

ERAPPA 2010

FORGING OUR
FUTURE

Conference Program



October 3–6, 2010

Hilton Pittsburgh

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Contents

ERAPPA President’s Message	2
ERAPPA Board Members	3
KAPPA President’s/Co-Chairs’ Message	4
2010 Host Committee	5
Schedule at a Glance	6
Monday Keynote Speaker	8
Tuesday Plenary Speaker	9
Tuesday Special Program	10
APPA Supervisor’s Toolkit	11
Educational Facilities Professional Preparation Course & Examination	12
Welcome to Pittsburgh	13
Professional Development Program	14
Entertainment	22
Business Partners	26
Hall of Resources Map	31
Hotel Map	32
Sponsor & Exhibitor Directory	33



Penn State University – University Park



University of Pittsburgh – Bradford



Harrisburg Area Community College



Indiana University of Pennsylvania

ERAPPA President's Message



Welcome to ERAPPA 2010, our region's 60th Annual Meeting. Welcome to Pittsburgh, "The City of Bridges" and "The Steel City." Welcome to Pennsylvania, "The Keystone State." Welcome to KAPPA, "The Keystone Chapter of APPA."

Your attendance at ERAPPA 2010 has the potential to be a career-changing experience...even a life-changing experience. Having attended numerous conferences in my work as an Educational Facilities Professional, I can promise you this: at ERAPPA 2010 you are going to have opportunities in professional development and networking that are going to stir and challenge you. You are going to hear discussions from our carefully selected speakers that will give you solutions to the challenging situations that you face on your campus. You are going to hear discussions about current and future challenges that may be or may seem to be impossible to overcome. You are going to meet Educational Facilities Professionals from the northeast USA and eastern Canada who will share with you their personal and institutional experiences. You will meet highly capable Business Partners who are available to help guide your institution through the difficult times that we face today and will face in the future.

At ERAPPA 2010, you may ask yourself, "I am hearing cutting edge solutions to our challenges and I am being inspired to meet those challenges, but how am I going to go back and convince the leaders who I work with to make the necessary changes to take my institution into the future?" You may think it is impossible to change the traditions of your leadership and your institution. To answer that question, I offer this: in all of APPA, I have seen that the contributions of **the individual** are those that start the change process and generate the desire in others to change. It starts with one person and grows, often slowly, from there. Go back to your institution with your wealth of knowledge and experience and apply it to your work and share it with those around you. Don't get discouraged with seeming lack of progress, but know that things are going on behind the scenes, where you cannot see, and you are having an impact on every aspect of your institute. (Incidentally, review APPA's mission statement).

The theme of ERAPPA 2010 is "*Forging Our Future*". That signifies 60 years of persistent working and progress to get us and our institutions to where we are today and to take us into the future. Sixty years covers a life time. It covers 3 generations. You and our peers have been at this for a long time. Success is not instantaneous. So persevere in your work as an Educational Facilities Professional.

In your work as an individual Educational Facilities Professional, remember that you are one person unified to thousands of others in APPA and associated organizations. Join your knowledge and experience with others and watch the future unfold before you. Things are changing so fast and challenges appear so daunting that to imagine the future in the next 60 years may seem impossible. Maybe we can only look towards shaping the next 10 years, or the next 5 years, or the next year, or maybe just tomorrow.

The desire of the ERAPPA Board and the Host Committee is that you take in all that you can at ERAPPA 2010 and return to your institution renewed and energized with tools and relationships that will take you and your institution into the future that you can imagine.

Sincerely,

Jim Barbush



ERAPPA Board Members



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KAPPA President's/2010 Co-Chair's Message



Dear ERAPPA Colleagues and Friends,

On behalf of the Keystone Chapter of APPA (KAPPA), I am pleased to welcome you to the 2010 Annual ERAPPA Meeting, here in “the ‘Burgh”...Pittsburgh, Pennsylvania. Our chapter was founded in 1991 to serve the educational institutions of central and western Pennsylvania and we are excited to be here in Pittsburgh – a city with a rich history and promising future and home to a number of our member institutions. The 2010 Annual Meeting is a celebration of ERAPPA’s 60th Anniversary; the theme for our meeting is “Forging Our Future.” The theme plays off Pittsburgh’s long history as a steel town while focusing on the innovation and change permeating our industry. Our professional development program for this meeting is future-focused and designed to assist individuals grow and progress.

Continuing the practice started last year in Portland, Maine, we are offering two APPA professional development programs – the Supervisor’s Toolkit and the Educational Facilities Professional (EFP) preparation course and examination – in addition to the traditional concurrent professional development sessions on Monday and Tuesday. Opportunities for personal and professional enrichment abound here in Pittsburgh!

Our host committee (many of whom began meeting to brainstorm and plan for this event in the fall of 2006!) is a dedicated group of individuals whose tireless efforts have brought us all together this week. Our goal from the beginning was to deliver to you – our colleagues – an engaging, educational, inspiring, and enjoyable program of professional development and entertainment opportunities that will leave you starting many stories with, “I was at an ERAPPA Conference in Pittsburgh and...”

Situated adjacent to Point State Park, our conference venue is an excellent starting “point” for your individual sightseeing adventures as well as our planned spouse/guest events. There are numerous places to visit within walking distance of the Hilton Pittsburgh – including Heinz Field, PNC Park, Rivers Casino, the Duquesne Incline, and the Fort Pitt Museum. Warm sunny days and crisp cool nights mark the beginning of fall in Pittsburgh and Western Pennsylvania as the region comes alive with color. Now is a great time to be in Pittsburgh.

We are pleased to have a variety of business partners joining us this year and it is very likely that you will be able to find and develop at least one new resource and relationship during your visits to the Hall of Resources. So, please be sure to engage with our business partners; show them your appreciation and support by visiting their booths.

We hope you get the chance to experience some of the local flavor of Pittsburgh and the surrounding area. One great way to experience that local flavor will be at Monday night’s special event at the Phipps Conservatory. The evening is billed as a celebration of Pittsburgh’s cultural heritage; the food and entertainment are representative of some of the ethnicities that are so well represented in the city. And the venue? Well, Phipps is just phenomenal!

During your stay, please feel free to seek out any member of the ERAPPA 2010 Host Committee (they’ll be the ones in the spiffy ERAPPA 2010 shirts, jackets, or vests) if you have questions or comments.

Enjoy your time here at ERAPPA 2010. Welcome to Pittsburgh!

Greg Scott
KAPPA President
2010 Host Committee Co-Chair



2010 Host Committee

Co-Chairs of the Host Committee

Greg Scott
Doug Miller

Finance

Pete Buchheit – Chair
Kathy Bamat

Professional Development

Paul Politza – Co-Chair	Kathy Bamat – Co-Chair
Frank Connelly	Bill Steudler
Rick Phillips	Dan Barlup
Ron Perttu	Mark Witouski
Steve Hogue	Kathy DiJoseph, ERAPPA Liaison

Entertainment, Events, & Spouse/Guest Program

Phillip Melnick – Co-Chair	Laura Zullo – Co-Chair
Dave Carll	Meg Carll
Kerry Leberknight	Dustin Kuhlman
Alyssa Packer	
Tim Miller	

Publications & Promotions

Beth Clark – Chair	Lisa Clapper
Alyssa Packer	

Business Partners & Sponsorships

Rick Wareham – Chair	Lisa Clapper
Lenny Libbon	Ed Dankanich

Golf Tournament

Ed Dankanich – Chair	Doug Miller
Frank Connelly	

Hotel Liaison

Laura Zullo	Carolyn Andersen
Phillip Melnick	

Transportation

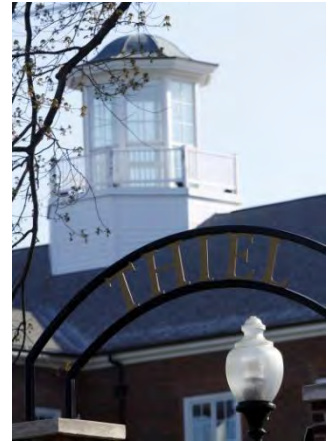
Lenny Libbon

Event Scripting/Volunteer Coordinator

Doug Miller – Chair	Alyssa Packer
Beth Clark	

Conference Services & Registration (PSU Conferences & Institutes)

Carolyn Andersen	Lisa Clapper
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Thiel College



Penn State University — Harrisburg



Juniata College

Schedule at a Glance

Friday, October 1

7:00 a.m. – 11:00 a.m.,
3:00 p.m. – 5:00 p.m.
Registration/Information

8:00 a.m. – 4:30 p.m.
Toolkit

8:00 a.m. – 5:00 p.m.
ERAPPA Board Meeting

6:00 – 10:00 p.m.
Dinner – ERAPPA Board, ERAPPA
Committees

Saturday, October 2

7:00 a.m. – 11:00 a.m.,
3:00 p.m. – 5:00 p.m.
Registration/Information

8:00 a.m. – 4:30 p.m.
Toolkit

8:00 a.m. – 4:30 p.m.
EFP Prep Course

8:00 a.m. – 12:00 p.m.
ERAPPA Board &
Committee Meetings

1:00 p.m. – 5:00 p.m.
ERAPPA Board &
Committee Meetings

5:30 p.m. – 7:00 p.m.
President's Reception
(by invitation only)

Sunday, October 3

6:00 a.m. – 3:00 p.m.
Golf Tournament

8:00 a.m. – 4:00 p.m.
Toolkit

8:00 a.m. – 12:00 p.m.
EFP Test

9:00 a.m. – 7:00 p.m.
Registration/Information

9:30 a.m. – 4:00 p.m.
Spouse/Guest Tour – Heinz History
Center & Strip District

12:00 p.m. – 4:00 p.m.
College/University Tour – CMU and
University of Pittsburgh

12:00 p.m. – 5:00 p.m.
Hall of Resources Move-In/Set-Up

4:00 p.m. – 5:00 p.m.
First Time Attendee Reception

5:30 p.m. – 7:30 p.m.
Hall of Resources Grand Opening
Reception

Monday, October 4

6:30 a.m. – 6:00 p.m.
Registration/Information

6:30 a.m. – 7:30 a.m.
Breakfast

7:45 a.m. – 9:30 a.m.
Welcoming Remarks/Keynote
Presentation

9:30 a.m. – 10:30 a.m.
Networking in Hall of Resources

9:30 a.m. – 4:00 p.m.
Spouse/Guest Tour – Fallingwater

10:30 a.m. – 4:30 p.m.
Toolkit

10:30 a.m. – 11:30 a.m.
Concurrent Professional Development
Session I

11:30 a.m. – 1:00 p.m.
Lunch & Networking in Hall of
Resources

1:00 p.m. – 2:00 p.m.
Concurrent Professional Development
Session II

1:00 p.m. – 4:00 p.m.
Know Your Numbers

Schedule at a Glance Sponsored by



Schedule at a Glance

2:00 p.m. – 3:00 p.m.
Networking in Hall of Resources

3:00 p.m. – 4:00 p.m.
Concurrent Professional Development
Session III

4:00 p.m. – 5:00 p.m.
Chapter Meetings (Optional)

5:30 p.m. – 10:00 p.m.
Pittsburgh Cultural Celebration

Tuesday, October 5

6:30 a.m. – 4:00 p.m.
Registration/Information

6:30 a.m. – 8:00 a.m.
Breakfast & Networking in Hall of
Resources

8:15 a.m. – 9:30 a.m.
Welcoming Remarks/Plenary
Presentation

9:30 a.m. – 4:00 p.m.
Spouse/Guest Tour – Trolley Tour &
Frick Museum

9:30 a.m. – 10:15 a.m.
Networking in Hall of Resources

9:30 a.m. – 4:00 p.m.
Know Your Numbers

9:45 a.m. – 4:30 p.m.
Toolkit

10:15 a.m. – 11:15 a.m.
Concurrent Professional Development
Session IV

11:30 a.m. – 12:30 p.m.
Concurrent Professional Development
Session V

12:30 p.m. – 2:15 p.m.
Lunch & Annual Business Meeting

2:15 p.m. – 3:15 p.m.
Concurrent Professional Development
Session VI

3:15 p.m. – 3:30 p.m.
Refreshments Outside Professional
Development Session Rooms

3:30 p.m. – 4:30 p.m.
Concurrent Professional Development
Session VII

5:30 p.m. – 6:30 p.m.
Awards Reception, Leadership Photos

6:30 p.m. – 10:00 p.m.
Awards, Dinner, & Entertainment

Wednesday, October 6

6:30 a.m. – 11:00 a.m.
Registration/Information

7:00 a.m. – 8:00 a.m.
Riverside Walk/Run

7:00 a.m. – 10:00 a.m.
Breakfast – Delegates &
Spouses/Guests

9:00 a.m. – 11:00 a.m.
Lessons Learned Meeting

11:00 a.m. – 2:00 p.m.
ERAPPA Board Inaugural Meeting
(FY 2010/2011)



Monday Keynote Speaker



Erik Wahl

Erik Wahl is a recognized artist and speaker who challenges organizations to transcend mediocrity through creativity. His success as a speaker and unique understanding of vision traces back to his training as an artist. He holds a Bachelor's degree from the University of San Diego where he studied both art and business. After first working in the business world and playing with his art, he now plays in the business world by working with his art.

