycle Costing & Budgeting*David Lewek, Principle Consulting Engineer, Gordian***Learning Objectives**

1. Explore how credible data can and will be used in the near-future
2. Gain insight into trends and how predictive

data enables organizations to make more precise, productive and profitable business decisions

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

Risk Wheel: Methodologies for Assessing Risk*Jason Porter, CPB, CRM, CFE, Vice President, Pinkerton***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

The Internet of Buildings: A Technological Boon for Building Systems and Operations*Jeff Carpenter, PE, RCDD, Senior Principal, Client Executive, IMEG Corp.***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

Improving Performance by Leveraging Advanced Energy Analytics Together With Fault Detection & Diagnostics*Keith La Rose, Director of Business Development, CopperTree Analytics***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability and Wellness Management

Essential Steps for Building a Strong Environmental, Health & Safety Program at Your Facility*Mark Roman, President, Envision Environmental, Inc.***Learning Objectives**

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

AUDIENCE: BEGINNER CEU: 0.1

10:00 am - 10:50 am

Business Management

Managing Diversity & Developing your team; How to inspire action*Nicholas Lawniczak, Director of Engineering, CFI***Learning Objectives**

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

AUDIENCE: BEGINNER CEU: 0.1

O&M Technical Services Management

ASHRAE Codes, Standards or Guidelines ... What's the difference?*Stephen W. Nicholas, President, Air Industries, Inc.***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

Putting the Fun Back in Functional Processes*David Auton, Senior Director of Reliability Engineering, C&W Services***Learning Objectives**

1. Understand that most actions and behaviors are the result of underlying beliefs
2. Organizational behavior is the result of competing factors
3. All programs have feedback loops that reinforce or negatively deter desired outcome
4. Applying systems thinking to maintenance

programs improves the ability to achieve KPIs

AUDIENCE: INTERMEDIATE CEU: 0.1

Utility Management

Utility Management: Tools for Energy Savings*Larry Morgan, CFM, SFP, Head of Operational Excellence and Sustainability Initiatives for North and Latin America, SAP Global Facilities Management, Americas*
*Bob Holesko, CEM, Corporate Director of Engineering, Great Wolf Resorts***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

Failed Flooring Case Studies*Lewis G. Migliore, President, LGMTCs and Associates***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

Re-Thinking Construction Turnover*William Jacobs, Assistant Virtual Design and Construction Manager, Whiting-Turner***Learning Objectives**

1. Learn to avoid generic terms like COBIE or BIM6D without providing reference documents for project teams

2. Gain an appreciation for the true effort of collecting any level of BIM-FM or FM data
3. Learn how AEC teams are best able to collect critical information for their consumption
4. Participants will understand terms to ask for facility management data from a construction team

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security Management

Surviving the OSHA Audit – Common Sense Solutions to Your Most Feared Compliance Issues*David A. Casavant, CFM, LEED AP, Executive Director, The Sustainable Workplace Alliance***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

Are You Compliant with the New Lease Accounting Requirements?*Paul Head, II, Senior Manager, Ernst & Young Construction & Real Estate Advisory Services*

AUDIENCE: ADVANCED CEU: 0.1

Risk Management

Tech Trends: Identifying and Fixing the Gaps in Your Emergency Preparedness*David Trask, National Director, ARC***Learning Objectives**

1. Gain insight into how they can further improve operational efficiency for their facility and organization
2. Learn how to fill gaps in their emergency plans with better information management systems and

best practices

3. Discover industry-first insights provided by a leading facilities management research firm
4. Understand how emergency preparedness relates to the efficiency of their entire operation

AUDIENCE: BEGINNER CEU: 0.1

Data/IoT/Analytics Management

Data Collection and Analysis Techniques for Facility and Maintenance*Jose Febres, Technical Compliance Officer, International Monetary Fund (IMF)*
*Charles Branche, Jr., Technical Service Manager, Sodexo (at IMF)***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability and Wellness Management

Arc: Performance Score to LEEDv4 O+M Explained*Sabrina Bachman, Director, Community - Maryland, U.S. Green Building Council***Learning Objectives**

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

4. Summarize the process of recertification, implementing the Performance Score to LEED certification pilot credit in LEED v4 O+M

AUDIENCE: BEGINNER CEU: 0.1

11:00 am - 11:50 am

Business Management

FM Metrics for Dashboards and Scorecards

Robert Lambe, CFM, President, Facility Issues

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Technical Services Management

