



ERAPPA 2012
62nd Conference and Annual Meeting
September 30 - October 3
Philadelphia, Pennsylvania
Loews Philadelphia Hotel

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 - Saturday, 9/29 Barnes Foundation Tour
 - Sunday, 9/30 – Eastern State Penitentiary
Sponsored by 
 - Monday, 10/1 – Longwood Gardens & Brandywine River Museum
Sponsored by 
 - Tuesday, 10/2 – King of Prussia Mall
- 44** ERAPPA 2012 Board Members
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He was one of the most extraordinary human beings the world has ever known. Born in 1706 into the family of a Boston candle maker, Benjamin Franklin became the most famous American of his time. He helped found a new nation and defined the American character. Writer, inventor, diplomat, businessman, musician, scientist, humorist, civic leader, international celebrity . . . genius.

Cover Photo: ©Don Pearse Photographers, Inc.

Holding Truths & Pursuing Happiness

ERAPPA President's Welcome Message



Gregory A. Scott
ERAPPA President



Dear ERAPPA Colleagues and Friends,

It is my great pleasure to welcome you to the 62nd ERAPPA Conference and Annual Meeting hosted by the Delaware Valley Chapter in Philadelphia, Pennsylvania – The City of Brotherly Love.

The Host Committee, co-chaired by Andy Feick and Kathleen DiJoseph, has worked tirelessly over the past three years to provide a world-class experience for you during your time in Philadelphia. Building off the theme of “Holding Truths and Pursuing Happiness,” Steven M. R. Covey, author of *The Speed of Trust*, will lead off the conference as our Keynote Speaker Monday Morning and will be followed up by Plenary Speaker Marci Shimoff, author of *Happy for No Reason* on Tuesday. In these challenging, stressful, and ever-changing times, I cannot think of a better way to anchor the conference than with these two fantastic speakers. In addition, the Professional Development Committee has developed a wide range of exceptional educational opportunities. Please express your thanks to them as you see them around the hotel.

I am very pleased and excited that we will be offering APPA's Supervisor's Toolkit again this year. Not only does this program provide new or emerging facility supervisors with tools to be successful but, by combining it with the Annual Meeting, it allows those individuals to experience the broader spectrum of the conference. Hopefully, this will whet their appetite for more and we will see each of them again next year in Rochester. I would also like to mention, that for the first time ever, the Myers Briggs Type Indicator (MBTI) will be offered as an optional session on Sunday. This Assessment is sure to increase the leadership, management, and collaboration skills of those who participate.

As always, we have so many wonderful Business Partners in Philadelphia this year who continue to support ERAPPA and our institutions. I see many of our longtime supporters, and friends, as well as a number of new ones. It would not be possible to hold our Annual Meeting each year without their generous involvement. Please be sure to take the time to visit with each of them in the Hall of Resources and thank them for being such a crucial and meaningful part of this Conference.

You will also have plenty of opportunities to get to know one another at the fabulous networking events that the Host Committee as arranged. You will have an opportunity to see some of this great city, experience the culture, perhaps play some golf, or network at the various breaks and meals. The meeting will come to a conclusion on Tuesday night with the Annual Awards banquet, which provides a time to reflect on the past year and thank all those that have served the organization. We will also install our new Board that will lead ERAPPA over the coming year.

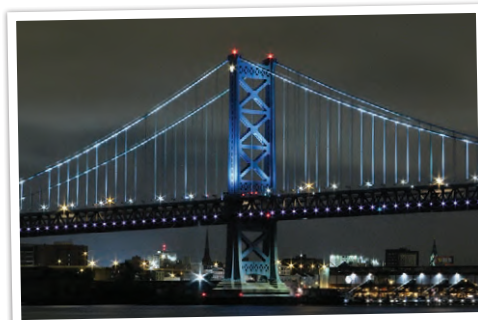
It has been my pleasure and honor to serve as ERAPPA President this past year. The amount of support and commitment from all those involved amazes and humbles me. I look forward to meeting and talking with each of you over the next several days. Enjoy Philadelphia and the great program that the Host Committee has put together.

All the best,

Greg Scott
ERAPPA President



“Rocky” triumphs near the steps of the Philadelphia Museum of Art.



The Ben Franklin Bridge crosses the Delaware River and connects Philadelphia and Camden, New Jersey.

DVAPPA 2012 Co-Chairs' Message



Andrew Feick
Director of
Facilities Services
Ursinus College



Kathleen DiJoseph
Former Assistant Director
of Facilities Management
at Haverford College

Dear Attendees of ERAPPA 2012 Philadelphia:

Welcome to the city of brotherly love and home to the founding of democracy, Philadelphia, Pennsylvania, USA. Your host committee has been hard at work creating what we feel will be entertaining days of education and professional development. As Ben Franklin said, "An investment in knowledge always pays the best interest." We appreciate your choice to join us and your investment in ERAPPA 2012. At this, our 62nd annual conference, we have invited ERAPPA to come learn with friends. With over 35 PD sessions, we present you with the opportunity to review sustainable principles, preview cutting edge technology and learn in general what makes successful facilities management departments thrive and their business partner teammates click. We invite you to consider *The Speed of Trust* and *Happy for No Reason*, as you listen to and learn from our speakers, Stephen M.R. Covey and Marci Shimoff. We invite you to explore our exciting venue city, Philadelphia, through not only the offered tours and an Evening with Ben at The Franklin, but also by taking time to walk to the Liberty Bell and historic district or visit the newest cultural phenomenon the Barnes Museum and the Avenue of the Arts. Welcome, network, enjoy and learn, all while Holding Truths and Pursuing Happiness at ERAPPA 2012 Philadelphia.