He has founded The Wahl Group, a consulting firm specializing in helping organizations identify and implement breakthrough thinking to achieve extraordinary results. Erik Wahl's special blend of warmth, humor, and experience helps audiences identify their unchallenged roadblocks to success. He is passionately committed to helping businesses explore new levels of vision and performance through creativity.

His program, The Art of Vision, is uniquely designed to channel innovative strategies to create extraordinary results. By breaking apart the traditional rules, Erik Wahl challenges and inspires organizations to redefine their commonly held assumptions and misconceptions about vision, goals, success, and creativity.

Discover how you can sharpen your own creative skills, and identify a personal style for inspiring yourself and others to rethink vision and purpose. The principles in his uplifting and highly practice message will redefine the role of a leader as an artist as well as an architect. Each programs ends with a live dynamically choreographed painting that leaves the audience in awe.

Sponsored by:



Tuesday Plenary Speaker

John Mahaffie has been a speaker and consultant on the future since 1987. He has authored over three dozen futures studies for corporations, government agencies, and nonprofit groups. He is an author and speaker on the future of science and technology, the environment, transportation and infrastructure, health and medicine, work and worklife, telecommunications, and other futures topics.

John gives courses and workshops on futures topics and techniques for corporations, government agencies, and trade and professional associations. John's recent projects have included workshops on scenario development, studies on telecommunications, and research and presentations on the future of libraries.

John co-authored *2025: Scenarios of U.S. and Global Society Reshaped by Science and Technology* (Oakhill, 1997) with Joe Coates and Andy Hines. Other books include *From Scan to Plan: Integrating Trends into the Strategy Making Process* (ASAE, 2003), *Future Work* (Jossey Bass, 1990), *Managing Your Future as an Association* (ASAE, 1994), and *The Future of the Apartment Industry* (NMHC, 1995).

John is a co-founder and past Board Chair of the Association of Professional Futurists. In his spare time, he also helps lead the Northwest Washington Little League.



John Mahaffie

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Tuesday Special Program



Dr. Mark Taylor

Dr. Mark Taylor is a nationally recognized educator, expert, speaker and consultant dedicated to helping colleges and universities better understand and serve our students for learning, development, persistence and successful integration into the “after college” world and businesses and organizations to better manage the multigenerational workplace, and to successfully bring younger workers into productive roles.

Building on over 25 years of experience in higher education, management and the helping professions, Dr. Taylor’s has worked with over 200 schools in 38 states, made presentations at state, regional, and national events, and consulted with business clients like 20th Century Fox, Wal-Mart, the University of Tennessee Hospital and the U.S. Army.

Dr. Taylor holds a Bachelors degree in Psychology and Biology, a Masters degree in Social Work and a Doctorate in Counseling, all from the University of Arkansas. He was most recently the Director of Guidance Services at Arkansas State University at Beebe where he was responsible for counseling, disability, career, testing, academic advising, orientation, housing/ residence life, student activities/ leadership, student success programming and other student services. He left that position in January 2006 to continue his research and programs to improve educational services to Generation NeXt, and the other students we serve, and to assist managers in the workplace. Dr. Taylor has been licensed as a psychotherapist in Arkansas since 1981. He has also worked as a college professor and academic administrator, medical administrator and clinical psychotherapist. His eye-opening perspectives grounded in data and the literature, practical suggestions and humorous presentation style has made him a popular training consultant with numerous schools, colleges and professional organizations.

APPA Supervisor's Toolkit Presenters



Nancy Yeroshefsky

Nancy Yeroshefsky, Assistant Director of Facilities Human Resources and Payroll, has over 25 years of human resources experience, 20 of which have been with Facilities Management at the University of Maryland College Park. She is responsible for the management and oversight of all human resources and payroll functions for a staff of over 800. She has her master's degree in General Administration and Human Resources from the University of Maryland University College. Nancy is certified as a trainer for Zenger Miller's *FrontLine Leadership* program, is certified by her university as a Sexual Harassment Prevention trainer, and has conducted numerous training programs at her university as well as at APPA affiliated programs. She was a co-developer of APPA's Supervisor's Toolkit: Nuts and Bolts of Facilities Supervision and is a Master-Facilitator for the Toolkit program.



Carol Trexler

Carol Trexler, Associate Director, Facilities Human Resources, has over 20 years of experience at Rutgers, the State University of New Jersey. She is responsible for managing and administering all aspects of human resources to include payroll, benefits, labor relations, and professional development programs for the Facilities Division. Certified in Zenger-Miller's Frontline Leadership Program, she also serves as one of the Harassment Advisors at Rutgers. A graduate of Montclair State University, she has been active in ERAPPA, having served as newsletter editor, videotape library administrator, and chair of the Education Committee. Carol has also been the ERAPPA rep to the APPA Education Committee. Carol was a member of the design team for the Supervisor's Toolkit and is one of four Master Trainers.

Educational Facilities Professional Preparation Course



Jim Whittaker

Jim Whittaker is President of Facility Engineering Associates (FEA) a firm specializing in total asset management of facilities. Mr. Whittaker's specialization is in the areas of facilities asset management, O&M management, strategic facilities planning, project management, and facility management technologies. During his 23 years in the facilities industry, Jim has managed hundreds of facility engineering and consulting projects throughout the United States, in the UK, and Central and South America. He has both bachelor's and master's degrees in engineering and certifications through IFMA and APPA as a certified facility manager (CFM) and educational facilities professional (EFP), respectively. He was selected as a Fellow of the Royal Institute of Chartered Surveyors (FRICS) for his FM work experience, relationships, and lecturing throughout the UK. Mr. Whittaker has developed and teaches courses in IFMA's Professional Development program and at the APPA Institute and has presented at dozens of international facilities conferences. He was also appointed to the National Academies of Sciences Committee on Core Competencies in Federal Facilities Asset Management. He is a member of BYU's Facility and Property Management Program Industry Advisory Council and the Simon Institute Think Tank.

ERAPPA is the Eastern Region of



Welcome to Pittsburgh



A center of innovation, along with more than 100 billion dollar plus corporations, Forbes Magazine recently named Pittsburgh “America’s Most Livable City.”

The Pittsburgh region boasts a diverse economy with strengths in higher education, healthcare, the arts, technology; including nanoscience, robotics and cyber security, financial services and homeland security.

Pittsburgh is a national leader in volume of green building space in the United States including the David L. Lawrence Convention Center, the largest LEED certified convention center in the world and in the number of suppliers of green materials.

Pittsburgh enjoys a rich cultural arts community that includes world-class art galleries, professional opera, ballet, a world renowned symphony and a multitude of live theater productions. It also is home to the six time Super Bowl Champion Pittsburgh Steelers, six time World Series Champion Pittsburgh Pirates and three time Stanley Cup Champion Pittsburgh Penguins, whose home, the Consol Energy Center, is the newest and greenest venue in the National Hockey League.



Professional Development Sessions

Monday, October 4, 2010

EMERGING TECHNOLOGY Le Bateau Room		THE YOUNG PROFESSIONAL Kings Garden North Room
<p>Session I 10:30 a.m. – 11:30 a.m.</p>	<p>Utilizing Software and Web-Based Technologies in Resource Allocation for Custodial Services <i>Jason Luke, Harvard University</i></p> <p>This presentation demonstrates the appropriate use of available technologies in the development of custodial department staffing and service levels for a university campus in an ever changing economic and budgetary climate. This presentation shall discuss the development, implementation, and outcomes experienced at Harvard University by the Custodial and Support Services Associate Director while incorporating the technology into their department’s fiscal and operational planning model. The presentation shall include a demonstration of the technology.</p>	<p>How to Measure, Assess, and Lead Your Institution to Greatness! <i>Lander Medlin, APPA</i></p> <p>Presented by APPA, this session provides a no-nonsense, pragmatic look at facilities performance measurement systems: how they work, what they accomplish, and how successful facilities managers use performance and evaluation data to identify needed resources and execute positive change at their educational institutions. The session will utilize successful case studies, coupled with practical guidance from experts on how to effectively coordinate facilities performance and facilities management evaluations on your campus. An overview on two key APPA services, the APPA Facilities Performance Indicators (FPI) program and the APPA Facilities Management Evaluation Program (FMEP), will also be provided in this session.</p>
<p>Session II 1:00 p.m. – 2:00 p.m.</p>	<p>Personal Rapid Transit: Case Study of Ithaca, New York <i>Aileen Maguire Meyer, C&S Companies</i></p> <p>Personal rapid transit (PRT) is an emerging technology that has the potential to reduce VMT and associated GHG emissions. College campuses and small and mid-sized cities are ideal locations for PRT due to lower transit densities and the need for long service periods. This presentation will introduce PRT and its development status through a case study in Ithaca, New York.</p>	<p>Sustainability Implementation Is the Only Way to Make a Campus More Sustainable <i>Paul Qvale, Hillmann Group</i></p> <p>To implement sustainability in a higher education facility today, it is critical that educators, facility directors, administrators, and students work together as a unit. This is often accomplished by assembling a diversified “Green Team” with members from each sector as participants. This session will be a panel discussion that will explore this idea in detail.</p>