Occupant Comfort Complaints and Troubleshooting the Unknown

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

BIM Deliverables: You Get What You Spec

Michael Tardif, Managing Partner, Building Informatics Group, LLC

Learning Objectives

1. Learn how to write RFPs and project close-out submittal requirements so as to receive high-quality building information deliverables
2. Observe how to coordinate requirements for building information models and related electronic building information deliverables such as owners' manuals and other documents
3. Specify how to gain operational control of building information management by requiring electronic information deliverables that are both human-readable and machine-readable
4. Understand how to integrate a Facility Information Specification into BIM Project Execution Plans and Level of Development (LOD) Specifications

AUDIENCE: BEGINNER CEU: 0.1

Utility Management

Water Conservation: How/Why To Get Started

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security Management

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

Joan W. Stein, President, Stein Consulting LLC

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Asset Management

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

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security Management

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

Bo Mitchell, President and CEO, 911 Consulting

Learning Objectives

1. Review the laws, regulations and standards that control emergency plans
2. List the laws, regulations and standards that control emergency plans
3. Learn what should be the overriding attitude for managers in re-evaluating current planning

4. Review how will your own employees and clients hurt your response to a disaster

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

FM in the Age of Information and Automation

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

Resiliency: A Whole Building Perspective

Bob Payn, Director, Information Technology, National Institute of Building Sciences

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

How to Select Key Metrics to Improve Facility Operations

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

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

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Sustainability and Wellness Management

Innovative Products to Boost Your Green Cleaning Program

Brie Welzer, *Environmental Scientist*, *Green Seal*

Learning Objectives

1. Participants will learn about the importance of

effective performance when it comes to products that claim to be green

2. Participants will learn about new ways that products have reduced environmental impacts
3. Participants will learn about what new types of products are now available for green cleaning programs
4. Participants will learn or be reminded about the requirements of green cleaning programs

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

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

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

AUDIENCE: BEGINNER CEU: 0.1

Asset Management

Reflective Roof Coatings: Cool Stories

Van Ripps, President, *Palmer Asphalt Company*, Former President, *Roof Coatings Manufacturers Association*

Learning Objectives

1. Understand the benefits that reflective roof coatings impart on low-slope roof systems
2. Recognize why reflective roofs are environmentally important and comprehend the science behind how reflective roofs save energy
3. Determine best practices for preparing a roof membrane and application methods for reflective roof coatings on low-slope roof systems

4. Identify payback, energy savings, and other non-quantifiable benefits by evaluating several real-world roof-reflectivity case studies

AUDIENCE: BEGINNER CEU: 0.1

Commissioning and Energy Efficiency Optimization

Confessions of an Energy Manager: Winning Strategies for Energy Efficiency

Martin Levkus, Regional Director, *Yardi*

AUDIENCE: BEGINNER CEU: 0.1

Business Management

Am I Getting What I Paid For? Beyond the Metrics

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Technical Services Management

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

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

Learning Objectives

1. Understand the key principles and considerations

for replacing heating water boilers, domestic hot water heaters, and steam generators in an existing occupied building

2. Understand the key strategies for upgrading heating water, domestic hot water, and steam systems in an existing occupied building while minimizing disruptions to occupants and to building operations
3. Understand the important milestones and phases of a successful central plant replacement project
4. Evaluate existing building mechanical conditions to establish realistic goals for a successful central plant upgrade project

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security Management

Arc Flash for the FM

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

Learning Objectives

1. Participants will learn the definition of an Arc Flash and its causes and effects
2. Participants will understand Arc Flash Risks and Mitigation
3. Participants will be exposed to codes and standards related to Arc Flash
4. Participants will be exposed to the basics of an Arc Flash Analysis

AUDIENCE: INTERMEDIATE CEU: 0.1

Utility Management

Strategic Electricity and Natural Gas Procurement

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

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

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security Management

Fire Alarm & Fire Suppression the Playbook for Success

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Asset Management

Total Cost of Ownership: Becoming Better Stewards of our Assets

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

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

Nicholas Piteo, Senior Project Manager, Simpson Gumpertz & Heger

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

Using the IIoT to Improve Maintenance Operations

Brooks Adcock, Mobile Product Planner, Dude Solutions

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Commissioning and Energy Efficiency Optimization

Commissioning 101

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Sustainability and Wellness Management

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

Sharon Jaye, Executive Director, Green Schools Alliance

Stephen P. Ashkin, President, The Ashkin Group, LLC
Barry Giles, CEO, BREEAM USA

Learning Objectives

1. Define sustainability in an FM context
2. Identify top- and bottom-line benefits of sustainability/wellness programs
3. Develop a value proposition for sustainability/wellness-focused operations
4. Discuss how to engage occupants effectively