With warm regards,

Andy and Kathy
ERAPPA 2012 Host Committee Co-Chairs



***"An investment in knowledge
always pays the best interest."*** –Ben Franklin



The Liberty Bell, our symbol of freedom.



The National Constitution Center.



*The Swann Memorial Fountain in the
center of Logan Circle.*

Schedule at a Glance

Grey items for ERAPPA Committee Members Only

Thursday, September 27			Location
7:00 AM	8:00 AM	Conference Registration	Loews - Washington A Foyer
7:00 AM	8:00 AM	ERAPPA Board Breakfast	Loews - Adams
8:00 AM	5:00 PM	ERAPPA Board Meeting	Loews - Washington A
Noon	1:00 PM	ERAPPA Board Lunch	Loews - Adams
3:00 PM	5:00 PM	ERAPPA Host Committee Kickoff Meeting	Loews - Parlor P 1
6:00 PM	9:00 PM	ERAPPA Board Dinner	Parc Brasserie

Friday, September 28			Location
7:00 AM	5:00 PM	Conference Registration	Loews - Washington Foyer
7:00 AM	8:00 AM	Breakfast - ERAPPA Board, Toolkit & Host Committee	Loews - Washington B
8:00 AM	4:30 PM	Supervisor's ToolKit	Loews - Washington A
8:00 AM	4:00 PM	ERAPPA Board Meeting	Loews - Jefferson Boardroom
9:30 AM	10:00 AM	Morning Break - ERAPPA Board, Toolkit & Host Committee	Loews - Washington Foyer
Noon	1:00 PM	Lunch - ERAPPA Board, Toolkit & Host Committee	Loews - Washington B
2:30 PM	3:00 PM	Afternoon Break - ERAPPA Board, Toolkit & Host Committee	Loews - Washington Foyer
4:00 PM	5:00 PM	ERAPPA Board & Host Committee Meeting	Loews - Washington B
5:30 PM	6:00 PM	ERAPPA Board & Committees Transportation to Union League	Loews - Load bus at 12th St. Entrance
6:00 PM	7:00 PM	ERAPPA Board & Committees Reception	Union League - Lincoln Memorial
7:00 PM	9:00 PM	ERAPPA Board & Committees Dinner	Union League - Library Lounge
9:00 PM	9:15 PM	Transportation Back to Loews	



Independence Hall at Independence National Historical Park.



The iconic LOVE sculpture is one of the main tourist sites in the city.

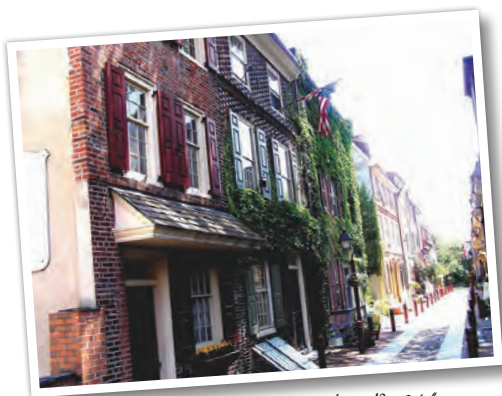


The Fairmount Water Works was built between 1812 and 1872.

Saturday, September 29			Location
7:00 AM	5:00 PM	Conference Registration	Loews - Washington Foyer
7:00 AM	8:00 AM	Breakfast - ERAPPA Board, Toolkit & Committees	Loews - Washington BC
8:00 AM	4:30 PM	Supervisor's ToolKit	Loews - Washington A
8:00 AM	Noon	ERAPPA Membership Committee	Loews - Tubman
8:00 AM	Noon	ERAPPA Technology & Communications Committee	Loews - Anthony
8:00 AM	Noon	ERAPPA Professional Development Committee	Loews - Adams
8:00 AM	Noon	ERAPPA Chapter Affairs / Presidents Committee	Loews - Jefferson Boardroom
9:45 AM	10:15 AM	Morning Break - ERAPPA Board, Toolkit & Committees	Loews - Washington Foyer
Noon	1:00 PM	Lunch - ERAPPA Board, Toolkit & Committees - VP Reports	Loews - Washington BC
1:00 PM	3:00 PM	Guest Tour 1: Barnes Foundation Tour	Loews - Load bus at 12th St. Entrance
1:00 PM	2:00 PM	ERAPPA Host & Professional Development Committees	Loews - Adams
1:00 PM	2:00 PM	ERAPPA Board Meeting	Loews - Jefferson Boardroom
1:00 PM	2:00 PM	ERAPPA Nominating Committee	Loews - Anthony
2:00 PM	3:00 PM	ERAPPA Board & APPA Committee Reps	Loews - Washington C
2:30 PM	2:45 PM	Afternoon Break - Toolkit	Loews - Washington Foyer
5:30 PM	7:00 PM	ERAPPA President's Reception <i>(by invitation only)</i>	Loews - Lescaze & The Terrace

