

ERAPPA 2005  
c/o D. Lawrence Planners, L.L.C.  
1125 Atlantic Avenue  
Suite 634  
Atlantic City, NJ 08401

# ERAPPA 2005

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The Association of  
Higher Education Facilities Officers

## Annual Conference Registration & Information

October 2nd - 5th, 2005

Bally's Atlantic City  
Atlantic City, New Jersey

[www.njappa.org](http://www.njappa.org)



2005  
**ERAPPA** 2005

*Transformations...*



*Riding A New Wave*

*Riding A New Wa*

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**Annual  
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& Information**

# ERAPPA 2005 CONFERENCE

Eastern Region of the Association of Higher Education Facilities Officers

October 2 - 5 • Bally's Atlantic City • Atlantic City, NJ

*Transformations...*



*Riding A New Wave*

“The impact of technologies and work practices are changing at an ever-increasing pace. In order for facilities personnel to **ride this wave**, they must stay abreast of the latest **transformations** in facilities management.”

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## CONFERENCE MANAGEMENT INFORMATION

D. Lawrence Planners, LLC, supports ERAPPA by providing exposition and meeting management for the conference. If you have any questions, contact them by Phone 609-344-1333; Fax 609-348-4433; or Email [erappa@dlplan.com](mailto:erappa@dlplan.com).

# Transformations... Riding a New Wave

## PRESIDENTS' MESSAGES



The New Jersey Chapter of the Eastern Region of the Association of Higher Education Facilities Officers (ERAPPA) invites you to attend our ERAPPA Annual Conference on October 2 -5, 2005 at Bally's in Atlantic

City, New Jersey.

The conference is based on the theme of "Transformations... Riding a New Wave." Our educational sessions will look at the impact of technologies and work practices which are changing at an ever-increasing pace. In order for facilities personnel to ride this wave, they must stay abreast of the latest transformations in facilities management. The goal of this conference is to create educational facilities that support the missions of the membership's institutions.

In addition to the educational program, there will be social activities to provide networking opportunities for our membership and their spouse/guests. They include a golf outing, a winery tour, a lunch cruise, a day at Cape May, shopping in the Pedestrian Mall, an early morning run/walk on the Boardwalk, etc.

Atlantic City offers a wide variety of social activities that are enjoyable and relaxing to all.

There are also opportunities for our Business Partners to participate and support this event. They include an exhibit hall, sponsorships, and presentations. Business Partners are also welcome to attend the educational programs and social activities.

The New Jersey Chapter looks forward to seeing each of you at the ERAPPA 2005 Annual Conference at Bally's Atlantic City. Please join us in "Riding a New Wave!"

**Daniel Fuchs**  
President, NJAPPA  
Co-Chair, ERAPPA 2005



On behalf of the ERAPPA Board of Directors, I echo the sentiments of the New Jersey Chapter host committee in inviting and welcoming you to Atlantic City, New Jersey for the 55th ERAPPA annual meeting.

This year's theme,

"Transformations... Riding a New Wave," follows naturally from those in recent years which have underscored the need for facilities professionals to keep pace with changing technologies in an ever-changing world. Cell phones, laptops, Blackberries - where were we without them 10 years ago? How would we survive without them today? What lies ahead, and how can we make the best use of these tools, and respond to the ever-increasing demands placed upon us in a climate of ever-diminishing budgets? Attend the educational session in Atlantic City, talk to business partners, network with peers and colleagues who face challenges the same as yours and, best of all, take a break and have some fun!

Atlantic City boasts 30 million visitors annually, each with their own reason for being there. While many are attracted by the casinos, others enjoy the beaches and cultural and historical sites. There's "Main Street," the world's first boardwalk, The Civil Rights Garden at Carnegie Library, the Atlantic City Art Centre & Historical Museum, the Ocean Life Centre and, of course, recognition of the Miss America pageant, held in Atlantic City every year since 1921.

Your host committee, in addition to an excellent program of education, has arranged exciting events for after hours. Golfers will golf, shoppers will shop, and those who appreciate wine will tour local wineries, to mention only a few.

Mark your calendars - October 2nd to 5th, Bally's Atlantic City, "Riding a New Wave." See you there!

**Ron Dupuis**  
ERAPPA President

# ERAPPA

## Keynote Speaker

**BILLY RIGGS**  
**The World's First and Only "Dis-Illusionist"**  
**Monday, 7:30 AM - 10:00 AM**



Sharing this philosophy for over 20 years to more than one million people on five continents, **Billy Riggs** has earned the prestigious CSP designation. Magnetically drawing people to himself and motivating them with the power of vision, Billy is a consummate self-directed leader with more than ten years of experience as a founder and CEO. Billy understands the value of human potential and the need to increase performance, revolutionize customer service and achieve solid, sustained growth. Because Billy's powerful presentations translate from the business world to everyday relational and personal experiences, he leaves each audience amazed, informed, and excited about life.

For more information on Billy Riggs, visit his Web site at [www.billyriggs.com](http://www.billyriggs.com)

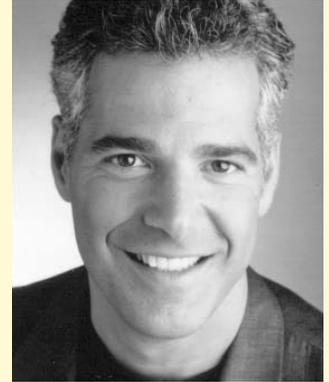
# ERAPPA

## Guest Speakers

**STEVE ADUBATO, Ph.D.**  
**Monday, 1:45 PM - 4:15 PM**

### "Leading Change"

Steve Adubato, Ph.D., has enjoyed a distinguished career as a broadcaster, author, and motivational speaker. A university lecturer, Emmy Award-winning television anchor, and Star-Ledger columnist, Steve also served in the mid-1980's as New Jersey's youngest state legislator at age 26. Steve is currently the anchor of two Channel Thirteen/WNET (PBS) broadcasts: **Caucus**, an Emmy Award-winning public affairs television series, which is also broadcast on NJN-Public Television, and **Inside Trenton**, a news program which covers political issues on a weekly basis. He is also the executive producer and host of **One-on-One with Steve Adubato**, an in-depth prime-time interview program broadcast from Maine to Maryland on CN8-the Comcast Network and Cablevision. Steve has been the recipient of four prestigious Emmy Awards for his work on public television. In 1995, 2000 and again in 2001, the Mid-Atlantic Chapter of the National Academy of Television Arts and Sciences presented Steve with Emmy Awards in the category of "Best Host."



## **TRACY KNOFLA**

**Tuesday, 9:00 AM - 12:00 PM**

### **“Thriving on Chaos”**

Inspiration and humor all wrapped up in one. Who could ask for more? **Tracy Knofla** is one of those rare individuals who have a unique ability to appeal to young and old alike by bringing laughter and learning together. Tracy is the co-owner of



**High Impact Training** and has been a presenter for the past 20 years. Tracy lives by the motto “If it’s not fun, I’m not doing it!” She is adamant that training is serious business that does not have to be serious. She spent 11 years working at Indiana University Southeast, initially as Coordinator of Student Activities and later as Director of the University Center. In addition to facility management, Tracy provided training and support to student groups and developed and taught the freshman leadership course. For nearly 20 years, Tracy has traveled the country speaking to audiences from higher education, corporate and non-profit settings. Her flexibility and talent make her a great choice as a keynote speaker, workshop leader or featured presenter at multi-day conferences, retreats, or residencies.

For more information regarding Tracy or High Impact Training, please visit her Web site at [www.hit4you.net](http://www.hit4you.net).