AUDIENCE: INTERMEDIATE CEU: 0.1

10:00 am - 10:50 am

Business Management

Make Employees Your Competitive Advantage

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Technical Services Management

Toolkits for Building Energy Diagnostics

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

O&M Work Management

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

Eric Hall, AIA, CIO, Site 1001

Learning Objectives

1. Participants will learn that predictive maintenance isn't an impossible utopian ideal
2. Participants will learn how to change from a fire-based M&O operation to one with premeditated actions
3. Participants will understand the importance of a how a building's asset combinations give it a unique "language" and how to understand what it's saying.
4. Participants will gain the ability to fix problems now instead of making preventative plans for the next time

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

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

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Utility Management

Beyond the Dumpster: The Benefits of IoT in Waste Management

Geoff Aardsma, VP, Client Services, Enevo

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security Management

Access Control Locks 101

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Asset Management

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

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

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

Vince Elliott, President, Elliott Affiliates, Ltd.

Learning Objectives

1. Understand the 14 steps that define a successful PBC life cycle
2. Learn the number one predictor of Performance

success in any contract strategy

3. Understand the difference between a Low price and the Right price
4. Review the magic-four Key Performance Indicators (KPI's) and how to measure

AUDIENCE: ADVANCED CEU: 0.1

Data/IoT/Analytics Management

IoT is Here - is Your Facility Ready?

Duane Kobayashi, Chief Strategy & IP Officer, Senseware

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

Continuous Commissioning Success at Children's Hospital Colorado

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

Learning Objectives

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

AUDIENCE: ADVANCED CEU: 0.1

Sustainability and Wellness Management

Lighting for Mood

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

Learning Objectives

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

the physical responses that an occupant has to a space

3. Explore how to incorporate lighting to enhance a marketing message or create a specific reaction from occupants in a space
4. Learn how lighting can be designed to maintain safe and code-required levels while creating moods dictated by planned aesthetics of the project

AUDIENCE: BEGINNER CEU: 0.1

3:10 pm - 4:00 pm

Business Management

Soft Skills and Problem Solving for Facility Managers

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Technical Services Management

LED Lighting: You are BACKING UP if you WAIT any longer!

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

Learning Objectives

1. Learn the terminology used in Lighting today and the differences between LED and Legacy

2. Review where LED efficiency is today and where it is going
3. Understand the difference between "rated life" and warranty
4. List future developments in LED like controls, IoT and POE

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

Machine Learning in HVAC Controls

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

How Preventative Maintenance Mitigates Future Risk For Your Parking Structure

Francesco Genoese, Senior Director of Technical Services, StructureCare

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

FEDSAT: Helping Your Agency Comply with the FBPTA

*Brian Gilligan, National Program Manager, General Services Administration
Amy Maples, Project Manager, SFTool*

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

O&M Work Management

Improving O&M with Design for Maintainability

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

Repurpose & Renewal of an Aging Healthcare Facility

*Roger Zook, Project Executive, Johns Hopkins Health System
Gino Ciatola, Project Manager, Whiting-Turner Contracting Company
Daniel McKelvey AIA, LEED AP, NIBS, Associate Principal, Ayers Saint Gross Architects*

Learning Objectives

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

AUDIENCE: ADVANCED CEU: 0.1

Risk Management

Getting the Right Data in Your BIM Delivery Models

Jason Kunkel, AEC Manager, CADD Microsystems

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

The Impact of IoT on Building Tenant Experience

Danilo Elez, Senior Vice President - Service Business, KONE

Learning Objectives

1. Understand the business case for IoT applied to buildings

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

District Cooling and the Effects of Low ΔT

David Riffle, Regional Application Consultant, Belimo

Learning Objectives

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

AUDIENCE: ADVANCED CEU: 0.1

Sustainability and Wellness Management

Maximizing Cooling Tower ROI Through High Efficiency Submicron Filtration

Michael Ditton, Product Specialists, Evoqua

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

4:10 pm - 5:00 pm

Vendor Spotlights

GSA's Government-Wide Strategic Sourcing Solution for Building Maintenance and Operations Services*Mary L. Snodderly, Project Lead/Manager, General Services Administration***Learning Objectives**

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

AUDIENCE: BEGINNER CEU: 0.1

Asset Management

FBPTA In Action: How the FBPTA Tools Can Enhance Agency Workforce Development & Build the Business Case for Training*Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, Facility Engineering Associates
Brian Gilligan, National Program Manager, General Services Administration***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security Management