Professional Development Sessions

SUCCESSION PLANNING Kings Garden South Room	RIDING THE ENERGY WAVE Sterlings 2 & 3 Rooms	OPERATING FOR THE NEW CHALLENGE Sterlings 1 Room
<p>University Uses of Job Order Contracting: Procurement Tool for Coping with Today's Pressures <i>Vince Brennan, University of Vermont; Paul R. Schreyer, The Gordian Group, Inc.</i></p> <p>The University of Vermont's Job Order Contracting program saves time and money while improving the quality of work for small to medium-sized construction and asbestos, lead, and mold abatement projects. Learn how the university dramatically decreased response times, increased administrative efficiency, and is able to keep their internal clients 100 percent satisfied.</p>	<p>Presenting Tools to Lower Lighting Energy Costs <i>Shawn Good, Brinjac Lighting Studio</i></p> <p>This presentation will shed some light on the dark secrets about lighting technologies and techniques. With so many products claiming to reduce energy and maintenance costs, how do you know what to believe? We will look at new technologies, such as LEDs, induction lamps, and improvements to old standards as we attempt to dispel some of the misinformation. Additionally, we will discuss common sense techniques and practices to lower energy and maintenance costs.</p>	<p>Rallying Resources to Protect a Unique Campus Icon: The Elm Yellow Story at Penn State <i>Jeff Dice, Penn State University – University Park</i></p> <p>The University Park campus at Penn State is home to a unique and historic collection of American Elm trees. Collectively, the elm trees create an idyllic campus aesthetic that is revered by Penn Staters. Jeff Dice, supervisor of grounds, will discuss how the Penn State community, faculty, alumni, and staff have rallied together to save this unique campus treasure.</p>
<p>The Green Innovators Project: A Community-Driven Adaptive Reuse – Pittsburgh Vo-Tech School <i>Dr. Deno De Ciantis, Penn State University – The Penn State Center: Engaging Pittsburgh</i></p> <p>The Pittsburgh Green Innovators Project is creating a state-of-the-art sustainable complex that will meet the increasing demand for workforce training programs in sustainable industry sectors; offer business incubation and support services for early-state companies commercializing sustainable technologies; and support expansion of the region's capability of current university-related research. The building will employ an integrated energy generation system that includes geo-thermal, solar, wind, and micro-turbine equipment powered by a variety of fuels. The building infrastructure will be fully accessible to the public and serve as an educational platform for exploring various alternative and renewable technologies.</p>	<p>Campus Energy Management Using Computer and Internet Technology <i>William Hartigan, Providence College</i></p> <p>Providence College is forging ahead with a campus-wide building automation system master plan that networks each building back to a computerized management system and offers, as well, an Internet off-site access to this system to improve space comfort while focusing on a 30 percent reduction in campus energy consumption. This master plan, in Phase 1, involves collecting the various building automatic control systems that are ready for interface now with the head-end computer no matter which ATC manufacturer's systems are in the buildings. Phase 2 will convert the remaining buildings' ATC systems to the head-end computer after making ATC upgrades to these existing controls.</p>	<p>Why Sustainability Is Important to Your Organization <i>Leslye R. Kornegay, University of Vermont</i></p> <p>The three things to consider when it comes to sustainability are the environmental impacts, economical impacts, and the social impacts. All three areas must be evaluated in order to truly be sustainable. Today's leaders are challenged to produce leaner operations; our customers and environmental groups demand we be green. Learn how the UVM Custodial Services Department made some very dramatic changes to improve its "carbon footprint" and how adjusting our economical impact had positive impacts on our social and environmental processes.</p>

Professional Development Sessions

Monday, October 4, 2010

EMERGING TECHNOLOGY Le Bateau Room		THE YOUNG PROFESSIONAL Kings Garden North Room
<p>Session III 3:00 p.m. – 4:00 p.m.</p>	<p>Security Technology – How Do We Get to the Future? <i>Robert M. Waldhuber, Penn State University – University Park</i></p> <p>In order to develop and implement a successful security program in an academic, research, and outreach institution, the security program stewards must develop several underlying core elements, including:</p> <ul style="list-style-type: none"> • A strategic security plan which is consistent with the institution’s mission, culture, and resources, • A broad-based policy mandate which prescribes the security program measures to be implemented, • Stakeholders from across a broad spectrum of the institution’s landscape, • A suite of forward-looking, integrated, sustainable technology solutions which optimize utilization of legacy systems 	<p>More Than Just a Job Description: Bringing Employees Together in a Decentralized Campus <i>Judy Clay, University Facilities & Services</i></p> <p>How successful we are is based more on our interpersonal skills than our technical expertise. In the modern facilities world, we’ll explore ways to make your staff feel valued and appreciated when we look beyond the wrench and mop and ask staff to fully participate in achieving the mission of our educational institutions.</p>

Professional Development Sessions

SUCCESSION PLANNING Kings Garden South Room	RIDING THE ENERGY WAVE Sterlings 2 & 3 Rooms	OPERATING FOR THE NEW CHALLENGE Sterlings 1 Room
<p>On the Edge: Why Off-Campus Development is a Smart Move <i>Edmund Klimek, AIA, KSS Architects; John Ziegler, AIA, Princeton University; Robert Rittenhouse, Aegis Property Group</i></p> <p>As institutions seek to accommodate burgeoning enrollment and infrastructure needs in our current environment of physical, financial, staffing and scheduling constraints, off-campus development offers ample opportunities in building design and financing. This presentation demonstrates how institutions can partner successfully with private developers to address campus expansion efficiently and economically.</p>	<p>The Real Lessons and the Real Data and the Real Costs of a Solar PV System: A Case Study <i>Carl Salas, Salas O'Brien Engineers, Inc.</i></p> <p>Photovoltaic (PV) systems are installed to generate electricity and to avoid electric costs. This presentation will cover, in detail, the financial sensitivities associated with PPAs and the real, operational data from a number of installed solar PV systems.</p>	<p>Sustainable Asset Management – Reaching the Pinnacle <i>William Roth, Stantec Consulting Limited</i></p> <p>Higher education asset and facility managers face an increasing list of priorities that compete for their attention, time, and limited capital and maintenance dollars. Determining where to spend money to receive the highest and best return on investment is becoming more complex each year. Balancing the competing priorities of renewal, code, environmental, functional/program, and the ever-increasing need to be “green” can leave asset managers’ head spinning.</p> <p>We will introduce a framework for sustainable or integrated asset management which can be applied to organizations in conjunction with consistent, defensible building information that can aid in prioritizing capital spending while attempting to balance the competing priorities. The framework is broken down into two parts, each consisting of two separate competing factors. The first we call, “have to do,” which consists of the foundation of renewal capital and the subsequent requirements to address code and environmental factors (hazardous materials, asbestos, etc.) that are triggered by renewal activities. The second half of the hierarchy, which we call, “want to do,” consists first of the functional and program aspects of a building that help to create the best possible learning environment for students, followed by the integration of sustainable or “green” principles into the recapitalization of a portfolio.</p> <p>We will explore the factors individually and how we can better create synergies among them to help build toward a truly sustainable asset management strategy.</p>

Professional Development Sessions

Tuesday, October 5, 2010

EMERGING TECHNOLOGY Le Bateau Room		THE YOUNG PROFESSIONAL Kings Garden North Room
<p>Session IV 10:15 a.m. – 11:15 a.m.</p>	<p>Improving Operational Efficiency and Engaging Your Company through LEED-EB Certification <i>Maureen Roskowski, Facility Engineering Associates</i></p> <p>The LEED for Existing Buildings (EB) certification process has become a tool to guide facility managers through operational changes to reducing water and energy consumption, minimize waste, and minimize the negative impact of their operations on the environment. In addition, it is a tool to engage population and community. This session will present the real-world examples of two organizations that have been through the LEED-EB certification process and how the steps they've taken along the way have improved the way they operate. We will show you the real costs and benefits of LEED-EB certification.</p>	<p>Special Program – Managing for Success in the Multigenerational Workplace (Session 1 of 2) <i>Dr. Mark Taylor, Taylor Programs</i></p> <p>Today's workplace can be an exciting, though not always harmonious, mixture of four generational cohorts: older Traditionals, mature Boomers, early to mid-career Xers, and our youngest workers from Generation NeXt. Understanding the generations is becoming more important as demographic changes anticipate the forthcoming mass retirement of the still-working Traditionals and leading-edge Boomers, with insufficient numbers of Xers available to fill their slots, leaving gaps in institutional knowledge, organizational loyalty, and mission orientation, not to mention raw numbers of leaders. Many managers today are reporting issues with the knowledge, skills, and values readiness and workplace integration of Generation NeXt. Successful management will increasingly require being able to understand, communicate with, (cont. next page)</p>
<p>Session V 11:30 a.m. – 12:30 p.m.</p>	<p>Managing Campus Assets in a 3D World <i>Martha Averso, PE, Gannett Fleming; Steve Korzekwa, Gannett Fleming</i></p> <p>The ability to integrate CADD, BIM, and GIS data provides a valuable opportunity to managers responsible for campus operations. Several applications from a university campus that demonstrate the potential of these integrations will be presented, with a focus on energy efficiency, security, and facility management. The demos will highlight the ability to include facility and infrastructure data in real time, and provide a first-person walkthrough visualization of 3D data and how it might be used by a campus manager. Spatial queries will demonstrate the unlimited potential inherent in this combination of technologies.</p>	<p>Special Program – Managing for Success in the Multigenerational Workplace (Session 2 of 2) <i>Dr. Mark Taylor, Taylor Programs</i></p> <p>See Session IV for program description.</p>

Professional Development Sessions

SUCCESSION PLANNING Kings Garden South Room	RIDING THE ENERGY WAVE Sterlings 2 & 3 Rooms	OPERATING FOR THE NEW CHALLENGE Sterlings 1 Room
<p>Special Program – Managing for Success in the Multigenerational Workplace (Session 1 of 2) <i>Dr. Mark Taylor, Taylor Programs</i></p> <p>and lead everyone from each generational group. Understanding typical generational values, traits, preferences, and styles can improve recruitment management and workplace effectiveness, harmony, and employee satisfaction and retention. This workshop will address the generational traits, issues, and dynamics in the workplace with specific, immediately applicable suggestions for developing the most productive, positive, and effective work setting for all workers.</p>	<p>Data Centers and Green Initiatives – The Focus of Energy Efficiency and of LEED Certification <i>Mark Evanko, BRUNS-PAK</i></p> <p>Data center power consumption has been recognized by the U.S. Department of Energy as one of the largest consumers of electrical source power. The trends of increased data center power consumption have caused tremendous legislative initiatives to control/monitor/regulate the demand. Accordingly, the data center planning and design have focused on energy efficiency initiatives. This presentation provides an overview of the impact of new computer technology and the considerations in developing high availability facility infrastructures with specific emphasis on server virtualization and consolidation. The speaker will also discuss the importance of short/long-term planning and how it influences data center financial liabilities. Hear about options and alternatives to investigate when developing data centers, as well as a view of industry trends that have been gathered from practical consulting, design, and engineering experiences. In addition, the speaker will talk about local, regional, and national regulations that may affect your ability to construct your data center of the future.</p>	<p>Finding the Way: Designing Wayfinding-Friendly Architecture and Signs <i>Scott Saunders</i></p> <p>This presentation will provide knowledge and information to make quality and valuable decisions; it will provide tools to help navigate the complex codes and regulations affecting signage; and Scott will provide insight regarding various aspects of planning, design, wayfinding, and implementation of an effective, wayfinding-friendly, code-compliant, and long-term maintenance-friendly hospital signage program.</p>
<p>Special Program – Managing for Success in the Multigenerational Workplace (Session 2 of 2) <i>Dr. Mark Taylor, Taylor Programs</i></p> <p>See Session IV for program description.</p>	<p>Energy Awareness – Transforming the Energy Culture <i>Daniel Weeden, ENERActive Solutions</i></p> <p>ENERActive Solutions introduces the concept of helping colleges and universities develop enduring sustainability initiatives through leveraging engineered solutions and technology with cultural transformation programs and gaming education. This aggregate approach to a successful environmental program ensures institutions looking to achieve climate neutrality have a long-term pathway to success.</p>	<p>Insulation: The Forgotten Technology <i>Ronald L. King</i></p> <p>Lack of knowledge and recognition for mechanical insulation being a core competency in building and energy management, sustainability, safety, and building performance has resulted in this technology being undervalued and underappreciated. No facilities, government or private, are immune from this characterization. There has never been a more important time to think about insulation differently.</p>

Professional Development Sessions

Tuesday, October 5, 2010

	EMERGING TECHNOLOGY Le Bateau Room	THE YOUNG PROFESSIONAL Kings Garden North Room
<p>Session VI 2:15 p.m. – 3:15 p.m.</p>	<p>Virtualizing the Facilities Emergency Notification Process <i>Joe Remillard, Cornell University</i></p> <p>Use technology to create a “virtualized” facilities customer service and dispatching operation that can function remotely from any location at any time. Learn from a non-IT perspective how process mapping, the Internet, and wireless technology can help your organization respond to increasing customer expectations around the gathering, retention, management, and sharing of information in emergency situations. This beginner’s level presentation will help managers, supervisors, and operations personnel from organizations of any size take their first steps toward the increased level of service and flexibility a virtualized customer service function can provide.</p>	<p>How Can a Duck (Yes, We Said a Duck) Play a Positive Role on Your Project Team? <i>John Shenette, Smith College; Warren Cochrane, RDK Engineers</i></p> <p>Are we losing the art of face-to-face communication and teambuilding in today’s highly technological environment? Learn what one successful team (with a little help from on every effective duck) did during their three-year design/build project at The Clark Science Center at Smith College to create a strong and collaborative environment.</p>
<p>Session VII 3:30 p.m. – 4:30 p.m.</p>	<p>Beyond Energy Conservation Measures: How to Create an Institutional Energy Strategy <i>Jerry DeSantis, PE, SUNY – Oswego; Glenn Heyer, PE, LEED AP, C&S Companies</i></p> <p>Traditional energy conservation practice has focused on energy conservation measures. Deregulations and a need for climate change as embodied in the ACUPCC have changed the focus to a strategic and policy issue that requires a systems analysis approach. We will discuss how this affects facilities and energy managers and present tools and processes that can be used to develop an energy strategy that benefits both financial and institutional perspectives.</p>	<p>The Power of Leading Through Relationships in the Workplace <i>Jim Barbush, Pennsylvania State System of Higher Education</i></p> <p>Effective workplace relationships (EWRs) produce connectivity that drives successful goal achievement for you and your organization. Discussion will provide tools to develop EWRs and answer these questions:</p> <ol style="list-style-type: none"> 1. What is an EWR between co-workers? 2. What prevents EWRs, resulting in diminished success? 3. How can EWRs lead to goal achievement?