## **RICK BRENNER**

**Tuesday, 1:45 AM - 2:45 PM**

### **“The ‘Thunder Approach’ to Customer Service/Loyalty”**

**Rick Brenner** is entering his 12th year as a member of the Thunder front office and his sixth as the organization’s Chief Operating Officer and General Manager. Rick is also entering his second season as the Eastern League Vice President, where he assists EL President Joe McEacharn on a variety of league issues.

Last season, **The Thunder** became the first Double-A team to draw over 400,000 fans in ten consecutive seasons. This followed a historic 2003 season that saw Rick and the Thunder receive numerous accolades. The team was awarded the Larry MacPhail Trophy for having the top promotional effort on and off the field and outstanding overall operation in all of Minor League Baseball. Rick was also named the Eastern League’s Executive of the Year.

For more information on Rick Brenner or The Trenton Thunder, please visit their Web site at [www.trentonthunder.com](http://www.trentonthunder.com)

## **RON MEDLIN, Ph.D.**

**Wednesday, 9:00 AM - 11:00 AM**

### **“Personal and Professional Well-Being: Taking Charge of Your Health”**

**Ron Medlin, Ph.D.**, has spent 25 years in the field of pharmacological nutrition. He worked for 17 years at the Oxon Hill Medical Group, a large medical practice in the Washington, DC area and for the past 9 years as Director of the Institute of Life and Health. His practice focuses primarily on complimentary approaches to recalcitrant problems unresolved by conventional medical and psychological modalities.

# SCHEDULE AT A GLANCE

## Tentative Schedule

### Friday, September 30, 2005

8:00 am - 5:00 pm ERAPPA Board Meeting  
6:00 pm - 10:00 pm ERAPPA Board & Host  
Committee Dinner

### Saturday, October 1, 2005

8:00 am - 3:00 pm ERAPPA Board & Conference  
Committee Meetings  
1:00 pm - 6:00 pm Registration  
6:00 pm President's Reception  
(by invitation)  
Dinner on own

### Sunday, October 2, 2005

6:45 am - 2:30 pm Golf Outing at McCullough's  
Emerald Golf Links  
12:00 pm - 7:30 pm Registration  
12:00 pm - 3:00 pm Lunch Cruise around Atlantic  
City  
12:00 pm - 3:00 pm Bally's Facility Tour  
5:00 pm - 7:30 pm Opening Beach Party  
Reception in Exhibit Hall

### Monday, October 3, 2005

6:30 am - 4:30 pm Registration  
7:30 am - 10:00 am Breakfast/Welcoming  
Remarks/Keynote Speaker,  
Billy Riggs  
10:00 am - 1:30 pm Exhibit Hall Open  
10:00 am - 1:30 pm Mini Technical Sessions in  
Exhibit Hall  
10:00 am - 10:45 am Refreshment Break in Exhibit  
Hall  
10:45 am - 11:45 am Education Session I  
11:45 am - 1:30 pm Lunch in Exhibit Hall  
1:45 pm - 2:45 pm Education Session II  
1:45 pm - 4:15 pm Workshop: Steve Adubato,  
"Leading Change"  
2:45 pm - 3:15 pm Exhibit Hall Open  
Refreshment Break  
3:15 pm - 4:15 pm Education Session III  
5:45 pm - 10:00 pm Renault Winery Tour and  
Dinner

### Tuesday, October 4, 2005

7:00 am - 1:00 pm Registration  
7:30 am - 8:45 am Breakfast  
8:00 am - 10:00 am Spouse/Guest Breakfast  
9:00 am - 10:00 am Education Session IV  
9:00 am - 12:00 pm Workshop: Tracy Knofla,  
"Thriving on Chaos"  
10:00 am - 12:00 pm Exhibit Hall Open  
10:00 am - 11:00 am Refreshment Break in Exhibit  
Hall  
10:15 am - 10:45 am Mini Technical Session in  
Exhibit Hall  
11:00 am - 12:00 pm Education Session V  
12:00 pm - 1:30 pm Lunch & Annual Business  
Meeting  
1:45 pm - 2:45 pm Education Session VI  
2:00 pm - 4:00 pm Conectiv Tour  
3:00 pm - 4:00 pm Education Session VII  
6:00 pm - 6:45 pm Reception  
7:00 pm - 10:00 pm Awards & Banquet

### Wednesday, October 5, 2005

6:00 am - 7:00 am Runners/Walkers Breakfast  
7:00 am - 8:00 am Boardwalk Run/Walk  
8:30 am - 9:00 am Breakfast  
9:00 am - 11:00 am Closing Educational  
Workshop  
11:00 am - 12:00 pm ERAPPA Board Meeting

### Monday, October 3<sup>rd</sup>, 2005

10:45 AM - 11:45 AM

#### TALENT

##### ► **Motivation & Performance: Creating a Motivating Environment**

A. Michelle Estep, American University

Most work gets done by people working in a spirit of cooperation, but sometimes this system breaks down. For some reason, the work group or one of its members seems to lose interest, cooperation disappears and performance suffers. For employees to perform at acceptable standards, supervisors need to be able to identify the motivational needs of their employees. By gaining an understanding of motivation and its impact on performance, participants will learn strategies for creating a motivating work environment and in turn, begin to improve performance.

#### INNOVATIVE IDEAS

##### ► **Positioning: Differentiating Yourself from the "Norm"**

Blaine Greenfield, Bucks County Community College

There are a lot of other people who do what you do. So how do you stand apart from the rest? This highly interactive presentation will show you specific ways to do just that. What are the four things you need to do on a daily basis to market yourself? Learn the FOURmula for success. In addition, just for attending, one lucky participant will have a chance to win \$500!

#### DYNAMIC LEADERSHIP

##### ► **Getting the Strategic Planning Process Off the Ground**

Dr. Brent Ruben, Sherrie A. Tromp, Rutgers University

The strategic planning model, designed by the Rutgers Center for Organizational Development and Leadership, provides a blueprint for establishing planning priorities, guiding the process and bringing the plan's goals to fruition. It emphasizes key strategies for effective leadership, communication and assessment throughout the seven planning phases. The focus will be on how the model was used within the Facilities & Capital Planning department to align departmental goals with the university strategic direction and provide a guide for the day-to-day work within the department.

\* Programs are subject to change without notification

#### TECHNICAL SESSIONS

Monday, October 3

10:00 - 10:30 AM

##### **Instant Alert - Honeywell**

*John S. Isherwood III, Honeywell*

Within minutes of an emergency, campus officials can use Instant Alert to deliver a single, clear message to parents, faculty and staff. Instant Alert is a highly effective, automated notification service developed especially to help schools provide vital information to the right people. It can also be used to deliver routine communications.

12:00 - 12:30 PM

##### **Innovative Hardscaping Solutions - EP Henry**

*Jeff Britt, EP Henry*

An overview of the latest developments in the hardscaping industry and how they apply to the college and university market will be presented, but the focus will be pavers and retaining walls. New products, best installation practices, design imaging and maintenance will be covered. (AIA units)

12:30 - 1:00 PM

##### **Knoll**

At the end of the program, participants will learn the impact on human health that is caused by indoor air pollution and the value of selecting certified low emitting products as a proven method for controlling VOC emissions. Several case studies of controlling vs. not controlling IAQ at the design phase will be presented. (AIA/CES units)

#### TECHNICAL SESSIONS

continue on next page

10:45 AM - 11:45 AM continued

**EXCELLENCE**

▶ **Classroom Utilization Studies: Transformation of Perception**

Donna Zalecky, AICP, ASLA; Dave Bisbee, AIA, H2L2 Architects and Planners

Classroom utilization studies yield tremendous benefits to the institutions that undertake them. They add another dimension to the analysis of facility use by providing an overall picture of the institution's space inventory. Because of the valuable information these studies provide, administrators no longer have to rely on opinions and perceptions to identify the exact number and types of space needed. The program will dissect the elements of a campus space utilization study through case study review.