Risk Mitigation - Preparing for an Active Shooter Event*Gerald Wilkins, PSP, Vice President, Active Risk Survival, Inc.***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

Rules of Engagement - Managing Roofing Projects*Nick O'Hare, Corporate Quality Manager, StructureTec***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

Building Disasters Leading to Imminent Death (Well Maybe) a.k.a. War Stories and Lessons Learned*Timothy Schap AIA, REWC, Building Forensics Expert, Construction Process Solutions, Ltd.***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IT/Analytics Management

Hear What Your Building Says – And Translate for Decision-Makers*Neil Maldeis, Energy Programs Leader for Trane, Trane***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

Data Center Cooling Strategies*Stephen Spinazzola, PE, LEED AP, Consultant,***Learning Objectives**

1. Understand the importance of energy efficiency in data center cooling
2. Review the features and benefits of air-side economizer
3. List the features and benefits of water-side economizer
4. Learn the importance of understanding the importance of developing a total cost of ownership analysis for various system options

AUDIENCE: INTERMEDIATE CEU: 0.1

Sustainability and Wellness Management

The Art and Science of Achieving Waste Diversion Through Behavior Change*Kristin Kinder, Product Manager, Waste, ENGIE Insight***Learning Objectives**

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

AUDIENCE: BEGINNER CEU: 0.1

4:10 pm - 6:30 pm

Business Management

Women in Facilities Management 2018: Roundtable Discussion & Reception

Doreene Lorenzen, IT Manager, Hennepin County
Deborah Kuo, Director of Real Estate, Excelon Corporation

Susan Ross, Facilities Manager, Experian
Jenefer Russum, CEM, Assistant Executive Director/Energy Manager II, Sodexo
Moderator: Naomi Millan, Senior Editor, Building Operating Management Magazine

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Sponsored by: Sodexo



MARCH

22

Thursday,
March 22

8:00 am - 8:50 am

GENERAL SESSION

Business Management, Commissioning and Energy Efficiency Optimization

Developing and Understanding Best in Class Operations

Allan Skodowski, LEED Fellow, Principal, Rivion LLC

Learning Objectives

1. Gain insights that allow them to take easy steps to qualifying and energy strategy
2. Explore the best approach to developing a concise high level operational strategies
3. Gain valuable insight into how best to foster high level support for an overall operations plan
4. Review a practical approach to developing a master operations plan

AUDIENCE: INTERMEDIATE CEU: 0.1

9:00 am - 9:50 am

Business Management

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

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

Learning Objectives

1. Identify the reasons why new FM managers fail
2. Create an action plan to hit the ground running on day one of the new job
3. Build a foundation for sustainable leadership in the first 100 days

4. Keeping up the momentum after the success of the first 100 days

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

Chilled Water System Control and Optimization

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

Top 5 Myths of Maintenance

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

AUDIENCE: BEGINNER CEU: 0.1

O&M Technical Services Management

How Testing, Adjusting and Balancing Impacts Your Operating Budget

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

Global Voices in FM

Terry Vergon, Director of Engineering & Maintenance, C&W Services
Stanley G. Mitchell, FMIFM, FRICS, IEng, CEO, Key Facilities Management
Caroline Horton, Facilities Associate, A Financial Company

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security Management

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

Jody Allen Crowe, M.Ed., President/CEO, Crotega, LLC

Dan Murphy, M.A., CFE, CFCI, Executive Vice President of Business Development, Crotega, LLC

Learning Objectives

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

AUDIENCE: ADVANCED CEU: 0.1

Asset Management

A Systematic Approach to Evaluating the Building Enclosure

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

Learning Objectives

1. Learn the general procedure for enclosure evaluations
2. Learn about various access and testing methods

for enclosure evaluations

3. Understand the potential pitfalls of enclosure evaluations

4. Understand the requirements of the owner/occupant during enclosure evaluations

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security Management

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

Doug Tellin, Owner, Electrical Safety Specialists, LLC

Learning Objectives

1. Understand the latest changes in the 2018 edition of NFPA 70E

2. Achieve an overall understanding of the relationship between OSHA and NFPA 70E

3. Apply this knowledge to become compliant with OSHA and NFPA 70E

4. Learn what is required of employers to train and qualify persons working on or near energized parts 50 volts or greater

AUDIENCE: BEGINNER CEU: 0.1

Data/IoT/Analytics Management

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

Erika Picard, Sales Director, Eco Engineering Inc

Learning Objectives

1. Review the disruptive nature of smart lighting systems and their connection to the IoT

2. Learn the role of lighting in the IoT future

3. Learn how to manage the changes caused by this disruption

4. Gain practical tips on working with service providers, securing financing and handling implementation at the facility level