Professional Development Sessions

SUCCESSION PLANNING Kings Garden South Room	RIDING THE ENERGY WAVE Sterlings 2 & 3 Rooms	OPERATING FOR THE NEW CHALLENGE Sterlings 1 Room
<p>Strategies for Future-Proofing Your New Buildings <i>Robert Kennedy, PE, CEM, EYP; Howard Holden; Todd Holland, Five Colleges, Inc.</i></p> <p>This dynamic session examines strategies for making the most of future-proofing new buildings from an energy perspective. Presenters will reveal effective methods for keeping projects on budget during the design phase. Additionally, attendees will learn how to analyze actual vs. designed use to inform strategic adjustments for optimizing energy budgets.</p>	<p>Water Conservation – Innovative Opportunities in Higher Education <i>Tony Cupido, McMaster University</i></p> <p>In cooperation with CFaR, a formal study (survey and interviews) was conducted to determine the best water conservation practices used by APPA member institutions. The outcomes of the study are highlighted in this nontechnical presentation and will be of interest to all individuals who value water as a precious resource.</p>	<p>Beyond Benchmarking – Implementing Change After You Have the Facilities Performance Data <i>Dr. Cornelius Wooten, Indiana University of Pennsylvania; Mark Geletka, Indiana University of Pennsylvania; James Kadamus, Sightlines, LLC</i></p> <p>So you’ve gone to the trouble and expense of benchmarking your institution against your peers; now what? Armed with a comprehensive set of statistically comparative metrics, the presenters describe how they took benchmarking to the next level to form the basis for Indiana University of Pennsylvania (IUP) Facilities Management Department’s strategic initiative. Institutional leaders responsible for positioning their facilities and services in total support of their university’s academic mission may be interested in learning how IUP is addressing challenges from capital budgeting methods to operational efficiency issues.</p>
<p>Supporting the Educational Mission and Sustainability Initiatives with Effective Capital Planning <i>Daryl Boyce</i></p> <p>With increasing enrollment and limited funding, higher education institutions are always looking for innovative ways to prepare their campuses for the future. In this presentation, learn how Carleton University developed a Facility Condition Assessment Program to accurately collect and analyze data and optimize the facility capital planning process.</p>	<p>Power Quality Solutions and Energy Savings – What Is Real? <i>Daniel J. Carnovale, PE, Eaton; Dr. Gregory Reed, University of Pittsburgh</i></p> <p>Power systems are becoming more sophisticated with advances in power electronics, controls, and monitoring solutions. Issues related to power quality (PQ) and energy management (EM) are more prevalent and the cost of poor reliability can be staggering. In many cases, experts are required to diagnose and apply cost-effective solutions to power systems. Leaders in this area have created a facility – Power Systems Experience Center (PSEC) – to demonstrate, teach, and research power quality and energy management problems and solutions. This facility, located in Pittsburgh, is used to exhibit, test, and highlight advancements made in the field of PQ, EM, and power system analysis. The unique multimillion dollar facility showcases solutions under extreme power system conditions and scenarios. The safe, controlled environment is the ideal venue for training, testing, and product demos.</p>	<p>Streamlining the Physical Plant at Penn State Berks with Internet Maintenance Management <i>Mark Dawson</i></p> <p>This is a case study on Penn State Berks’ implementation of easy-to-use and low-cost maintenance and preventive maintenance software which has resulted in saving the facilities department time while improving customer service levels. All facilities, maintenance, and operations professionals – at all levels – are invited to attend this session.</p>

Entertainment



Sunday, October 3

Golf Outing

Sunday 6:00 a.m. – 3:00 p.m.

The ERAPPA 2010 Conference golf outing will be held at Quicksilver Golf Club located in Midway, Pennsylvania. Tucked among western Pennsylvania’s rolling hills, the fairways are lush, and the greens fast and true. Quicksilver offers the best-quality golf facility at affordable prices. The club is proud to have hosted the Senior PGA Tour and the Ben Hogan (now Nationwide) Tour.

You can travel by bus or drive your own vehicle from the Hilton Pittsburgh to the Quicksilver Golf Club, which is only 30 minutes from downtown Pittsburgh. Your fee includes the bus to and from the course, greens fee, riding cart, breakfast, lunch, and prizes. The outing will be a scramble format with an 8:00 a.m. shotgun start on Sunday morning.

Spouse/Guest “Ice Breaker”

Sunday 9:00 a.m. – 10:00 a.m.

Prior to heading out to explore Pittsburgh on your own or as part of our planned spouse/guest program, stop by the Heinz Room from 9:00 a.m. until 10:00 a.m. for an ice breaking session. Here you will receive general information that will be helpful during your stay in Pittsburgh, as well as meet other spouse/guest participants. Come enjoy breakfast, meet new friends, and prepare to be WOW-ed by Pittsburgh!

Heinz History Center & Strip District

Spouse/Guest Tour

Sunday 9:30 a.m. – 4:00 p.m.

From the pre-Revolutionary drama of the French and Indian War to the legendary match-ups of the Super Steelers, discover 250 years of Pittsburgh history at the Senator John Heinz History Center.

The History Center, affiliated with the Smithsonian Institution, is the largest history museum in Pennsylvania. It houses a “museum within a museum” – the state of the art Western Pennsylvania Sports Museum, where visitors can relive the many great moments in Pittsburgh sports history through interactive exhibits, artifacts, and audio-visual programs.

Bus transportation will be provided, arriving at the museum at approximately 10:00 a.m. Visitors will tour the museum at their leisure, and may choose to continue their day with a stroll through Pittsburgh’s historic Strip District, well known for its retail food markets, shops, and restaurants. In order to provide flexibility for visitors, no lunch will be provided. However, the History Center does house a snack bar, and the Strip District provides many interesting options for lunch. Return bus transportation to the hotel will be provided at selected times throughout the afternoon.



University of Pittsburgh/ Carnegie Mellon University Campus Tours

Sunday 12:00 p.m. – 4:00 p.m.

The University of Pittsburgh, commonly known as “Pitt,” was founded in 1787 as a small private school (the Pittsburgh Academy) and was located in a log cabin near Pittsburgh’s three rivers. In the more than 220 years since, the university has evolved into an internationally recognized center of learning and research. The tour of Pitt will include a stop at the historic Cathedral of Learning, the second-tallest education building in the world, at 42 stories and 535 feet tall. The iconic building serves as the geographic and traditional heart of the Pitt campus.

Carnegie Mellon University is a global research university of more than 10,000 students, 70,000 alumni, and 4,000 faculty and staff. Recognized for its world-class arts and technology programs,



collaboration across disciplines, and innovative leadership in education, Carnegie Mellon is consistently a top-ranked university. The best way to understand the university’s philosophy of education, its energetic campus life, and its rich history is to visit the campus in Pittsburgh.

Hall of Resources Grand Opening Reception Conference Event

Sunday 5:30 p.m. – 7:30 p.m.

Join us as we kick off the 2010 ERAPPA Conference and open our Hall of Resources. Additional verbiage to be added.



Monday, October 4

Fallingwater Spouse/Guest Tour

Monday 9:30 a.m. – 4:00 p.m.

Designed by America’s most famous architect, Frank Lloyd Wright, Fallingwater was built between 1936 and 1939. The house was designed by Wright as a vacation home for his clients, the Kaufmann family (owners of Pittsburgh’s Kaufmann’s department stores – now part of the Macy’s chain), who occupied the house until the mid-1960s. Now a National Historic Landmark, the house is built over a 30’ waterfall. Fallingwater sits in a scenic, wooded setting in southwest Pennsylvania’s Laurel Highlands, 90 minutes from downtown Pittsburgh. With fall foliage at or near peak during the visit, this tour promises to delight.

Entertainment



An Evening Celebrating Pittsburgh’s Cultural Heritage at the Phipps Conservatory Conference Event

Monday 5:30 p.m. – 10:00 p.m.

Our Monday evening event will treat guests to a tour of Pittsburgh’s rich cultural heritage while enjoying the breathtaking setting of Phipps Conservatory. Located in Pittsburgh’s historic Oakland area between Carnegie Mellon University and the University of Pittsburgh, the Conservatory was commissioned in 1893 as a gift to the city by steel baron Henry Phipps. The Conservatory is one of the nation’s oldest and largest Victorian glass conservatories.

Guests will stroll through 17 enchanting botanical experiences, including delights ranging from the Orchid Room and formal Victorian and French gardens to the Desert Room. After the tour, guests will gather in the newly constructed Tropical Forest Conservatory and



Special Events Hall, where the celebration of Pittsburgh’s cultural heritage will begin. Well known as a cultural melting pot, Pittsburgh’s proud ethnic roots continue to thrive in local neighborhoods, as evidenced through the many active cultural groups in the area. Several of these groups will be on hand to share their cultural influence through music and dance. Not to be left out, the evening’s culinary offerings will provide an international tour of Pittsburgh’s heritage through various ethnic food and dessert stations.



Tuesday, October 5

Trolley Tour of Pittsburgh/Frick Art & Historical Center/Lunch at the Grand Concourse

Spouse/Guest Tour

Tuesday 9:30 a.m. – 4:00 p.m.

The morning will include a scenic tour of Pittsburgh in a charming 1920s-style trolley operated by Molly’s Trolleys. Lunch will be served at the stately Grand Concourse restaurant, located in the historic Pittsburgh and Lake Erie railroad station in Pittsburgh’s Station Square entertainment area. After lunch, the trolley will escort guests to the Frick Art & Historical Center. Located in Pittsburgh’s East End, the Frick displays the legacy of Helen Clay Frick, daughter of Henry Clay Frick, one of America’s great industrialists. Guests will have the opportunity to tour Clayton, the main house, as well as magnificent art exhibits, a vintage car and carriage museum, and beautifully landscaped gardens.



Reception/Awards Presentations and Banquet

Conference Event

Tuesday 5:30 p.m. – 10:00 p.m.

Mingle with colleagues and business partners during the Pre-Banquet Reception hosted in the Ballroom Foyer for one hour prior to the Awards Presentations and Banquet.

Following the Pre-Banquet Reception, join your ERAPPA friends in the Ballroom as we recognize the efforts and accomplishment of your colleagues during the Awards Presentations.