**SYNERGY**

▶ **Brandeis University's New Strategic Utility Plan - A Campus Transformation Process**

Mark Collins, Brandeis University; Abbe Bjorklund, PE, LEED; Sebesta Blomberg & Associates

Like many universities, Brandeis is faced with aging infrastructure and rising utility costs and usage. This presentation will describe the innovative process that was implemented to meet several key goals. Features of the program include formulation of a Campus Energy Task Force, implementation of a campus energy communication plan, involving facilities operations staff and hiring a campus Energy Manager. Results and lessons learned will be the focus.

1:45 PM - 2:45 PM

**TALENT**

▶ **Best Practices for Engaging Faculty in Facility Stewardship Issues**

Matt Adams, PE, Adams Consulting Group

Faculty are the central influencers of campus strategic and academic plans. As facility managers, our industry has huge opportunities to improve the way in which we engage and interact with our most influential stakeholders. Explore current and experimental best practices related to fostering a productive and proactive relationship between faculty and facility management administration and staff. After review of best practices, two case studies will be presented.

**INNOVATIVE IDEAS**

▶ **Can You Hear Me Now?**

Daniela Holt Voith, AIA, IIDA, LEED, Voit & McTavish Architects LLP; Jo-Ann Verrier, University of Penn Law School; Sonya Thorpe, Acentech Inc.

Acoustical performance is becoming an increasingly important element of classroom design on college and university campuses. Mitigating the impact of noise generated by mechanical systems and adjacent spaces, as well as busy city streets and flight paths, can take a big bite out of the construction budget. This session will use the redesign of classrooms at the University of Pennsylvania's Law School as a case study to provide insight into the complexities of acoustical considerations as well as offer practical solutions to keep the budget intact.

**TECHNICAL SESSIONS**

Monday, October 3

1:00 - 1:30 PM

**Campus Cross Connects: Finding a Solution - Nalco**

Mike Weiland, Nalco

How does a campus address cross connects and minimize bad publicity while fixing the problem with a sound financial approach? From problem identification to ensuring the elimination of future cross connects, various approaches and recent legislation that impacts a campus will be discussed.

More Technical Sessions on Tuesday, October 4th

**1:45 PM - 2:45 PM continued**

## **DYNAMIC LEADERSHIP**

### ▶ **Encouraging Your Supervisors to Supervise**

Tracy Knofla, High Impact Training

As higher education professionals, we have learned to embrace the teachable moment, but are also asked to intervene in basic supervisory situations. How do we step in and maintain the learning opportunity? Participants will explore reasons for the reluctance of supervisors to embrace their management responsibilities, identify specific strategies to empower managers and create a campus culture where management accountability is highly valued.

## **EXCELLENCE**

### ▶ **Get the Resources You Need: Linking Staffing Analyses to Level of Service**

Patricia A. Hughes, Georgetown University; Stephen P. Sakach, CFM, Facility Engineering Associates, P.C.

Case histories of an innovative, automated process to prioritize maintenance activities and justify needed resources for various levels of service will be presented. A customer-centered approach was taken to prioritize maintenance services based on APPA's level of service benchmarking and staffing studies. The process used to develop the study will be outlined and strategies for "selling" the results to customers and upper management will be discussed.

## **SYNERGY**

### ▶ **Project Selection Strategies - Before, During & After Major Capital Funding**

David A. Kadamus, Sightlines; Jorge Abud, Kevin Petersen, Catholic University

American University, like many campuses, is concluding a period of capital expansion and reinvestment in their existing buildings. The Catholic University of America is planning a similar capital program & distinct facilities management challenges exist for both campuses. The ultimate success of these capital programs is reliant on managing campus constituents and their influence on project selection prior to, during and following the capital infusions.

**1:45 PM - 4:15 PM**

### ▶ **Guest Speaker: Steve Aduato, Ph.D., "Leading Change"**

See Page 2

**3:15 PM - 4:15 PM**

## **TALENT**

### ▶ **Modern Mapping – Managing Campus Facilities Through GIS and CAD**

Russell Boudreau, Mount Holyoke College

At Mount Holyoke College, we are constantly challenged with creating not only accurate, but presentable maps of campus facilities. Our solution has been the marriage of Autocad and GIS. Applying GIS technologies to a master campus Autocad map has become the tool we use for virtually all relevant mapping information. This presentation will demonstrate the results of applying these technologies to mapping and record keeping.

## **INNOVATIVE IDEAS**

### ▶ **Dual Sourcing Vs. Sole Sourcing**

Robert Blakey, Strategic Equity Associates, LLC

For years, facilities management executives were faced with a building automation industry that limited their choices to proprietary operating systems. With new technology such as BACnet and LonWorks, owners now have a choice and an opportunity not to be locked into a particular system provider. The focus will be on procurement strategies, technical aspects of integrating multiple providers and life cycle cost savings.

**3:15 PM - 4:15 PM continued**

**DYNAMIC LEADERSHIP**

▶ **Conflict Resolution**

Blaine Greenfield, Bucks County Community College

Conflict is inevitable...or does it have to be? When in dispute, what are the ways to get out of it? Learn how to go for a win-win situation, but if that's not practical, then at least find out ways to prevent both sides from losing. You'll come away with practical techniques that can be used with your employees as well as with your clients.

**EXCELLENCE**

▶ **Lighting Technology - Fact Vs. Fiction**

Shawn D. Good, PE, LC, LEED; Benjamin D. Basom, EIT, LC, Brinjac Engineering

Brinjac Engineering's presentation focuses on providing attendees with unbiased knowledge of current and upcoming lighting technology and how it can be applied to your campuses. A clear view of new lighting technology from incandescent, fluorescent, HID, LED and induction sources to material selections for fixtures along with common questions that these technologies raise will be discussed.

**SYNERGY**

▶ **Fire Protection**

Shawn Love; William Roberts; Anthony Morizio, Simplex-Grinnell

The latest technologies in the fire sprinkler and alarm industry, alternative financing options and long range planning for a comprehensive life safety program will be the focus of this session. Installation techniques during occupied times, types of systems, aesthetics, compliance issues, central stations & monitoring options and the overall benefits of these life safety systems will also be featured.

**Tuesday, October 4<sup>th</sup>, 2005**

**9:00 AM - 10:00 AM**

**TALENT**

▶ **ABC: Finishing the Revolution**

Speaker: John R. "Jack" Zimmer, CAE

Associated Builders and Contractors have been called many things over its 55 year history. ABC's opponents have less than flattering terms, but experts in the world of construction have called them zealots for free enterprise that have revolutionized the industry. Learn how ABC is not only addressing the challenging new waves of transformation in colleges and universities, but making a few waves of their own.

**INNOVATIVE IDEAS**

▶ **Incorporating Green Roofing Principles at Your Institution**

Edward J. Stewart, RRC; Danielle D. Desilets, Gale Associates

Improved energy savings, storm water retention and aesthetic benefits are driving forces behind the growth of green roofs on college and university campuses. This interest is due to declining green space and the ability of such systems to reduce storm water runoff, eliminating the need for retention units. Significant improvements in the performance of different components have resulted in anticipated service lives of 40 plus years. Discussion will center on types of systems, functions of key components, design factors, maintenance considerations, costs and benefits. (AIA/CES units)

**9:00 AM - 10:00 AM continued**

### **DYNAMIC LEADERSHIP**

#### ▶ **Managing Ethically**

Lander Medlin, APPA

Facilities professionals are constantly being faced with ethical issues. In this session, those issues will be examined and a framework of foundational principles and questions will be presented to use as a guide in the decision-making process. You will also learn strategies to implement for improving the ethical climate of your organization.