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

Automation Commissioning: Getting the HVAC Controls Software Right

Kevin Fuller, Executive Vice President, Interval Data Systems

Learning Objectives

1. Review the importance of explicit software automation commissioning in new building delivery and existing building commissioning

2. List the need for design commissioning to improve sequences of operation to increase the specificity required to obtain the desired result

3. Learn the role ASHRAE Guideline 36P can play in establishing an objective approach and assessment tool to deliver consistently good operations

4. Understand what skill sets/training is needed by commissioning agents to effectively commission modern automation software

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

Smart Building Technology - In The Hacker's Crosshairs

Fred Gordy, Director of Cybersecurity, Intelligent Buildings

Learning Objectives

1. Review facility attack examples and case studies

2. Learn the typical vulnerabilities - 3rd party, human error and knowledge gaps

3. Identify quick wins

4. Review cyber secure project outlining

AUDIENCE: ADVANCED CEU: 0.1

10:00 am - 10:50 am

Business Management

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

Tom Buiocchi, CEO, ServiceChannel

Learning Objectives

1. Review the economics surrounding the facilities

management sector

2. Learn about inefficiencies across traditional facilities management with an emphasis on the services supply chain and how it adds costly layers

3. List tools needed to unlock \$20-\$25 billion value back for corporations

4. Learn how technology, such as IoT and AI, is critical for uncovering inefficiencies and developing continuous improvement programs

AUDIENCE: ADVANCED CEU: 0.1

O&M Technical Services Management

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

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

Learning Objectives

1. Review significant impact that duct leakage can have on their overall operating expenses

2. Learn how to identify evidence of duct leakage in their own buildings and how to determine the cost savings they could realize

3. Learn about the pros and cons of various duct sealing methods including the latest breakthrough technologies developed by the DOE

4. Review examples of where effective duct sealing methods were used to reduce energy costs and solve other problems associated with duct leakage

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

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

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

Learning Objectives

1. Learn about the pros and cons of snow melting operations and key factors to consider

2. Learn about the pros and cons of snow trucking and hauling and key factors to consider

3. Gain a basic understanding of how to calculate costs related to snow trucking or melting

4. Learn about the different types of melters available and how they vary in return on investment and pay back periods

AUDIENCE: INTERMEDIATE CEU: 0.1

Utility Management

Navigating Your Electricity Bill and the New Energy Landscape

Paul Valenta, VP Sales and Marketing, CALMAC

Learning Objectives

1. Learn about how the growth in solar and wind is spurring growth of energy storage

2. Gain a deeper understanding of the PJM electricity market and how to avoid coincident peaks and demand charges on the utility bill

3. Understand opportunities in utility programs, demand response and energy storage legislation

4. Be able to identify the best timing and rules of thumb for successful implementation of stored energy strategies

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Technical Services Management

21st Century Grounds Management

Ryan Berlin, Managing Editor, Facility Maintenance Decisions

Learning Objectives

1. Understand managers' roles and responsibilities in developing, implementing and managing communication and leadership practices within grounds management

2. Implement management and leadership tactics within the grounds department to achieve greater productivity

3. Learn how and what to communicate with top management to build trust and support

4. Learn about advances in key components and practices related to sustainable grounds management

AUDIENCE: CEU: 0.1

Safety and Security Management

How Facility Managers Can Get the Most from Their Security System*Doug Haines, MPSE, CEO, Haines Security Solutions***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

Design, Material and Installation: 3 facets of an Integrated Weather Barrier*Gary Williams, Senior Project Manager, Conley Group***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

Facility Condition Assessments (FCA): Is it Time for a Third Party to Review your Facility?*John Hajduk, MBA, Director, Penn State Facilities Engineering Institute***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

Before & After – How the IoT Can Transform BMS*Tyler Haak, US Northeast Business Development Manager, EcoStruxure, Schneider Electric***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

Smart Buildings Improve Your Bottom Line*Deepinder Singh, CEO and Founder, 75F***Learning Objectives**

1. Describe how IoT and cloud computing work together to enable smart buildings
2. Be able to recognize the benefits of using a smart solution
3. Be able to see how thermal comfort and indoor air quality impact their environment for customers and employees alike

4. Be able to impact their bottom line through leveraging a smart building solution to reduce energy usage and access valuable insight into equipment performance

AUDIENCE: BEGINNER CEU: 0.1

Data/IoT/Analytics Management

Hacking Everything - The Dark Side of the Internet of Things*Salwa Rafee, Security Healthcare and Life Sciences Biz Dev Leader, IBM***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