Relive your favorite conference moments as scenes from the event pass by while you enjoy your Awards Banquet meal.

After dinner, sit back, relax, and enjoy the hilarious musical comedian, Mark Eddie. His mix of impersonations and playful takes on popular favorites are sure to end the evening on a special note!

Wednesday, October 6

Riverside Walk/Fun Run

Conference Event

Wednesday 7:00 a.m. – 8:00 a.m.

This popular conference closing event will take place right outside the hotel property along the waterfront area of the point. Participants will traverse a pedestrian bridge and walk/run along the north shore of the Allegheny River. A walkway adjacent to the river provides nice views of the city, Heinz Field (home of the Pittsburgh Steelers), and PNC Park (home of the Pittsburgh Pirates).

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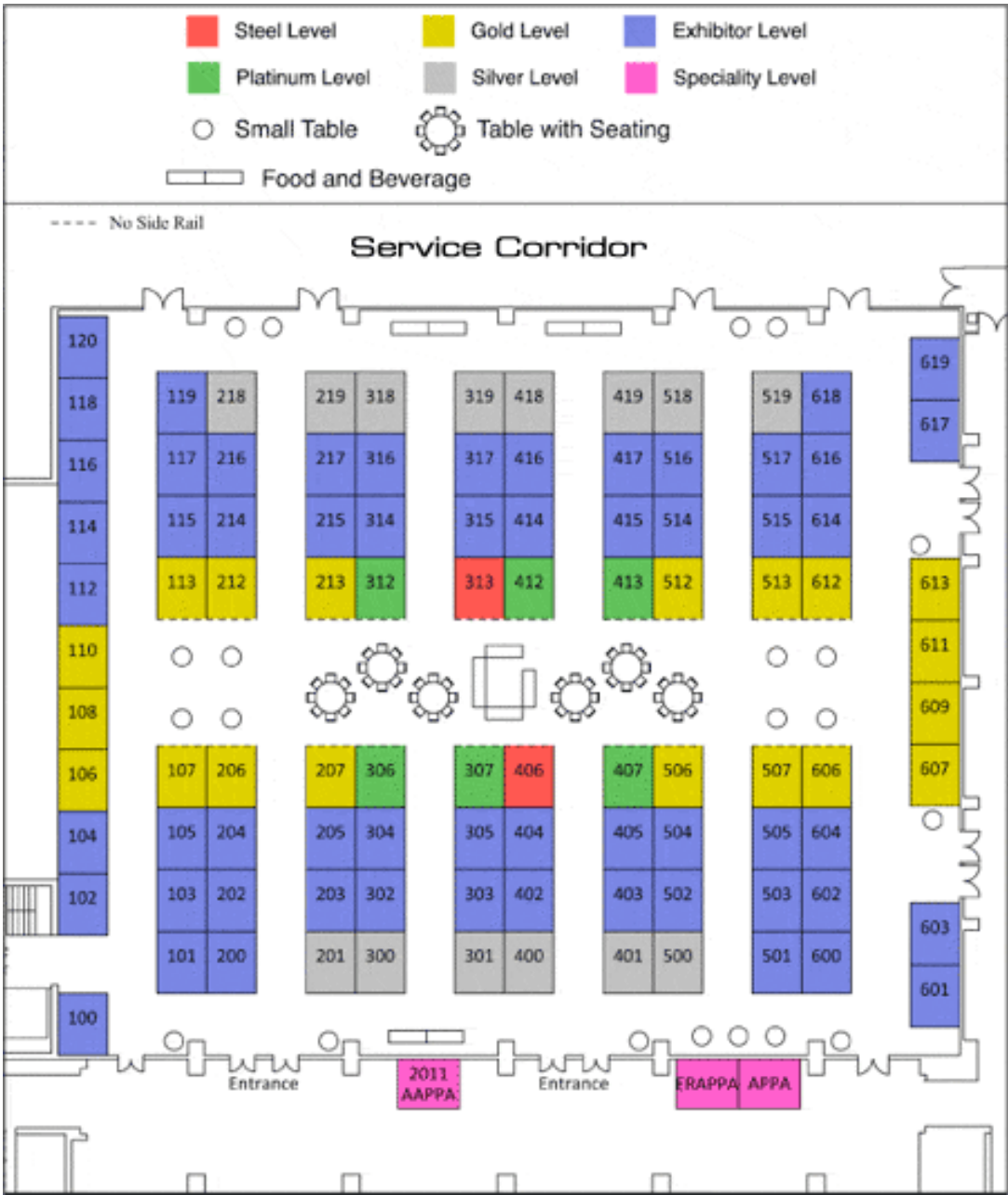
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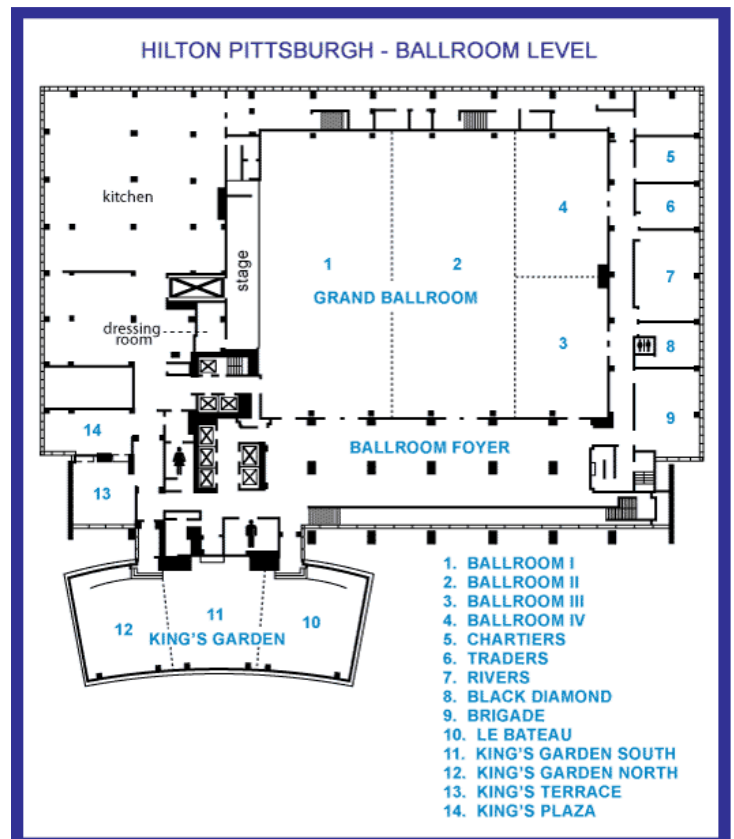
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Booth #	Company	Booth #	Company
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405	Taylor Wiseman & Taylor	406	Western Group
407	Suffolk/Berry	412	Trane
413	Turner Construction Co.	414	Bird Construction Company
415	IKM, Inc.	416	AccuScan
417	Gale Associates, Inc.	418	Parsons Brinckerhoff
419	SchoolDude.com	500	Alexander Building Construction Co.
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503	KBE Building Corporation	504	Weber Murphy Fox
505	Barton Education	506	Buchart Horn/BASCO Associates
507	Pennoni Associates, Inc.	512	STV Architects
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619	National Office Furniture		

Hall of Resources Map



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AKF is an award-winning, full service engineering firm, specializing in HVAC, electrical, plumbing, fire/life safety, controls, central utilities, energy management, technology, critical systems, commissioning, testing, lighting design, and sustainable design services. With offices in Arlington, VA; Boston, MA; Columbus, OH; Minneapolis, MN; New York, NY; Philadelphia, PA; Princeton, NJ; Rochester, MN; Stamford, CT; and Mexico City, Mexico, AKF provides engineering services for a wide range of facility types including corporate, education, healthcare, critical systems, central utilities, science and technology, residential, retail, cultural, and hospitality. We are members of the United States Green Building Council, as well as the Mexico GBC and we actively encourage our firm members to become LEED Accredited Professionals.

Exhibitor/Sponsor Directory

Alexander Building Construction Co.

Silver Sponsor | Booth 500

315 Vaughn Street
Harrisburg, PA 17110
Phone: (717) 234-7041
lauren.herman@alexanderbuilding.com
www.alexanderbuilding.com

Alexander Building Construction Co. provides construction management and general contracting services for corporate, commercial, and institutional clients in central Pennsylvania. With a heritage of over 80 years, the company has a reputation for high-quality, cost-effective construction management services and is recognized as the premier builder of the region's largest, most complex structures. The firm possesses significant experience in the construction of healthcare facilities, colleges and universities, K-12 schools, parking garages, corporate office buildings, and mid and high-rise residential towers.

Architectural Window Systems LTD

Exhibitor | Booth 120

26 Club Lane
Wilmington, DE 19810
Phone: (239) 248-7078
jmoyer1528@aol.com
www.archwinpros.com

Architectural Window Systems (AWS) LTD specializes in restoring and/or replacement of steel and wood windows and doors in colleges and universities. We have over 25 years of experience in historic buildings and are sanctioned by the Department of Interior National Park Service to work on buildings on the historical register.

AssetWorks, Inc.

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Phone: (210) 301-1706
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AssetWorks is a leading provider of technology for facilities management organization in higher education. AiM™ by AssetWorks is an enterprise asset management (EAM) software solution that enables organization to manage space and assets, streamline operations, and improve project performance. To learn more, view the AiM video at www.assetworks.com/aimvideo.

Atlas Technologies, LLC

Exhibitor | Booth 303

PO Box 314
Sharpsville, PA 16150
Phone: (724) 456-6552
adaugherty@atlas-titan.com
www.atlas-titan.com

Atlas Technologies is the industry's best solution for increasing wall-mounted toilet capacity and preventing injury due to wall bracket and toilet failure. Many toilets are graded to handle up to 1,000 pounds, but the brackets rarely hold more than 350 and loosen over time. Atlas' Titan support is the easiest and most effective way of preventing loose brackets and is available in a permanent installation.

Auburn Manufacturing, Inc.

Exhibitor | Booth 215

PO Box 220
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Phone: (207) 345-8271
rcox@cdm.com
www.auburnmfg.com

Auburn Manufacturing makes energy-saving textiles for high-heat systems. Our new EVER GREEN® Cut 'n Wrap™ Insulation Kit provides district energy facilities with a simple, economical way to self-insulate bare pipe flanges and valves against heat loss at elevated temperatures, with significant reductions in greenhouse gases. Payback period is less than one year.

Barclay Water Management, Inc.

Silver Sponsor | Booth 201

150 Coolidge Avenue, P.O. Box 318
Watertown, MA 02471-0318
Phone: (617) 926-3400
ssimpson@barclaywm.com
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Barclay Water Management delivers solutions to meet customers' chemical process and energy management challenges. We optimize performance through a systems approach with documented results, using training, engineering, and water treatment application technology. In business for over 75 years.

Exhibitor/Sponsor Directory

Barton Education

Exhibitor | Booth 505

Susquehanna Commerce
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221 W. Philadelphia Street
York, PA 17401
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jth@ba-inc.com
www.ba-inc.com

As the largest independent mechanical, electrical, and plumbing consulting firm headquartered in Central PA, Barton Associates, Inc. has provided quality engineering solutions for education facilities throughout the Mid-Atlantic Region since 1968.

Barton Education is a division of Barton Associates that serves education facilities exclusively. Our team of more than 60 registered professional engineers, designers, CADD technicians, and support staff do more than just design MEP systems. We offer a holistic approach to any new construction, addition, or renovation project. From energy studies and facility master planning to systems design and controls and commissioning, Barton Associates helps facility owners and operators achieve their goals for safety, comfort, and efficiency.

Belimo Americas

Silver Sponsor | Booth 519

43 Old Rlidgeberry Road
Danbury, CT 06810
Phone: (203)749-3343
jennifer.goodrow@us.belimo.com
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Belimo Americas is a world leader in the design, manufacture, and marketing of damper actuators and control valve assemblies used in commercial HVAC systems. Belimo Americas is also well known for its innovation of the direct-coupled actuator and innovations in pressure independent control valve technology. Belimo Americas provides the solutions that customers need to maintain an efficient building environment.