### **EXCELLENCE**

#### ▶ **Starting a Sustainable Maintenance Management Plan in the Design Phase**

Howard McKew, PE, CPE, RDK Engineers; Donald Clark, Williams College

Williams College is a leading example of an institution applying better business practices by successfully implementing a sustainable maintenance management plan, as well as asset management, early on in the building program's planning phase. It was carried through construction so that at day one of occupancy, they have bar-coded equipment assets and a preventive maintenance work-order system online and "ready to go." This plan is being administered parallel with data collection of existing building system assets. Together, the two programs share a new CMMS.

### **SYNERGY**

#### ▶ **Not Your Typical "Stressful" Project**

Dr. David W. Dinehart, Villanova University; Marilou B. Smith, Villanova University; Kevin R. Blackney, AIA, Blackney Hayes Architects; Dennis V. Mordan, PE; O'Donnell Naccarato; James Faust, HSC

Ride the new wave by learning about the non-traditional Structural Engineering Research & Teaching Laboratory building, conceived by three Villanova University College of Engineering professors. Learn how a unique cohesion of people, feasibility studies, a funding package and an industry partner led to a new way of approaching the design and planning process. Photos will illustrate the progress, completion and use of the laboratory and a panel of experts will discuss lessons learned.

**9:00 AM - 12:00 NOON**

#### ▶ **Guest Speaker: Tracy Knofla, "Thriving on Chaos"**

See Page 3

**11:00 AM - 12:00 NOON**

### **TALENT**

#### ▶ **Strategic Planning and Space Management**

Phillip Rouble, PE; Michael Rushton, Algonquin College

Algonquin College has played a lead role among Ontario Colleges related to strategic planning applied to facilities and space management. This presentation provides Algonquin's space management model as a cornerstone upon which the team is building knowledge, expertise and credibility. Through a combination of emphasis on institution success, a maturing space management process and innovative "space mining" techniques, Algonquin College now accommodates 40% more students in less space than 15 years ago.

### **TECHNICAL SESSIONS**

**Tuesday, October 4**

**10:15 - 10:45 AM**

#### **An Introduction to Solar Energy Systems - Dome Tech**

*Tom Kuster, Dome Tech*

Colleges and universities are good candidates for solar systems given their relatively high-energy usage, day/summer demand peaking and community/environmental missions. Solar is a viable part of a comprehensive energy management strategy. Attendees will gain a basic understanding of the current solar technology and the funding available to implement it.

**11:00 AM - 12:00 NOON continued**

## **INNOVATIVE IDEAS**

### ▶ **Fuel Cell Installation: The Future of Clean Energy Today**

Steve Gabrielle, PE, PPL Energy Services; Ken Olsen, Ocean County College; Erik Miller, LEED, PMK Group

Ocean County College's goal was to conserve energy and reduce greenhouse gas emissions and it became the first county college in New Jersey to site a fuel cell power plant on its campus. PPL Energy Services installed a 250-kilowatt fuel cell power plant system. This presentation, given from the perspectives of the college, developer, fuel cell supplier, engineering and gas supply company, will encompass all aspects of this fuel cell installation from conception to implementation and actual current operating results.

## **DYNAMIC LEADERSHIP**

### ▶ **Johnson & Johnson's Excellence in Facilities Management Program**

Vince Pomparelli, Johnson & Johnson Corporate Facilities

This session will focus on the Excellence in Facilities Management Program. Vince Pomparelli, Director of Corporate Facilities, will discuss the metrics, criteria and leadership elements. Johnson & Johnson, a world-wide, 117 year old company, has been recognized by Chief Executive Magazine to be the top company for Leaders. At Johnson & Johnson there is no mission statement that hangs on the wall. Instead, for more than 60 years, a simple one-page document entitled "Our Credo" has guided their actions in fulfilling their responsibilities to their customers, their employees, the community and to their stockholders.

## **EXCELLENCE**

### ▶ **Harvard University's Wholesale Power Procurement: The Next Step for Universities**

Mary H. Smith, Harvard University; R. Scott Helm, American PowerNet

Now that electric deregulation is here, what's the next step? Buying wholesale instead of retail. A Harvard energy management engineer and an American PowerNet spokesman will take you through the wholesale electric procurement process Harvard University has implemented. Learn about capacity, ancillary costs, congestion, delivery zone and hourly energy prices and how to control the impact they have on your cost.

## **SYNERGY**

### ▶ **Team-building: Transforming the Process to Build Green**

Panel: Norm Ricker, PE LEED; Bernard J. Cywinski, AIA; Thomas Kirk, AIA, LEED; Brad Randall, LEED, PE; Dirk Friend, AIA, LEED

On Haverford College's historic campus, the Gardner '83 Integrated Athletic Center (GIAC) is nearing completion and seeking LEED certification. Key team members will highlight how green design transforms the process and creates synergy between project participants. They will discuss how this project was different and how environmental goals affected their roles to improve the quality of both process and product. This will be an especially useful introduction for owners and contractors undertaking LEED certification for the first time or contemplating it for an upcoming project. (AIA units)

**1:45 PM - 2:45 PM**

## **TALENT**

### ▶ **Ride a Wave to a Transformed Atmosphere**

James Barbush, PE, PA State System of Higher Education

The object is to inspire and teach people to know and act on being able to influence their work atmosphere regardless of the positive or negative aspects of the environment, whether under good or bad management, whether being a first line, middle or executive manager. Discussion will focus on how to take the initiative to lead and influence those around us to create relationships and an atmosphere that will benefit the organization's operations.

**1:45 PM - 2:45 PM continued**

### **INNOVATIVE IDEAS**

#### **▶ Innovative Lab Design**

Wise Young, Ph.D, M.D., Rutgers University

Designed by architects Larry Wente and Sterling Plenart, the W.M. Keck Center for Collaborative Neuroscience adhered to three principles, from which the design flowed: 1) the Center accommodates the multiple technologies needed for multidisciplinary studies; 2) it fosters collaboration; 3) it is not only accessible, but useable by people in wheelchairs. This session will focus on the many unique aspects of the Center's design, from lighting to storage space to under-the-table refrigerators to curved walls and benches. Over 2000 families with spinal cord injury and other disabilities have visited the Center and feel that it is their place of hope.

### **DYNAMIC LEADERSHIP**

#### **▶ The "Thunder Approach" to Customer Service/Loyalty**

Rick Brenner, Trenton Thunder

The KEY INGREDIENT to achieving customer loyalty is to create customer satisfaction. Focusing on creating customer value makes sense. Engaging the minds of customers requires examining how the promise is delivered at each internal contact point and continually improving that delivery. Processes that support customers and employees make it "easy to do business" with your organization. Learn how Rick Brenner, CEO and General Manager of Trenton Thunder, has applied this philosophy to the Thunder organization and how you might implement a similar strategy.

### **EXCELLENCE**

#### **▶ Environmental Issues that Might Bite You in the APPA**

Daniel L. Harpstead, PE, Powell-Harpstead, Inc.; Fred Long, LaSalle University

While you might be so busy on campus, or perhaps not aware of environmental laws, some Physical Plants might "react" rather than plan for environmental compliance. Knowing the issues, risks liabilities and solutions will help you stay ahead of what could bite you later. Environmental case studies, discussion about the top environmental concerns, what to look for, how and why to test and tips to handle these concerns will be discussed.

### **SYNERGY**

#### **▶ Wireless Guide to Asset Management**

Jim Nelson, Nextel

Learn how to defray cost, increase productivity, and clear more work orders in less time by using new wireless software and hardware. Discussion will focus on wireless operating alarms for key systems, GPS for wireless payroll, geofencing, tracking and dispatch, work orders, wireless parts list, job tickets and converting existing forms to wireless technology.