2:10 pm - 3:00 pm

Safety and Security Management

Drones and Facility Security: What No One Will Tell You*Travis Moran, Strategic Partner, Gryphon Sensors***Learning Objectives**

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

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Technical Services Management

Leveraging Efficiency Gains to Finance Infrastructure Upgrades*Stephen Weber, Flo-Tron***Learning Objectives**

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

AUDIENCE: ADVANCED CEU: 0.1

Business Management

EPACT 179D Energy Tax Savings for Building Owners*Jacob Goldman, LEED AP, Vice President, Energy Tax Savers, Inc.***Learning Objectives**

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

AUDIENCE: BEGINNER CEU: 0.1

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

Evolution of IT & Facility Management*Guy Sella, Energy Information System Advisor, MelRok, LLC***Learning Objectives**

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

reduce energy costs and save money

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Commissioning and Energy Efficiency Optimization

Have LED lighting? Then get ready for controls!

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

Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

Data/IoT/Analytics Management

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

Tom Kay, Vice President, ENTOUCH

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

3:10 pm - 4:00 pm

O&M Work Management

Implementing Maintenance Planning and Scheduling

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Commissioning and Energy Efficiency Optimization

The Arrival of DC Power in Buildings

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

Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Business Management

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

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

Learning Objectives

1. Learn what Property Assess Clean Energy (PACE) financing is and how it helps get energy efficiency projects approved and completed
2. Gain an understanding of the value of PACE financing
3. Learn how to identify good PACE projects and how lenders underwrite such projects
4. Review case studies from around the United States that show how PACE has helped commercial, industrial, and nonprofit property owners

AUDIENCE: ADVANCED CEU: 0.1

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2018 Exhibitor list

As of February 6, 2018

2-D As-Built Floor Plans
A-1 Flood Tech
AABC Commissioning Group
ABB Inc.
ABCO Fire, LLC
Accella Polyurethane
Aceto Corp.
Acme Paper & Supply Co., Inc.
ACP-Acoustic Ceiling Products
Acuity Brands Lighting
AGF Manufacturing Inc.
ALA Baltimore
Air Cleaning Technologies, Inc.
AirPac Inc.
Alarm Lock
Alban CAT Power Systems
Alfa Laval by Energetx
Allegion
Allied Window, Inc.
Altyno
American Energy Services, LLC
American Plant Maintenance LLC
American Time
Americo Manufacturing Co.
APCO Sign Systems
Apogee Enterprises Inc.
Applied Comfort Products Inc.
Aquicore
ARC
archSCAN LLC
Arisfor, LLC
ASCO
ASI - Marathon Doors/Bob's Overhead Doors
ASI-American Specialties Inc.
ASSA ABLOY
Association for Facilities Engineering
Asure Software
Augury
Automated Logic Corp.

Avetta (formerly PICS Auditing)
Avian Flyaway Inc.
Axis Communications
BACnet International
Baltimore Aircoil Co.
Barron Lighting Group
BASF Corporation
Batteries Plus Bulbs
Beghelli USA
Belfor Property Restoration/Dutz
Belimo Americas
Bell Bird Control
Benjamin Moore
Best Access Solutions
BFPE International
Big John Products, Inc.
Blue Book Network, The
BLUEFIN, LLC
BOMI International
Bopat Electric Co., Inc.
Bosch
BRAVO! Group Services
Building Operator Certification
BULLDOG Roof Restoration Coatings
Busch Systems International Inc.
C.N. Robinson Lighting Supply Co.
CADapult FM
CADM
Caplan Bros. Glass
Case Snow Management, Inc.
CE Maintenance Solutions LLC
CentiMark Corporation
Centrica Business Solutions
Chambersburg Waste Services
Chardon Laboratories Inc.
CHB Industries Inc.
CHEM LINK
Chesapeake Controls Inc.
CleanAlert LLC
Club Car Inc.