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Exhibitor | Booth 118

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Bird Construction Company

Exhibitor | Booth 414

5403 Eglinton Avenue West
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Phone: (416) 620-7122
mark.mclaren@bird.ca
www.bird.ca

Bird Construction Company is a leading general contractor in Canada with offices coast to coast. Bird has been providing construction services to a long list of new and repeat clients for decades. The company also provides pre-construction services and has acted as a key member on many public-private partnerships. With its wide scope, Bird's clients include preeminent firms in the commercial, institutional, retail, multi-tenant, industrial, and manufacturing sectors.

Blockhouse Furniture, Inc.

Exhibitor | Booth 101

3285 Farmtrail Road
York, PA 17406
Phone: (717) 764-5555
dgundy@blockhouse.com
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Blockhouse Furniture, Inc. has been providing the higher education market with high-use furniture for over 35 years. From dormitory to lounge furniture, Blockhouse provides superior value that saves money in as little as three years' time. Built to last, this could be the last furniture you purchase for the next several decades.

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Bravo! Group Services is one of the largest, privately-held facility service and outsourcing companies in the country. Bravo! provides housekeeping, mechanical maintenance, window cleaning, mail and administrative, and other employee outsourcing activities. The company is headquartered in Piscataway, NJ and operates branch offices in Arlington, VA; Charlotte, NC; and New Castle, DE. Bravo! is ranked No. 150 Largest Woman-Owned Business in the U.S. From a strong tradition in housekeeping services, Bravo! has evolved to meet the demands of today's quality-drive, cost-conscious managers who are outsourcing their support services. Our expertise in managing labor allows Bravo! to remove costly inefficiencies and pass the savings to the client. Each client's requirements are unique, and therefore Bravo's broad range of services may be packaged individually or collectively. Either way, the client receives the benefit of highly specialized experts who deliver service in a professional, dependable manner.

BRUNS-PAK

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Buchart Horn, Inc./BASCO Associates is a multi-disciplinary firm providing architectural, engineering, environmental, planning, project management construction phase, and administrative services to a wide variety of clients. Our technical/support staff are based in 16 offices in PA, NJ, MD, WV, TN, MS, LA, and Germany. Engineering News Record has ranked us among the nation's 500 Design Firms and 200 Environmental Firms.

Burns and Roe Services Corporation

Exhibitor | Booth 214

2809 S. Lynnhaven Road, Suite 100
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Burns and Roe is a comprehensive engineering, construction, operations, and maintenance professional consulting service company. In addition to providing A/E services within the major engineering disciplines, Burns and Roe Services Corporation provides clients with customized facility and plant optimization, modernization, and O&M solutions. Our offerings are tailored to meet a client's specific needs and focus on sustainable facilities services (building energy audits, carbon reduction planning, LEED-EB: O&M, etc.) that draw upon our expertise in facility and plant utility master planning, energy conservation program development and implementation, utility infrastructure modernization services, and complete operations and maintenance (O&M) support.

Burt Hill

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With a focus on sustainable design, technology integration, and energy management, Burt Hill is an international design firm providing award-winning innovation and exceptional service to our clients. With locations in the United States, United Arab Emirates, and India, we are among the world's largest architecture, engineering, interior design, and landscape architecture companies. With studios dedicated to the design of academic buildings, student centers, housing, science and technology centers, and master planning, our experience enables us to approach each new project with an unmatched skill set of campus facilities solutions and best practices.

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CDM is a consulting, engineering, construction and operations firm delivering exceptional service to universities across the country. From environmental issues to energy management, we partner with our clients to solve the challenges facing today's campuses. We help colleges and universities improve their campus environments, infrastructure and facilities so they can more effectively achieve their educational mission.

Centennial Contractor Enterprises, Inc.

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Centennial provides responsive contracting services that support large facilities and infrastructures by managing construction projects focused on renovation, rehabilitation, and repair work. In addition to being a pioneer and expert in Job Order Contracting (JOC) programs, Centennial provides solutions that are integrated with the customer's needs, budgets, and operations.

Civil & Environmental Consultants, Inc.

Exhibitor | Booth 203

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Civil & Environmental Consultants, Inc. (CEC) provides a broad scope of services to support the post-secondary education market, including technical schools, community colleges, trade schools, colleges, and universities. CEC has a proven record of performance in solving site, building, and environmental issues in urban, suburban, and rural campus settings. Our services have assisted facilities directors, architects, MEP engineers, faculty, and administrators in addressing programming, design, construction, and sustainability requirements for educational, housing, sports and recreation, and infrastructure needs. CEC offers a holistic and integrated services approach to our secondary education clients to facilitate efficient project completion.

CJL Engineering

Exhibitor | Booth 516

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dlawrence@cjlengineering.com
www.cjlengineering.com

CJL Engineering is a multi-disciplined mechanical/electrical/civil consulting engineering firm with offices in Pittsburgh and Johnstown, PA and Youngstown, OH. In addition, CJL has substantial expertise in the design, construction, and commissioning of high-performance LEED® certified buildings. CJL Energy Solutions supplies engineering, process, business, and operational consulting in the energy and sustainability field.

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Columbia is a Wisconsin based manufacturer of electric powered, street legal low speed vehicles as well as electric powered passenger, industrial, and utility vehicles. Columbia offers models capable of carrying up to 5,200 lbs., towing up to 20,000 lbs., transporting one to ten people, and traveling up to 25 mph. Columbia vehicles are available through an international network of factory-trained, independent dealers.

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Consigli is an award-winning academic construction manager and general contractor. We strive to provide clients with an exceptional experience, and have extensive LEED, historic restoration experience and strong self-perform capabilities.

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Exhibitor | Booth 614

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CPower delivers targeted energy management services and solutions that enable companies to optimize their facilities and operations through strategic energy reduction initiatives, and earn market payments for those reductions. As an industry pioneer that has grown into one of the largest energy management firms, CPower combines an understanding of energy management technologies, energy markets and the daily challenges of facility operators to monetize the value of energy sustainability. Through its advocacy for energy users, and partnerships with utilities and grid operators, CPower works to design and manage programs that maximize the rewards for energy reductions and provide reliable relief to grid operators.

Crabtree, Rohrbaugh & Associates

Exhibitor | Booth 110

401 East Winding Hill Road
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rdavis@cra-architects.com
www.cra-architects.com

Crabtree, Rohrbaugh & Associates offers complete services in the areas of architecture, engineering, landscape design, site planning, interior architecture, and construction administration. Since inception, the firm has designed a variety of educational facilities utilizing our "unique client-oriented approach" to architecture.

CSI International, Inc.

Exhibitor | Booth 602

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At CSI International, Inc., we serve corporate, institutional, government, educational, and commercial property management clients with complete facility services including mechanical, electrical, custodial, and corporate services. Our workforce is superbly coached, expertly trained, and motivated to give top performance. With this unique formula for excellence, we guarantee a clean, smooth-running environment that allows you and your employees to concentrate on what matters most: reaching your business' full potential.

Cutler Associates, Inc.

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Cutler Associates specializes in planning, architecture, and construction for colleges and universities. As a design-builder, Cutler offers innovative solutions to complex problems, saving money and time and delivering exceptional value to the institution. Construction management and general contracting are also available. The 34-year old company has offices in Worcester, MA; Allentown, PA; and Tampa, FL.

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DriTherm International, Inc.

Exhibitor | Booth 117

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Exhibitor | Booth 119

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EnerNOC, Inc.

Exhibitor | Booth 316

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EnerNOC, Inc. is a leading developer and provider of clean and intelligent energy solutions to commercial and industrial customers, as well as electric grid operators and utilities.

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Exhibitor | Booth 302

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With over 150 LEED accredited professionals, EYP has a passion for sustainability that inspires us to create ecologically sensitive building designs for higher education clients. Our experts design highly efficient buildings that support personal, academic, and experimental learning and influence social, intellectual, and emotional development. Our team of architects, mechanical, electrical, plumbing, fire protection, structural, and energy engineers works with clients to identify their strategic goals, programmatic needs, and campus culture. Our expertise in higher education facilities informs and is enhanced through collaborative discovery, resulting in designs that encourage new ways of learning and living in the community.

The Foreman Group

Exhibitor | Booth 515

PO Box 189
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Phone: (724) 452-9690
julia,mineo@foremangroup.com
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The Foreman Group is a multidisciplinary building and design service provider dedicated to the higher education, K-12 schools, healthcare, religious, and commercial construction markets in PA, OH, NJ, WV, and MD. Our team of independently operating but collaborating companies is focused on providing exceptional services to demanding clients. Each company within The Foreman Group is focused on a different aspect of the building and design industry including architecture, engineering, construction management, building commissioning, design build, document proofing, and roofing design.

Gale Associates, Inc.

Exhibitor | Booth 417

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Phone: (800) 659-4753
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Gale Associates, Inc. is a 110-person consulting engineering firm specializing in building envelope technology (roofs, walls, windows/glazings, waterproofing, and structural) and athletic facilities planning and design.

Exhibitor/Sponsor Directory

Gannett Fleming, Inc.

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Gannett Fleming is a full service design consulting firm with over 60 offices throughout the United States. Our services include all building disciplines as well as specialized services such as commissioning, acoustics, elevators, and energy services. Gannett Fleming is fully committed to sustainability and energy efficiency in our approach with a staff that includes 38 LEED Accredited Professionals. Our in-house commitment to this goal is further strengthened by our use of Building Information Modeling, GIS, and other in-house tools to maximize our efficiency for clients.

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Genesan

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Genesan offers a complete range of high performance, ecological cleaning products, dilution control systems, training materials, and customer support. We enjoy a unique partnership with Pollet SA, a world leader in the development and manufacture of biobased and biologically-engineered cleaning solutions since 1788. Their cleaning concepts and technologies balance performance and cost, and at the same time, apply true sustainability thinking at all phases of the product life-cycle; including product design, application, and disposal. Customers can source Pollet products only from authorized Genesan distributors who are committed to uncompromising service and training. This commitment helps insure the right solution is matched with the right cleaning challenge. Together, we are fully committed to making cleaning easier, by providing streamline solutions that target soil for complete removal without compromise for people's health or the environment.

The Gordian Group

Exhibitor | Booth 205

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The Gordian Group works with facility and infrastructure owners to develop and implement highly effective, customized Job Order Contracting (JOC) programs. Our JOC systems are used for more JOC programs than any other. Our award winning products and services are #1 in the industry because of the high level of detail in our locally priced Construction Task Catalog®, the accountability and transparency of our JOC management software, and our twenty years of experience of specializing in JOC.

Haley & Aldrich, Inc.

Exhibitor | Booth 114

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H.F. Lenz Company

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H.F. Lenz is a 169-person engineering firm with offices in Johnstown, Pittsburgh, and Erie, Pennsylvania. We specialize in mechanical, electrical, plumbing, fire protection, civil and structural engineering and commissioning services. Our firm was recently ranked in the "Top 100 Green Design Firms" in the country, for the second year in a row, by ENR Magazine and we have designed over 9 million sq. ft. of facilities that have either been registered for, or have attained, various levels of LEED® certification. Our project team has gained a high level of knowledge in the building "green" process and we possess the experience to successfully apply energy efficient design tailored to the client's unique goals, needs, and budget.

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Exhibitor | Booth 514

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Founded in 1977, Hoffman Architects, Inc. is an award-winning architectural and structural engineering firm specializing in the investigative assessment and rehabilitation of the building envelope. Locations in Arlington, VA; New York, NY; and Hamden, CT.

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Honeywell Building Solutions is part of the Honeywell Automation and Control Solutions business group, a global leader in providing product and service solutions that improve efficiency and profitability, support regulatory compliance, and maintain safe, comfortable environments in homes, buildings and industry.