**2:00 PM - 4:00 PM**

#### **▶ Conectiv Thermal Systems Tour**

The Atlantic City District Energy System provides steam heating and chilled water cooling to seven casino hotels, the new Atlantic City Convention Center, and the existing Convention Hall. The system is comprised of a central energy generating plant called the Midtown Thermal Control Center (MTCC), a number of satellite energy generating facilities, 20,000 linear feet of steam, chilled water and condensate piping, a fiber optic network for system control and monitoring, and energy transfer facilities located on the premises of the customers.

Conectiv Thermal Systems, Inc. is a major developer of thermal energy projects. It owns and operates discrete and district thermal heating and cooling systems and provides other energy-related services to business and institutional energy users. A representative of Conectiv will conduct a PowerPoint presentation and a tour of the MTCC plant, the control room and equipment. Registration is required.

**3:00 PM - 4:00 PM**

## **TALENT**

### ▶ **The Bio-Amp System: Innovative Drain Management**

John R. Roheim, PhD, NCH Corporation; John Larsson, Chem Aqua

Vegetative bacteria are key to the breakdown of organic matter collected from waste streams. Extensive research, conducted by NCH Corporation, has resulted in the Bio-Amp System, a low-cost, automated, onsite fermentation technology that effectively reduces fats, oils and grease. Learn the results of the system applications at Rutgers University, Johnson & Wales and Boston University.

## **INNOVATIVE IDEAS, DYNAMIC LEADERSHIP**

### ▶ **General Session - Customer Speak Out**

Matt Adams, Moderator

The NJAPPA Education committee has included a “renovated” session to this year’s program entitled “Customer Speak Out.” In years past we have heard from our institution’s presidents; this year, we will hear from some of our deans, directors, and administrators on how well we as facilities managers are delivering maintenance and custodial services. The panel will include members from public and private four-year and two-year institutions and will be moderated by Matt Adams, a veteran of administrative reviews for APPA. For a frank and open discussion that will touch on expectations and perceptions, plan to attend this session.

## **EXCELLENCE**

### ▶ **Construction Costs and Contracts: How to Surf the Lingo Without a Big Wipeout!**

Ralph E. Simpson Jr., PE, Warfel Construction

Even the most sophisticated construction buyers sometimes wonder what they are really getting for their money when signing a construction contract. Attendees will learn the nuances between the General Conditions on a Lump Sum project, a Construction Management at Risk project and a Design Build project. An interactive session using real life examples, participants will learn how to gain the confidence to obtain the best value for your construction investment by gaining a working knowledge of terms, general conditions and costs. A checklist will be provided to help participants evaluate the costs being proposed by contractors on upcoming work.

## **SYNERGY**

### ▶ **Mobile Dorm Inspection**

Wes Williams, Princeton University

Higher productivity, accurate reporting and billing, plus the ability to use the same process for multiple types of inspections will be explored in Princeton University’s presentation on mobile dorm inspection. Using tablet PC’s, inspectors can easily compare pre- and post-occupancy condition, needed repairs and generate work orders.

## **Wednesday, October 5<sup>th</sup>, 2005**

**8:30 AM - 11:00 AM**

### **Breakfast Session**

### ▶ **Personal and Professional Well-Being: Taking Charge of Your Health**

Ron Medlin, Ph.D.

From heart to hair, liver to libido and vision to vitality - pick up new insights on your health that will keep you productive and give you an edge. Improve your health, reduce your risk to major illness, and learn new ways to protect yourself. Come learn some simple, low tech, cost effective ways to add years to your life and life to your years!

# Transformations... Riding ENTERTAINMENT PROGRAMS

## Welcome to Atlantic City!

It's hot and exciting...and it's the cool place to be.

Ocean. Boardwalk. Fine dining. Nightlife. Casino gaming. Spas. World-class entertainment. Golf. Attractions. Fishing. Water Sports. Shopping. Any way you look at it, Atlantic City guarantees fast-paced excitement and non-stop activities.

Located in the heart of the northeast and within easy driving distance of a third of the population of the United States, Atlantic City is convenient to get to and convenient to get around in. The resort is readily accessible by air through two nearby international airports, or by car and bus along three major highways.

When it comes to culture and history, there is no resort that turns it on in a more interesting way!

The **Atlantic City Historical Museum** highlights a unique subject - more than a century of "Boardwalk Ballyhoo." From Mr. Peanut to Miss America, this free museum brings it all together. Across the Boardwalk, indulge your artistic side at the **Atlantic City Art Center**, a place where area artists are showcased. The **Absecon Lighthouse**, located in Atlantic City, offers a breathtaking view of the city.



No visit to Atlantic City is complete without a walk on the world-famous **Boardwalk**. It's a hub of activity where visitors can stroll, jog, bike or ride in the city's famous rolling chairs. Some of the most beautiful views are from the Boardwalk piers, which host amusement parks, museums and other attractions.

Located in the heart of Atlantic City, **The Walk** is a dynamic 320,000 square foot retail and entertainment venue that spans eight city blocks. This trendy destination features nationally recognized factory outlet retailers, interactive entertainment and restaurants.

Experience the magic at **The Quarter** located at the Tropicana. The Quarter features world class restaurants, non-stop entertainment, a dazzling array of shops and experiences, and south Jersey's only IMAX theatre.



### From the ERAPPA 2005 Entertainment Committee...

We are looking forward to hosting you and your guests for ERAPPA 2005 in Atlantic City, NJ, at Bally's on the Boardwalk, by the sea!

We have planned exciting and extensive entertainment opportunities, starting with a walk down memory lane as we open the exhibit floor with an "Olde Atlantic City" flair! The Boardwalk and all of its allure will be represented from the Monopoly® mayor, to old-fashioned barbershop quartets, to authentic Boardwalk food, as you stroll up and down the exhibit lanes.

Because of the limited availability of hotel rooms for Saturday night, we have focused on beginning the entertainment venues on Sunday, October 2, 2005.



**Sunday, October 2, 2005**

**6:15 AM - 3:00 PM**

► **Golf Outing at McCullough's Emerald Golf Links**

ERAPPA's 2005 Golf Outing will be held at McCullough's Emerald Golf Links on Sunday, October 2, 2005. Just minutes from Atlantic City, the 18-hole, 6,600 yard par 71 layout is a unique tribute to famed European courses - St. Andrews, Carnoustie, Prestwick, Gleneagles and Turnberry, among others. McCullough's 7th hole - designed by architect Alister Mackenzie, but never before built as intended - features a three-acre waste bunker, an island fairway, and measures 160 yards wide! With water on five holes and the regions only 100-foot elevation changes, players are treated to tremendous vistas and challenging play.

The day begins with transportation from Bally's between 6:15 and 6:45 AM. Breakfast will be served at 7:30 AM and all will be informed of the tournament instructions. A shotgun start will begin promptly at 8:30 AM. Lunch, awards and prizes will begin at 1:30 PM with the return trip to Bally's scheduled for 2:30 PM.

The cost per golfer is \$90.00 (including cart). Rental clubs are available at \$30.00 for right hand only.

**12:00 PM - 3:00 PM**

► **Atlantic City Lunch Cruise**

If you are not golfing on Sunday, you can take in the sights on your own or join us as we enjoy a lunch cruise around Atlantic City on a privately chartered boat through Atlantic City Cruise Lines. Gourmet boxed lunches will be provided.

Cost to Attendee: \$35.00 (Space is limited).

**5:00 PM - 7:30 PM**

► **Exhibit Hall Grand Opening**

Join us for an exciting Exhibit Hall Opening featuring "Olde Atlantic City," complete with Monopoly®-themed exhibit spaces, official taffy-cutting ceremony, strolling Barbershop and Sweet Adeline quartets - and don't forget our period bathing beauties! Bring your appetite for culinary nostalgia too, as we feature delicious "Boardwalk-style" food. Finally, let our caricaturist put a smile on your face and give you a memento by which to remember this special and unique evening.