CNECT
Cold Point Corp.
Commercial Fire Hydrant Service
Complete Building Services
Connectrac
Construction Specialties Inc.
Continental Control Systems LLC
Cooney Technologies
CPower Energy Management
Craftmaster Hardware
Critical Solutions Group, a Division of BGIS
Cummins
Cushman/Werres
CyberLock Inc.
Davies Office Inc.
DDP Roofing Services, Inc.
DECRA Roofing Systems
Denlar Fire Protection, LLC
Detex Corp.
DITEK Surge Protection
Door Closer Service Co. Inc.
Duct & Vent Cleaning of America Inc.
Ductz International
Dude Solutions
Duro-Last Roofing Inc.
Dyson
Easi File
Eastern Diversified Services Inc.
Ecoglo Inc.
EcoStar LLC
ecs
Edwards Detection & Alarm
Electric Eel Mfg. Co. Inc.
Electro Industries/GaugeTech
eMaint Enterprises
EMCOR Services
EMG
Energy Management Collaborative
Energy Toolbase, LLC

EnerNOC
enLux Lighting
Envirobrite
EPAC Software Technologies Inc.
ePIPE Restoration
EthoSource LLC
Evoqua Water Technologies
Extrutech Plastics Inc.
F.A. Taylor & Son Inc.
Facilities Survey Inc.
FacilityConneX
Feather Free Zone
FiberTite Roofing Systems by Seaman Corp.
Fire & Life Safety America Inc.
Fireline Corp.
Flex Lighting Solutions
Flex Membrane International Corp.
FlexCart
FLIR Systems Inc.
Fluke Corporation
FreeAxez LLC
FrontRow
FSR, Inc.
Gabriel First Corp.
Gaco Western
Garlock Safety Systems
GE Silicones
General Pipe Cleaners/General Wire Spring Co.
Global Energy Services
GoCanvas
Good Wood Flooring & Carpentry, LLC
Gordian
Grind-All Concrete/Walkway Restoration Inc.
GSM Roofing
Guardian CSC
Guy Roofing
GVM Inc.

Hager Companies
HB McClure Company
Herc Rentals Inc.
HID Global
Home Paramount Pest Control Company
HON Company, The
Horton Automatics
Houck Building Preservation Specialty Contractors
Hubbell Lighting
HydroCorp
HydroPoint Data Systems
ICB/TABB
IDEAL Industries Inc.
IFMA
IFMA Chesapeake Chapter
Infor
Interior Maintenance Company Inc.
IR-TEC America Inc.
ISAVE Team
ISES Corporation
ISSA – the Worldwide Cleaning Industry Association
item Mid-Atlantic
J. Smucker Contracting LLC
JLG Industries
Johnson Controls - Family of Brands
Karndean Design Flooring
Kee Safety Inc.
Keyper Systems
Kidde Fire Systems
Kline's Services
Knight Restoration
Knott Mechanical
KOSTER American Corp.
Kroy Sign Systems
Labor Finders
LEDVANCE
Lift-U Division of Hogan Mfg., Inc.

2018 Exhibitor list continued

As of February 6, 2018

Light Efficient Design
Lightalarms
Lighting Breakthroughs
Lighting Resources, LLC
LightStat, Inc.
Little Giant Ladder Systems
Lockmasters Inc.
Locksmith Ledger Int.
M3T Corporation
Maintenance Connection
Maintenance Troubleshooting International
Marks USA
Marvin Windows and Doors
Maryland/DC Chapter of APPA
Matting By Design
Metallurgical Engineering Services, Inc.
milliCare Floor & Textile Care
Mobile-Shop Co.
Monico, Inc.
Monnit
Morin Distribution
Motorola by NextWave Solutions
MRI Software
Multitherm Coils LLC
Munters Corporation
NALCO Water, an Ecolab Company
National Association of Power Engineers
National Compressor Exchange, Inc.
National Concrete Polishing
National Fire Sprinkler Association
National Institute of Building Sciences
Natural Choice Corp.
Navien Inc.
Network Thermostat
New Pig Corp.
Northeast Energy Efficiency Partnerships
Northeastern Supply Inc.
NTT Training

NUUO Inc.
O'Leary Asphalt Inc.
Oasis International
OMG Roofing Products
ONICON Inc.
Optiview
Orion Energy Systems
Orr Protection Systems Inc.
Outdoorlink Inc.
Overly Door Co.
Pacific Stair Corp/Safe-T-Nose
Paradise Energy Solutions
Parker Hannifin - Sporlan Division
Parkland Plastics
Pavement Corporation
PBI Restorations
PDQ Manufacturing
Pennoni
Pepco & Delmarva Power Commercial & Industrial Energy Savings Program
Permatron Corporation
Pfister Energy Inc.
Pinkerton
Polar Leasing Company, Inc.
Polaris Industries
Porous Pave Inc.
PotholeRepair.com
Potter Electric Signal Company LLC
Power Plus
Powerhouse Equipment & Engineering
Precision Concrete Cutting
Professional Grounds Management Society
ProFM™ Credential Program
PS Doors
Pure Air Control Services, Inc.
Pure Water Technology of Central PA, Inc.
Q Ware
Quadlogic Controls Corp.
Quality Uptime Services