Howard Industries

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Howard Industries has been designing and manufacturing high quality Architectural Signage for over 82 years and is a recognized leader in the development of exterior and interior identification and wayfinding sign systems that are changeable and grow with the owner's needs. Our PRIME Sign Program focuses that experience and versatile product line into a comprehensive signage program offering complete project management and one stop shopping for Colleges and Universities.

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IKM is a knowledge based firm providing outstanding architectural, planning, and interior design services to our college and university clients through our focus on innovation, staff expertise, and client centered relationships.

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InterfaceFLOR, the industry leader for modular carpet, delivers sustainable and performance driven solutions such as inhibition of mold and fibers that clear easier and look better longer. Our Mission Zero (our promise to eliminate any negative impact on the environment by 2020) had resulted in benefits such as a “no glue” installation system, carpet “take back” program resulting in the industry’s highest total recycled content, and a verified climate neutral product. Come see why dye lots don’t matter and our quick ship program can make your job easier!

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ISS Facility Services is an Atlantic Region provider for full maintenance services for colleges and universities including janitorial, mechanical, landscaping, and security guard services. ISS had a long history of working with all types of facilities to reduce operating expenses and to provide a program that ensures meeting clients’ expectations. We hire, train, and retain the most talented personnel, invest in the latest technology and equipment, and adopt a proactive mindset that focuses on preventing problems before they occur.

Janitronics Facility Services

Silver Sponsor | Booth 518

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Albany, NY 12205
Phone: (518) 456-8484
russc@janitronicsinc.com
www.janitronicsinc.com

Janitronics Facility Services is in the business of creating and sustaining healthy, hygienic indoor environments through the application of science driven cleaning processes utilizing highly trained Team Specialists. Concepts4, a consulting division, is a leader in educating, training, and assisting educational facilities to implement high performance cleaning systems.

JM Coull, Inc.

Exhibitor | Booth 403

20 Powder Mill Road
Maynard, MA 07154
Phone: (978) 461-0330
csejal@jmcoull.com
www.jmcoull.com

JM Coull is a construction management and design-build firm providing private schools, colleges, and universities with a full range of services for renovations and new construction. JMC has a strong background in laboratories/science facilities and advanced technology. An Accredited Quality Contractor, the firm uses its proprietary preconstruction process, StartSmart™, to achieve best-value solutions to complex problems. Learn more about StartSmart at www.jmcstartsmart.com.

KBE Building Corporation

Exhibitor | Booth 503

30 Batterson Park Road
Farmington, CT 06032
Phone: (860) 284-7462
jhock@kbebuilding.com
www.kbebuilding.com

Regionally located in Farmington, CT and Columbia, MD, KBE Building Corporation, formerly Konover Construction, is a \$300 million construction company serving the Eastern and Mid-Atlantic U.S. since 1959. We provide construction management, design-build, and general contracting services to educational, corporate, institutional, retail, and other clients. Engineering News-Record ranks us 222nd among the top 400 U.S. construction companies.

Kimball Sales

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KSS Architects

Exhibitor | Booth 314

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Princeton, NJ 08542
Phone: (609) 921-1131
dzaiser@kssarchitects.com
www.kssarchitects.com

KSS Architects believes that excellent design can be balanced with the pragmatic concerns of the client, resulting in a building that fulfills the client's aspirations. We have built an impressive portfolio of work for clients in the academic, commercial, industrial, and municipal markets.

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Lerch Bates, Inc.

Exhibitor | Booth 404

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Phone: (303) 795-7956
jeff.schultz@lerchbates.com
www.lerchbates.com

Lerch Bates consults on all facets of design, maintenance, and sustainability in several core areas. We assess, advise, and recommend strategies for designing and maintaining elevator and escalator systems (vertical and horizontal transportation), managing and handling materials throughout the building, along with accessing and maintaining the exterior or façade.

L.R. Kimball

Silver Sponsor | Booth 318

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Phone: (412) 201-4900
chris.haupt@lrkimball.com
www.lrkimball.com

L.R. Kimball, a CDI Company, is a leading professional service company offering architectural and structural design services, civil and environmental engineering expertise, and communications technology solutions and consulting. With a focus on targeted results, expertly managed, L.R. Kimball is committed to providing clients a tailored approach designed to meet their needs and budget requirements.

Ludowici Roof Tile, Inc.

Exhibitor | Booth 604

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New Lexington, OH 43764
Phone: (800) 945-8453
teresa.spencer@ludowici.com
www.ludowici.com

IKM is a knowledge based firm providing outstanding architectural, planning, and interior design services to our college and university clients through our focus on innovation, staff expertise, and client centered relationships.

Mascaro-Eaton

Gold Sponsor | Booth 113

1720 Metropolitan Street
Pittsburgh, PA 15233
Phone: (412) 321-4901
mberg@mascaroconstruction.com
www.mascaroconstruction.com

Mascaro Construction Company, LP and Eaton have teamed to provide cost-efficient solutions through a systematic engineered process approach. Mascaro is a leader in providing sustainable and LEED services during the preconstruction and construction phases, and ranks among the top contractors in the region. Eaton is a global technology leader and energy solutions provider. Eaton has achieved an industry-leading reputation by helping customers succeed in business and sustainability pursuits via world-class energy engineering that reduce energy consumption and cost.

Mistick Construction Company

Exhibitor | Booth 603

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lmakosky@mistickconstruction.com
www.mistickconstruction.com

Mistick Construction is a builder specializing in residential construction that includes student housing. We are capable of delivering a high level of service within a quality driven process. We are recognized for our ability to meet or exceed the expectations of the student housing developers and owners. For us to deliver on time and within budget is not just a cliché, it is a proven fact.

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www.munters.com

Munters, Moisture Control Services is a disaster restoration and temporary climate control company. With more than 30 company owned offices in the Americas and the largest fleet of company owned and manufactured dehumidification equipment, we are uniquely qualified to handle any disaster recovery situation. Our services include, but are not limited to: water extraction, clean-up, debris removal, structural drying, mold remediation, and document restoration. In addition, we provide temporary humidity control, heating, and cooling on construction sites. Our services help to dry concrete slabs to manufacturers' spec, allow joint compound to be dry in hours instead of days, and keep fine millwork and other construction materials dry for ideal installation and long life.

National Office Furniture

Exhibitor | Booth 619

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National Office Furniture bases our business on producing environmentally-friendly goods that enhance the lives of our customers and bring value to the markets we serve. A refined focus on solid designs, excellent service, and a truly helpful nature is our way of bringing personality to an industry often focused more on product than people. We're driven to create comfortable office environments that evoke confidence and personal expression allowing you to work smarter and feel better.

Nexterra System Corp.

Exhibitor | Booth 305

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jder@nexterra.ca
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Noelker and Hull Associates, Inc.

Exhibitor | Booth 600

30 West King Street
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dwagner@noelkerhull.com
www.noelkerhull.com

Founded in 1957, Noelker and Hull Associates is a full-service architectural, master planning, and interior design firm with extensive student housing and dining expertise. With offices located in south central Pennsylvania and suburban Philadelphia, we are strategically positioned to serve colleges and universities throughout the Mid-Atlantic region.

Northeast Energy Systems

Exhibitor | Booth 204

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Northeast Energy Systems is the exclusive authorized distributor for the GE/Jenbacher natural gas engine generator system. These engines are ideal for CHP applications providing clean, reliable electricity and thermal energy to colleges and universities, hospitals, and manufacturing. Sizes range from 325 kW to 4,000 kW with overall efficiency exceeding 88%. Over 12,000 engines are in operation worldwide.

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ONICON Incorporated manufactures highly accurate flow meters and Btu meters for chilled water, hot water, and condenser water and steam systems. They are ideally suited for campus and central energy plant applications, as well as mixed use facilities. Retrofit kits are available for installation without shutdown. Btu meters are compatible with BACnet, LONWORKS, MODBUS, JCI-N2 Metasys and Siemens-P1 Apogee networks.

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Founded in 1885, Parsons Brinckerhoff (PB) is a global leader in planning, design, construction, and program management for colleges, universities, and community colleges worldwide. With more than 13,000 employees, we are experienced in planning, designing, and managing complex construction, modernization, and repair assignments. PB specializes in architectural and engineering designing, sustainable development, energy studies, building information modeling, facility condition assessments and program and construction management.

Pennoni Associates, Inc.

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jsavage@pennoni.com
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Pennoni Associates, Inc., established in 1966, is a multi-disciplined consulting engineering firm which provides personalized services and solutions to meet the needs of our diverse clients. Pennoni employs approximately 775 professional, technical, and administrative personnel in 21 offices throughout Pennsylvania, New Jersey, Delaware, New England, Maryland, and New York. Services are provided to local, state, and federal governments, private, commercial, industrial, and construction clients as well as to other professional firms.

Perfido Weiskopf Wagstaff + Goettel

Exhibitor | Booth 105

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Perfido Weiskopf Wagstaff + Goettel provides architectural, master planning, and facilities planning services to colleges and universities. Project types include new construction, additions and alterations, renovations that “repurpose” buildings, and historic restorations. Assignments range from short and focused planning studies to large scale projects that span several years from inception to completion. Our constant goal is to provide clients with durable, sustainable, and flexible facilities that are superior in their support of learning and living experiences, and that contribute to the character of their campus.

The Quandel Group, Inc.

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Quandel Enterprises has been providing preconstruction planning and construction services to the region’s higher education institutions for over 40 years. Founded in 1882, the fifth generation firm works closely with our college and university clients and their design professionals to ensure timely and cost effective project deliveries. We are also proud of the number of repeat higher education clients we enjoy, which serves as a testament to the quality of services that we provide.

RMF Engineering, Inc.

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RMF Engineering, Inc. is a 180-person mechanical, electrical, civil, and structural consulting engineering firm. RMF is nationally and internationally recognized for the analysis, planning, design, construction support, and commissioning of buildings and utility generation and distributions systems. RMF has been providing innovative engineering solutions to our higher education clients for over 27 years. In addition to the headquarters office in Baltimore, MD, RMF has five other office locations in Boston, MA; Albany, NY; Charlottesville, VA; Mt. Pleasant, SC; and Durham, NC.

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RPA Engineering

Exhibitor | Booth 102

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RPA Engineering is a professional engineering consulting firm offering comprehensive mechanical, electrical, and process engineering; structural analysis; and energy-related services. Operating for more than 21 years, RPA provides high quality, cost-effective engineering and design services from its Wyomissing, Pennsylvania headquarters and five regional offices, including Pittsburgh, Grove City, and Valley Forge in Pennsylvania; Knoxville, Tennessee; and Venice, Florida. RPA has worked extensively in the higher education arena with both private and public institutions. Recent projects include an 800-bed residence life facility and a 62,000 SF academic forum facility with flexible class space as well as large food service at Kutztown University, and HVAC upgrade for a multi-story traditional residence hall at Slippery Rock University, BSL2 lab evaluation at Penn State, and multiple projects at the University of Pittsburgh. We bring a unique set of skills to our clients through our involvement in the pharmaceutical and clean room market segment along with having a number of facility related personnel working at various owner sites.

Sasaki Associates

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Sasaki Associates is an international design firm that is actively engaged in virtually every aspect of the built environment – Planning and Urban Design, Landscape Architecture, Architecture, Interior Design, Civil Engineering, Graphic Design, and Strategic Planning. Our interdisciplinary structure adds client value by purposeful cross-pollination of skills among our range of professionals. The result is a synthesis of economic reality, environmental sustainability, cultural awareness, and keen aesthetic judgment.

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Siemens Industry began operations at the start of fiscal 2010 with five integrated divisions in the United States, the company's largest individual market. The five divisions in Siemens Industry are Drive Technologies, Industry Automation, Industry Solutions, Mobility, and Building Technologies. Siemens Industry, Inc. employs about 18,000 people in the US.