Cost included in registration fee.



### Monday, October 3, 2005

#### 10:30 AM - 3:30 PM

##### ▶ A Day at Smithville

The Towne of Historic Smithville and the Village Greene are located just 15 minutes north of Atlantic City. Come and discover the tradition of hospitality and family enjoyment. Walk the cobblestone and brick paths, feed the ducks on tranquil Lake Meone, ride the carousel found in the Village Greene and enjoy a leisurely pace of shopping in the quaint hamlet. There are over 60 boutiques and speciality shoppes housed in historic buildings. Each shoppe has a wondrous array of unique gifts. The day will include lunch at the Historic Smithville Inn.

Cost is \$25.00 per person (Space is limited).

#### 5:45 PM - 10:00 PM

##### ▶ Renault Winery Tour and Dinner

The historic Renault Winery dates back to 1864 when mastervinter Louis Nicholas Renault journeyed from France to continue his art of winemaking. Located 15 miles west of Atlantic City, Renault is one of New Jersey's treasures and a registered historical site. The evening will begin with a Winery Tour and Wine Tasting. The tour begins in The Fountain Room where the Greek goddess Hebe, cup bearer of the gods, holds court. We'll continue on to the celebrated Antique Glass Museum which houses the priceless champagne & wine glass collection dating back to medieval times. On to the Hospitality Room where your guide presents the unique history of Renault Winery and it's founder. A gourmet dinner including a wine reception will follow.

Cost is \$50.00 per person.

### Tuesday, October 4, 2005

#### 9:15 AM - 3:00 PM

##### ▶ A Day in Cape May

Victorian Cape May, the "Nation's Oldest Seashore Resort," has been welcoming visitors for more than a century. With over 600 authentically preserved Victorian structures, the city is a National Historic Landmark site and has achieved national recognition as one of the best Bed & Breakfast Inn resorts in the country. The ambiance of Victorian architecture, intricate gingerbread trim, old-time gas lights, cozy rocking chairs and colorful stained glass will sweep you up into the magic and romance of this one-of-a-kind resort. Buses will depart Bally's at 9:15 AM and arrive in Cape May at 10:15 AM. At 10:30 AM, all attendees will hop on trolleys and get a grand tour of Cape May. After the tour, attendees will be free to explore the pedestrian shopping area, go "antiquing," stroll on the walk by the beach, and discover a new "favorite" restaurant in which to have lunch.

Cost is \$25.00 per person (Space is limited).



**TUES & WED, OCT 4 & 5**

**6:00 PM - 10 :00 PM**

▶ **Grand Banquet at Bally's**

Look forward to a banquet to remember by honoring those who have served ERAPPA and by enjoying a sumptuous feast prepared by Bally's Atlantic City. The reception will begin at 6:00 pm with cocktails and hors d'oevres, followed by the awards and dinner. Music will be provided by "Central Park" for your listening and dancing pleasure.

Cost is included in full registration fee. Cost for others is \$95.00 per person.



**Wednesday, October 5, 2005**

**7:00 AM - 8:00 AM**

▶ **Boardwalk Run/Walk\***

Run or walk on the famous Atlantic City Boardwalk. Return to Bally's for the "Runners Breakfast" and claim your commemorative sweatshirt. (\*Please indicate sweatshirt size on registration form.)

Cost for sweatshirt and water bottle is \$10.00 per person.

\* Due to insurance issues, this event is not sanctioned by ERAPPA, and your participation is "at your own risk."



### Business Partners and Exhibits

Business partners continue to be integral to the success of an ERAPPA conference. Not only do they provide the talent and services that we rely on, but business partners also enable us to remain current on the products, innovation, and technology that benefit our profession. Many business partners will be presenting educational sessions in addition to exhibiting their company's capabilities. To get the most from your ERAPPA 2005 experience, visiting our business partners in the exhibit hall and other networking sessions is a must. We are particularly proud of the diversity of the over 100 business partners who have elected to join us in Atlantic City.

### Business Partner Sponsorship

Some business partners have elected to "go the extra mile" in supporting ERAPPA 2005 by sponsoring special events or gifts. They understand the benefits of working with the professionals from institutions of higher education and understandably strive to create business contacts through increased marketing. Please thank these special business partners for their extra effort in assuring the success of the conference and visit them on their internet site provided on the conference web site at [njappa.org](http://njappa.org).

### For More Information

For more information about sponsorship opportunities at the 2005 ERAPPA Annual Meeting and Educational Conference, please visit the NJAPPA website at [www.njappa.org](http://www.njappa.org). You may also contact:

D. Lawrence Planners  
ERAPPA Conference Management  
1125 Atlantic Ave, Suite 634  
Atlantic City, NJ  
Ph: 609-344-1333  
Fax: 609-348-4433  
Email: [erappa@dlplan.com](mailto:erappa@dlplan.com)

### Conference Sponsors to Date

#### ❖ JACKPOT LEVEL

ABC New Jersey Chapter

#### ❖ ROYAL FLUSH

Spiezle Group, Inc.

#### ❖ STRAIGHT FLUSH

Blackney Hayes Architects

C&S Campus Services

Chem-Aqua

E. Allen Reeves, Inc.

JJ White Incorporated

Performance Roof Systems

Sedia Systems

SimplexGrinnell

Spirotherm, Inc.

STV Architects

Tomaino Tomaino Iamello & Associates, PA

Triumvirate Environmental, Inc.

#### ❖ FOUR ACES LEVEL

AllSteel

CVM Facilities Renewal

NALCO Company

Nextel

NK Architects

Pennoni Associates

Pizzagalli Construction Company

Sightlines, LLC

#### ❖ FULL HOUSE

Ashland Specialty Chemical, Drew Industrial  
Dome-Tech

Duca / Huder & Kumlin, PA

Entech Engineering, Inc.

Haley & Aldrich

Honeywell

KSS Architects

Munters Moisture Control Services

Murray Associates Architects, P.C.

Select Energy Services, Inc.

Stanley Consultants

The Chazen Companies

U.W. Marx, Inc.

Voith & Mactavish Architects LLP

## Business Partners to Date

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AccuScan  
Acrymax Technologies, Inc.  
Adams Consulting  
Aircuity  
AllSteel  
American PowerNet  
Applied Geographics, Inc.  
Applied Sweeper, Inc.  
Architectural Window Manufacturing Corporation  
Ashland Specialty Chemical, Drew Industrial  
ATC Associates, Inc.  
Barclay Water Management, Inc.  
Blackney Hayes Architects  
Blockhouse Company, Inc.  
Brinjac Engineering  
Burt Hill  
C&A/Tandus  
C&S Campus Services  
Carrier Rental Systems  
Chem-Aqua  
Clifford of Vermont  
Club Car, Inc.  
Consigli Construction Co., Inc.  
Cutler Associates, Inc.  
CVM Facilities Renewal  
Designweave Commercial Carpet  
DESMAN Associates  
Dome-Tech  
Duca/Huder & Kumlin, PA  
DuPont Surfaces/Fessenden Hall, Inc.  
E. Allen Reeves, Inc.  
ECS Group, Inc.  
Einhorn Yaffee Prescott, Architecture & Engineering