Quench USA, Inc.
Quest Specialty Corporation
RAB Lighting
Radiant Electric Heat
Rain Bird Corp.
RCI Technologies East
ReachMaster, Inc.
RectorSeal
Reechcraft Inc.
Reliable Controls Corp. USA
ReRoof USA
Reynolds Building Solutions
RIDGID
Rimkus Building Consultants
Rivion LLC
Roof Drain Marker Company
Rosendin Electric, Inc.
Rovanco Piping Systems, Inc.
SafePro
Safety Technology International, Inc. (STI)
Salisbury by Honeywell
SALTO Systems
Sam DeSanto Co., Inc.
San Jamar
Sanuvox Technologies Inc.
Sapling Company Inc.
SATEC Inc.
Saw Trax Mfg. Co., Inc.
Schindler Elevator Corp.
Schneider Electric
School Planning & Management / College Planning & Management
Scotch Corporation
SealMaster
Securitech Group Inc.
Security Door Controls
SELECT Hinges/SELECT Products Ltd.
Select Systems Technology Inc.
Senseware

Sensi Multiple Thermostat Manager
ServiceChannel
ServiceMaster NCR
SERVPRO
Shiloh Paving & Excavating Inc.
Simix Surface Solutions LLC
Site 1001
SkyVac USA
Snow Dragon
Sodexo
Solus Group
South-Tek Systems
Special Pathogens Laboratory
Specialized Pipe Technologies
Spirax Sarco
Spring City Electrical
Spring Lighting Group
Stanley Access Technologies
Staples Business Advantage
Starline
Steadyrack PTY
Steril-Aire Inc.
Sto Corp.
StructureCare
Summit Anchor Co.
Sunbelt Rentals
Suppression Systems Inc.
Swiftspace Inc.
Swiss-Link, Inc. Storm Tec USA
SynaTek Solutions
Taylor Northeast
Tecta America Corporation
TEMP-AIR
Test Products International
The Harvey Salt Company
The Receptionist
TimeMaster
TMA Systems LLC
toggled
Topaz

Total Asphalt Technology
TownSteel Inc.
Tracked Lift Inc.
Trecan Snowmelters
Tremco Roofing and Building Maintenance
Tri-M Group LLC
TriTechnologies Ltd.
Trystar
U.S. Department of State
United Electric Supply
Unlimited Restoration Inc.
USA LED
Vectair Systems Inc.
Veolia Environmental Services
Veritiv
Versico Roofing Systems
VFS Fire & Security Services
Viconics Technologies Inc.
Viking Group, Inc.
Vision Technologies Inc.
Waterlogic USA
WaterSignal
WD-40 Co.
Weil-McLain
WerkMaster Cylinders & Sanders Inc.
Westminster Fire Extinguisher Services, Inc.
WGL Energy
Whalen Co. (The)
Whittaker Co., RE
Wilmot Modular Structures Inc.
Wilson Bohannon Lock Co.
Wizard Software Solutions
WLS Companies
WSA Engineered Systems, Inc.
Yardi Systems
ZAN Compute Inc.
Zen Ecosystems
ZTS Inc.

2018 Show Info

Location

NFMT takes place at the Baltimore Convention Center in the city's Inner Harbor. The Inner Harbor of Baltimore is a hub of activity with a beautiful waterfront, loads of attractions, restaurants, pubs, hotels and shops.

Entertainment

Baltimore is famous for its beautiful waterfront, world-class museums, one-of-a-kind attractions, three centuries of history and much more. The city's shining jewel, the Inner Harbor, is surrounded by renowned attractions, a variety of restaurants, unique shopping and first-class hotels. It's all within a quick walk from the Baltimore Convention Center. Sample the local fare at some resident favorites in Little Italy, Fell's Point, or any other of Baltimore's one-of-a-kind neighborhoods. Discover the many entertainment and music establishments in Power Plant Live! Located just outside the Inner Harbor.

Hotel

Hotel	Rate*	Location
Days Inn	\$149 + tax	Located across the street from the convention center.
Hyatt Regency	\$185 + tax	Connected to the Convention Center via an uncovered skywalk.
Baltimore Inner Harbor	\$185 + tax	Connected to the Convention Center via an uncovered skywalk.
Marriot Inner Harbor	\$222 + tax	Approximately 1 block from the Convention Center.
Renaissance Baltimore Harborplace	\$222 + tax	Approximately 3 blocks from the Convention Center.
Sheraton Inner Harbor	\$219 + tax	Connected to the Convention Center via an uncovered skywalk.

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