Building Technologies (BT) is a leading provider in North America of systems, solutions, and services for building automation, energy management, fire safety, and security. BT improves facilities by making them more comfortable, safe, secure, energy efficient, and less costly to operate.

Solid Waste Solutions

Exhibitor | Booth 104

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Phone: (404) 256-3974
sales@solid-wastesolutions.com
www.solid-wastesolutions.com

Solid Waste Solutions is the leader in finding opportunities to reduce operating costs by as much as 30% in the handling of solid waste on campus. We analyze the handling of waste; the type of waste being handled; the equipment needed to reach maximum efficiency and the solutions required on how to reach the goal of: LESS WASTE; MORE RECYCLING; BETTER BUDGET MANAGEMENT.

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Spiezle Architectural Group, Inc.

Exhibitor | Booth 502

321 W State Street
Media, PA 19063
Phone: (610) 874-7800
askrug@spiezle.com
www.spiezle.com

Spiezle Architectural Group, Inc. founded in 1954, is an award-winning, full-service architectural and planning firm proudly celebrating 56 years of proven, client responsive, design experience. Utilizing the progressive resources of our highly experienced and accredited staff, our firm excels in developing creative architectural solutions. Known for our creativity, financially responsible approach, and personalize service, we are an acknowledged leader in responding to the needs of higher education clientele and developing budget sensitive sustainably designed solutions.

Spirotherm, Inc.

Exhibitor | Booth 317

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Strategic Building Solutions

Exhibitor | Booth 315

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Old Saybrook, CT 06475
Phone: (860) 395-0055
jsamios@go-sbs.com
www.go-sbs.com

Services provided by Strategic Building Solutions (SBS) include: facilities planning/condition assessments, owner's project management, commissioning/retro-commissioning, and energy management. SBS partners with public and private educational institutions to create buildings that are well built and operate efficiently by delivering managerial, technical, and analytical support throughout the facilities planning, improvement, and construction processes. To accomplish this, SBS has assembled a multi-disciplinary team including professionals with backgrounds in architecture, mechanical and electrical engineering, construction, educational facilities planning and operations, and financial management. Our commitment to the field of education had remained a central aspect of our firm as more than 90% of our clients are in the education marketplace. This focus has made SBS a valuable resource to public and private educational institutions throughout the region.

Stuart Dean Company, Inc.

Exhibitor | Booth 116

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Stuart Dean provides a comprehensive suite of building restoration and maintenance services. A pioneer in the industry, Stuart Dean is a family-owned business with over 75 years of unparalleled expertise and experience. Stuart Dean is the leading provider of metal, stone, and wood restoration and maintenance in the United States. From historic landmarks to new construction, Stuart Dean supplies critical services that extend the life, increase the value, and enhance the beauty of architectural assets.

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stuart.rothenberger@stvinc.com
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STV is a leading multidisciplinary architectural, engineering, planning, and construction management firm with over 1,500 personnel in 30 nationwide offices. In 2009, STV was ranked 14th national by ENR in education facility design. STV has provided services for new and renovated facilities for higher education clients for over 50 years.

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Suffolk and Berry. Together, we represent the best of the best in serving the needs of our institutional clients. Suffolk/Berry specialize in the construction of projects in the institutional marketplace with emphasis on colleges and universities and independent schools. Having spent the last 25 years in these markets, Suffolk/Berry has successfully delivered some of the most complex building projects in the country. Our combined expertise and commitment to excellence shine through our work and our meticulous attention to detail has earned our firm an outstanding reputation for quality.

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Exhibitor | Booth 405

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Taylor Wiseman & Taylor has provided professional engineering, surveying, environmental science, subsurface utility engineering, landscape architecture, and planning services since 1901. With 150 employees in 7 offices throughout PA, NJ, MD, and NC, we provide our clients with strategic advantages and innovative solutions.

TMA Systems

Exhibitor | Booth 402

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TMA Systems is a provider of Maintenance Management Software and Computerized Maintenance Management Systems. Our solutions assist facilities in effectively accounting for, maintaining and extending the life of physical assets.

Trane

Platinum Sponsor | Booth 412

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Trane is a leading global provider of indoor comfort systems and comprehensive facility solutions. Its offerings include energy efficient heating, ventilation, and air conditioning systems; service and parts support; advanced building controls; and financing solutions. Each Trane system is designed to meet the specific needs of customers who want heating, cooling, dehumidifying, and air cleaning systems for residential, commercial, institutional, and industrial applications.

Tremco Roofing and Building Maintenance

Exhibitor | Booth 112

50 Beth Nelson Drive
Toronto, ON M4H 1M6
Phone: (905) 793-3683
koneill@tremcoinc.com
www.tremcoinc.com

Tremco Roofing and Building Maintenance provides a complete line of sustainable roofing solutions – durable systems (cold/hot-applied built-up roofs, modified bitumen and single ply); environmental upgrades (solvent-free, vegetated, reflective) – customized programs for education facilities. With an experienced team of over 350 technical professionals across North America, Weatherproofing Technologies, a service division of Tremco, is the market leader in performance-based building envelope management programs.

Turner Construction Company

Platinum Sponsor | Booth 413

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Turner Construction Company is recognized as the leading general builder in the U.S. The company's 5,000 employees perform work on more than 1,100 building projects each year. According to Engineering News-Record's 2009 Top 400 Contractors Sourcebook, Turner is the nation's largest building in the green, healthcare, education, sports, and correctional facilities markets.

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We are one of the world's largest "third party" vertical transportation (elevator/escalator) consulting organizations. We provide "institution specific" services to assist facility management professionals in the areas of quality control maintenance evaluations, maintenance contracts, condition assessments, and capital renewal programming for existing equipment. We also provide a complete scope of services for new equipment installation and short/long term capital expenditure planning.

Vertical Transportation Excellence

Exhibitor | Booth 216

209 Senate Avenue
Camp Hill, PA 17011
Phone: (717) 763-7549
abomberger@vtexcellence.com
www.vtexcellence.com

Vertical Transportation Excellence (VTX), an elevator consulting firm, is focused on the design, renovation/modernization, inspection, and survey/audits of elevators. VTX understands the unique requirements for availability, reliability, and maintainability and helps you protect your passengers as well as your capital investment in the vertical transportation equipment. We understand the code and can assist you in being compliant by offering construction administration of the modernization and upgrades of your elevators. We have worked on many projects across the United States to help our clients achieve their goals of safer, smoother, and smarter elevator projects and operations.

Warfel Construction Company

Exhibitor | Booth 304

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www.warfelcc.com

Generating revenues in excess of \$80 million, Warfel provides general construction, construction management, and design/build services to clients in Pennsylvania and surrounding states. Warfel specializes in working with institutional clients in the education, retirement living, and healthcare industries. In business since 1911, Warfel is a leader in building sustainable projects for your campus.

Web Work CMMS

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Weber Murphy Fox

Exhibitor | Booth 504

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Weber Murphy Fox is a full-service, professional design and construction firm with offices in Erie, Cleveland, and State College. WMF offers services within the following disciplines: planning, architecture, landscape architecture, interior design, civil engineering, and construction. We are recognized for our creative design solutions and customer-centric integrated project delivery approach.

Wenger Corporation

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Brisk Waterproofing Company and Harry S. Peterson Company, as members of Western Construction Group, specialize in masonry and concrete restoration, as well as preventive waterproofing of new buildings and structures. Since its inception in 1915, Western has grown to be one of the largest and most respected specialty contractors in its field. We understand the unique needs of institutional clients, such as tight summertime schedules and the importance of safety on campus projects.

Wohlsen Construction Company

Exhibitor | Booth 217

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rmoeckel@wohlsen.com
www.wohlsen.com

Wohlsen Construction Company is a leading construction services firm headquartered in Lancaster, Pennsylvania with an office in New Castle, Delaware. The firm specializes in projects for higher education utilizing sustainable construction methods. Certified "Green Plus," Wohlsen has built many award winning facilities for leading institutions of higher learning in the Mid-Atlantic States for over 120 years.



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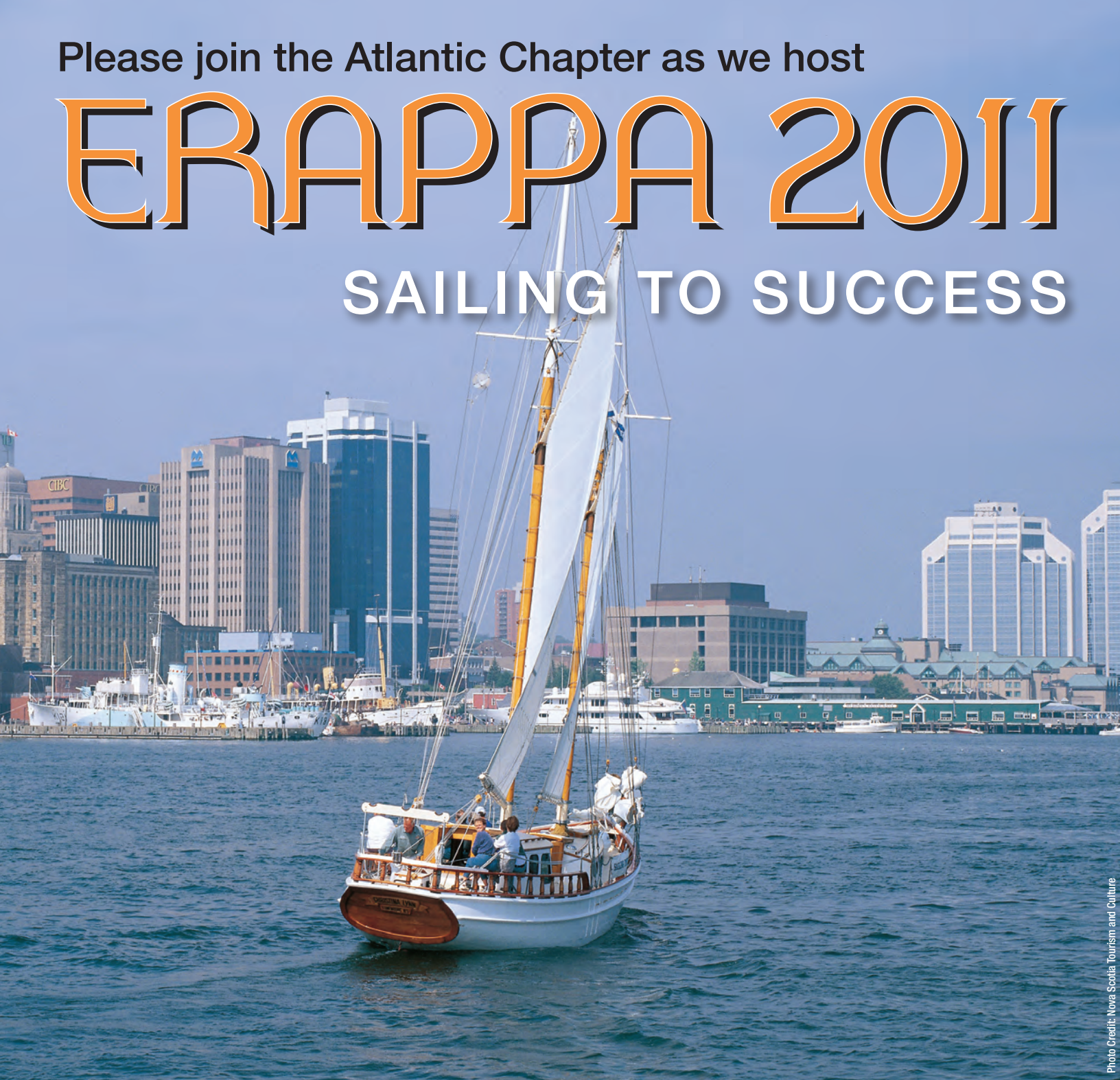


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