Engineering Economics, Inc.  
Entech Engineering, Inc.  
EnviroTherm Systems, Inc.  
EP Henry  
Exeter Architectural Products  
Fluidics, Inc.  
FutureSys Design  
Gale Associates, Inc.  
Haley & Aldrich  
Hayes Large Architects, LLP  
High Construction Company  
Honeywell  
Horizon Engineering Associates, LLP  
Huguenot Laboratories, Inc.  
Hydro-Logic, Inc.  
IMC Construction  
Interface Flooring Systems  
JJ White Incorporated  
Klein and Hoffman, Inc.  
Knoll  
KSS Architects  
Lerch, Bates & Associates-Elevator Consulting Group  
MAXIMUS, Inc.  
MKSD, LLC  
Munters Moisture Control Services  
Murray Associates Architects, P.C.  
NALCO Company  
Nextel  
NK Architects  
Pennonni Associates  
Performance Roof Systems  
Pizzagalli Construction Company  
PMK Group  
Powell-Harpstead, Inc.  
Process TDH Company  
Redicheck North, LLC

Roof Spec, Inc.  
Santana Products, Inc.  
Sarnafil Roofing and Waterproofing Systems  
SchoolDude  
Schoor DePalma  
Sedia Systems  
Select Energy Services, Inc.  
Shearon Sports  
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SimplexGrinnell  
Spartan Chemical Company  
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Spirotherm, Inc.  
Spotts, Stevens and McCoy, Inc.  
Stanley Consultants  
Strategic Building Solutions, LLC  
STV Architects  
Tech Reps, Inc. (Shannon Enterprises & Tricon Piping)  
The Chazen Companies  
The Henderson Corporation  
The Robert K. Higgins Co., Inc.  
Thermal Science Technologies  
TMA Systems  
Tomaino Tomaino Iamello & Associates, PA  
Tremco Incorporated  
Triumvirate Environmental, Inc.  
U.W. Marx, Inc.  
UGI Energy Services, Inc., dba GASMAR  
Vertical Transportation Excellence  
Voith & Mactavish Architects LLP  
Warfel Construction Company  
Western Construction Group  
William A. Berry & Son, Inc.



# ERAPPA 55TH ANNUAL MEETING & EDUCATIONAL CONFERENCE REGISTRATION FORM

*D. Lawrence Planners will process and confirm all registrations. They can be reached at [erappa@dlplan.com](mailto:erappa@dlplan.com) or call 609-344-1333 between 9 am and 5 pm EST, Monday through Friday. Applications & Program Selection Forms with credit card information can be faxed to 609-348-4433 or mailed with full payment to ERAPPA Conference, c/o D. Lawrence Planners, 1125 Atlantic Ave., Suite 634, Atlantic City, NJ 08401.*

**Please complete the Program Selection Form on the next page and return with your application by September 16, 2005. PLEASE PRINT.**

Full Name: \_\_\_\_\_ Badge First Name: \_\_\_\_\_

Affiliation: \_\_\_\_\_

Address (for confirmation mailing): \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Email: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Work Phone: \_\_\_\_\_ Work Fax: \_\_\_\_\_

## Spouse/Guest Registration

Full Name: \_\_\_\_\_ Badge First Name: \_\_\_\_\_

### PLEASE CHECK ALL THAT APPLY:

- |   |  |   |  |   |
|---|--|---|--|---|
| <input type="checkbox"/> This is my first time attending an ERAPPA Conference | <input type="checkbox"/> Speaker           | <input type="checkbox"/> Host Committee | <input type="checkbox"/> APPA Board          | <input type="checkbox"/> ERAPPA President |
| <input type="checkbox"/> Emeritus Member                                      | <input type="checkbox"/> Chapter President | <input type="checkbox"/> APPA President | <input type="checkbox"/> ERAPPA Board Member |   |

*\*Business Partners should register using the Business Partner Registration and Sponsorship Opportunities brochure that was mailed to Business Partners. If you need a copy of this form, go to [www.njappa.org](http://www.njappa.org).*

## REGISTRATION FEES

▶ **FULL REGISTRATIONS** - Full registration includes Sunday's Opening Ceremony, admission to all educational sessions and special presentations, conference materials, exhibit hall access, refreshment breaks, breakfast on Monday, Tuesday and Wednesday; lunch Monday and Tuesday and the Annual Banquet on Tuesday.

- |  |  |          |
|--|--|----------|
| <input type="checkbox"/> Early Bird Full Registration (before 8/26/05) ..... | \$315.00 .....                                     | \$ _____ |
| <input type="checkbox"/> Full Registration (after 8/26/05) .....             | \$365.00 .....                                     | \$ _____ |
| <input type="checkbox"/> Emeritus Full Registration* .....                   | \$95.00 (*must be Emeritus Approved) .....         | \$ _____ |
| <input type="checkbox"/> Spouse/Guest Full Registration* .....               | \$150.00 (*must accompany Full Registration) ..... | \$ _____ |

▶ **ONE DAY REGISTRATIONS** - One day registrations include admission to that day's educational sessions, special presentations, conference materials, exhibit hall access, refreshment breaks, breakfast and lunch on day of attendance)

- |   |   |          |
|---|---|----------|
| <input type="checkbox"/> One Day Registration - Monday .....      | \$125.00 .....                                      | \$ _____ |
| <input type="checkbox"/> One Day Registration - Tuesday .....     | \$125.00 .....                                      | \$ _____ |
| <input type="checkbox"/> Spouse/Guest One Day Registration* ..... | \$75.00 (*must accompany One Day Registration) .... | \$ _____ |

## SPECIAL EVENT FEES Please indicate number attending and amount due

- |  |         | <b># of Persons</b> |                 |
|--|---------|---------------------|-----------------|
| <input type="checkbox"/> Lunch Cruise Around AC (Sunday) .....                               | \$35 ea | _____ x             | \$35 = \$ _____ |
| <input type="checkbox"/> Golf Outing (Sunday) *Shirt Size(s) _____                           |         |                     |                 |
| <input type="checkbox"/> Green Fees/Cart .....   | \$90 ea | _____ x             | \$90 = \$ _____ |
| <input type="checkbox"/> Club Rental (right hand only) .....                                 | \$30 ea | _____ x             | \$30 = \$ _____ |
| <input type="checkbox"/> A Day at Smithville (Monday) .....                                  | \$25 ea | _____ x             | \$25 = \$ _____ |
| <input type="checkbox"/> Renault Winery Tour & Dinner (Monday) .....                         | \$50 ea | _____ x             | \$50 = \$ _____ |
| <input type="checkbox"/> A Day at Cape May (Tuesday) .....                                   | \$25 ea | _____ x             | \$25 = \$ _____ |
| <input type="checkbox"/> Grand Banquet (Tuesday) (included in Full Registrations only) ..... | \$95 ea | _____ x             | \$95 = \$ _____ |
| <input type="checkbox"/> Boardwalk Run/Walk (Wednesday) *Sweatshirt Size(s) _____            | \$10 ea | _____ x             | \$10 = \$ _____ |

**TOTAL AMOUNT DUE \$ \_\_\_\_\_**

## METHOD OF PAYMENT

Please Note: Credit Card payments to NJAPPA will appear on your credit card statement as a purchase from D. Lawrence Planners, L.L.C.

Enclosed is our check for \$ \_\_\_\_\_ made payable to NJAPPA (Fed ID # 23-7028539)

Charge my payment to Credit Card # \_\_\_\_\_ Expiration Date: \_\_\_\_\_

American Express     Visa     MasterCard     Discover    Total Payment \$ \_\_\_\_\_

\_\_\_\_\_  
Cardholder's Signature (Required)

\_\_\_\_\_  
Cardholder's Name (please print)

\_\_\_\_\_  
Cardholder's Billing Address if different from above

# ERAPPA PROGRAM SELECTION FORM

Help us plan the room sizes for educational programs by indicating the educational programs you plan to attend.

NAME \_\_\_\_\_

## Sunday, October 2, 2005

- 12:00 pm - 3:00 pm Bally's Facility Tour

## Monday, October 3, 2005

- 7:30 am - 10:00 am Breakfast/Welcoming Remarks/Keynote Speaker, Billy Riggs
- 10:45 am - 11:45 pm Motivation & Performance: Creating a Motivating Environment
- 10:45 am - 11:45 pm Positioning: Differentiating Yourself from the "Norm"
- 10:45 am - 11:45 pm Getting the Strategic Planning Process off the Ground
- 10:45 am - 11:45 pm Classroom Utilization Studies: Transformation of Perception
- 10:45 am - 11:45 pm Brandeis University's New Strategic Plan - A Campus Transformation Process
- 1:45 pm - 2:45 pm Best Practices for Engaging Faculty in Facility Stewardship Issues
- 1:45 pm - 2:45 pm Can You Hear Me Now?
- 1:45 pm - 2:45 pm Encouraging Your Supervisors to Supervise
- 1:45 pm - 2:45 pm Get the Resources You Need: Linking Staffing Analyses to Level of Service
- 1:45 pm - 2:45 pm Project Selection Strategies - Before, During & After Major Capital Funding
- 1:45 pm - 4:15 pm Workshop: Steve Adubato, "Leading Change"
- 3:15 pm - 4:15 pm Modern Mapping - Managing Campus Facilities Through GIS and CAD
- 3:15 pm - 4:15 pm Dual Sourcing Vs. Sole Sourcing
- 3:15 pm - 4:15 pm Conflict Resolution
- 3:15 pm - 4:15 pm Lighting Technology - Fact Vs. Fiction
- 3:15 pm - 4:15 pm Fire Protection

## Tuesday, October 4, 2005

- 9:00 am - 10:00 am ABC: Finishing the Revolution
- 9:00 am - 10:00 am Incorporating Green Roofing Principles at Your Institution
- 9:00 am - 10:00 am Managing Ethically
- 9:00 am - 10:00 am Starting a Sustainable Maintenance Management Plan in the Design Phase
- 9:00 am - 10:00 am Not Your Typical "Stressful" Project
- 9:00 am - 12:00 pm Workshop: Tracy Knofla, "Thriving on Chaos"
- 11:00 am - 12:00 pm Strategic Planning and Space Management
- 11:00 am - 12:00 pm Fuel Cell Installation: The Future of Clean Energy Today
- 11:00 am - 12:00 pm Johnson & Johnson's Excellence in Facilities Management Program
- 11:00 am - 12:00 pm Harvard University's Wholesale Power Procurement: The Next Step for Universities
- 11:00 am - 12:00 pm Teambuilding: Transforming the Process to Build Green
- 1:45 pm - 2:45 pm Ride a Wave to a Transformed Atmosphere
- 1:45 pm - 2:45 pm Innovative Lab Design
- 1:45 pm - 2:45 pm The "Thunder Approach" to Customer Service/Loyalty
- 1:45 pm - 2:45 pm Environmental Issues that Might Bite You in the APPA
- 1:45 pm - 2:45 pm Wireless Guide to Asset Management
- 2:00 pm - 4:00 pm Conectiv Thermal Systems Tour
- 3:00 pm - 4:00 pm The Bio-Amp System: Innovative Drain Management
- 3:00 pm - 4:00 pm General Session - Customer Speakout
- 3:00 pm - 4:00 pm Construction Costs and Contracts: How to Surf the Lingo Without a Big Wipeout!
- 3:00 pm - 4:00 pm Mobile Dorm Inspection
- 6:00 pm - 10:00 pm Grand Banquet (Included in Full Registration, \$95 per person for others)

## Wednesday, October 5, 2005

- 8:30 am - 11:00 am Personal and Professional Well-Being: Taking Charge of Your Health

## BALLY'S ATLANTIC CITY

Located at the prestigious "Boardwalk & Park Place" address immortalized in the popular game of Monopoly®, Bally's Atlantic City is synonymous with fun and excitement. With 1,753 hotel rooms, 21 restaurants, 6 lounges, 2 pools, 2 health spas, 14 shops, 220,000 square feet of gaming areas in four casinos, a 550-seat theater, more than 80,000 square feet of meeting and convention facilities, 4,000 parking spaces and 17 bus bays, Bally's is the area's largest and most complete casino resort.

The Spa At Bally's is an acclaimed tropical paradise, offering facilities and services that are virtually unmatched in the entire Northeast. Work out with a variety of fitness options or unwind with a pampering array of soothing body treatments.

ERAPPA has secured a special discounted room rate at Bally's Atlantic City. **The rate for single or double occupancy is \$130 per room per night.** There is a NJ State occupancy fee of \$5.00 per day per room plus Atlantic City room tax, currently 13%. Each additional person is \$15.

For ERAPPA Conference Bally's reservations, call Bally's Reservation Department at 800-225-5977 **before Wednesday, August 31, 2005.** Individuals must identify themselves with ERAPPA to receive the discounted room rate. Any reservations made after August 31, 2005, or after ERAPPA's room block is filled (whichever comes first) will be made on a space availability basis at regular hotel rates.

Self and/or valet parking is available at \$4.00 per car per stay.

## CAESARS ATLANTIC CITY

The glory and opulence of Ancient Rome comes alive at Caesars Atlantic City. Located at center Boardwalk, the Empire offers the thrills of non-stop casino action, luxurious accommodations, gourmet and casual dining, three lounges, and world-class entertainment. From the first floor entrance-way, arriving hotel guests ascend from the escalators into the magnificent Temple Lobby. The Temple Lobby is a dramatic four-story atrium designed in the likeness of the Forum of ancient Rome.

ERAPPA has secured a special discounted room rate at Caesars. The room rate for single or double occupancy is **\$225 per room on Saturday, October 1, and \$130 per room per night on all other conference dates.** There is a NJ State occupancy fee of \$5.00 per day per room plus Atlantic City room tax, currently 13%. Each additional person is \$25.

For ERAPPA Conference Caesar's reservations, call Caesar's Reservation Department at 800-345-7253 **before Wednesday, August 31, 2005.** Individuals must identify themselves with ERAPPA to receive the discounted room rate. Any reservations made after August 31, 2005, or after ERAPPA's room block is filled (whichever comes first) will be made on a space availability basis at regular hotel rates.

Self and/or valet parking is available at \$4.00 per car per stay.

**At press time, rooms for Saturday night were only available at Caesars Atlantic City.**

## DIRECTIONS

### By Land

*From the North*

Major interstate highways connect with the Garden State Parkway South, to the Atlantic City Expressway.

*From the South*

I-95 to Delaware Memorial Bridge to Route 40 to Route 322. Or via Lewes, Delaware, take the Cape May-Lewes Ferry to the Garden State Parkway North to the Atlantic City Expressway.

*From the West*

Via Philadelphia, Walt Whitman Bridge to North-South Freeway to Atlantic City Expressway.

**Bally's is located at the end of the AC Expressway. Turn left on Pacific Avenue and proceed 2 blocks.**

### By Rail

New Jersey Transit Rail runs direct from Philadelphia's 30th Street Station. For more information, call 1-800-772-2222. The Atlantic City rail station adjoins the Convention Center. Free casino shuttle service is available from Atlantic City terminal to all casinos.

### By Air

The Atlantic City International Airport is located just minutes from the city and offers shuttle, taxi and rental car transportation. Philadelphia International Airport is a quick 60-minute drive via the Atlantic City Expressway.

### By Bus

There is frequent motorcoach service from New York City, Philadelphia and Washington, DC via all major carriers.  
[www.academybus.com](http://www.academybus.com)  
[www.casinoconnection.us](http://www.casinoconnection.us)  
[www.njtransit.com](http://www.njtransit.com)  
[www.greyhound.com](http://www.greyhound.com)

### Local Transit

Atlantic City's unique Jitney mini-buses stop at all hotels and attractions. The city's famous wicker rolling chairs provide service up and down the Boardwalk and, of course, taxis are readily available.