Sunday, September 30			Location
5:30 AM	4:00 PM	Golf Tournament - Broad Run Golfer's Club	Loews - Load bus at 12th St. Entrance
7:00 AM	8:00 PM	Conference & Exhibitor Registration	Loews - 2nd Floor Pre-Function
7:00 AM	8:00 AM	Breakfast - Toolkit	Loews - Washington B
8:00 AM	2:00 PM	Supervisor's ToolKit	Loews - Washington A
9:00 AM	Noon	ERAPPA Annual Meetings Committee	Loews - Jefferson Boardroom
Noon	4:00 PM	University Tour: Bryn Athyn College	Loews - Load bus at 12th St. Entrance
Noon	4:00 PM	University Tour: University of Pennsylvania	Loews - Load bus at 12th St. Entrance
Noon	1:00 PM	Lunch - ToolKit & Host Committee	Loews - Washington B
Noon	5:30 PM	Exhibit Hall Set Up	Loews - Millenium & Commonwealth
1:00 PM	3:45 PM	Guest Tour 2: Eastern State Penitentiary	Loews - Load bus at 12th St. Entrance
1:00 PM	4:00 PM	MBTI	Loews - Washington C
2:30 PM	3:00 PM	Afternoon Break - MBTI & Host Committee	Loews - Washington Foyer
5:00 PM	6:00 PM	First Time Attendees Reception <i>(by invitation only)</i>	Loews - Lescaze
6:00 PM	8:00 PM	Hall of Resources Grand Opening Reception	Loews - 2nd Floor, Millenium & Commonwealth


Monday, October 1			Location
7:00 AM	6:00 PM	Conference & Exhibitor Registration	Loews - 2nd Floor Pre-Function
7:00 AM	8:00 AM	Breakfast	Loews - Regency Ballroom
8:00 AM	8:15 AM	General Session Welcoming Remarks ERAPPA/APPA	
8:15 AM	9:30 AM	General Session Keynote Presentation - Stephen M.R. Covey	
9:00 AM	4:30 PM	Guest Tour 3: Longwood Gardens & Brandywine River Museum	Loews - Load bus at 12th St. Entrance
9:30 AM	10:30 AM	Hall of Resources & Refreshments	Loews - Millenium & Commonwealth
10:00 AM	4:00 PM	Supervisor's ToolKit	Loews - Washington A
10:30 AM	11:30 AM	<u>Education Session 1</u> Track 1 – Happiness Track 2 – Evolution Track 3 – Imaging Track 4 – Journeying Track 5 – Truths	Loews Congress A Congress B Congress C Washington B Washington C
11:30 AM	1:00 PM	Hall of Resources & Lunch	Loews - Millenium & Commonwealth
1:00 PM	2:00 PM	<u>Education Session 2</u> Track 1 – Happiness Track 2 – Evolution Track 3 – Imaging Track 4 – Journeying Track 5 – Truths	Loews Congress A Congress B Congress C Washington B Washington C
2:00 PM	3:00 PM	Hall of Resources & Refreshments	Loews - Millenium & Commonwealth
2:15 PM	4:30 PM	Presentation Tour 1: Pennsylvania Academy of the Fine Arts	Loews - Meet at 12th St. Exit to walk with group
3:00 PM	4:00 PM	<u>Education Session 3</u> Track 1 – Happiness Track 2 – Evolution Track 3 – Imaging Track 4 – Journeying Track 5 – Truths	Loews Congress A Congress B Congress C Washington B Washington C
4:00 PM	5:00 PM	Local Chapter Meetings	Refer to Individual Schedule
5:45 PM	9:00 PM	An Evening with Ben at the Franklin	Loews - Buses start loading at 5:45 pm at 12th St. Entrance



The charm of a walk through the "Old City."



A skyline view from the stairs of the Museum of Art.

Tuesday, October 2			Location
7:00 AM	6:00 PM	Conference & Exhibitor Registration	Loews - 2nd Floor Pre-Function
7:00 AM	8:15 AM	Breakfast	Loews - Regency Ballroom
8:15 AM	8:30 AM	General Session Opening Remarks	
8:30 AM	9:30 AM	General Session Plenary Presentation - Marci Shimoff	
9:45 AM	4:00 PM	Guest Tour 4: King of Prussia Mall & Lunch on Own	Loews - Load bus at 12th St. Entrance
9:30 AM	10:15 AM	Hall of Resources & Refreshments	Loews - Millenium & Commonwealth
9:45 AM	4:30 PM	Supervisor's ToolKit	Loews - Washington A
10:15 AM	11:15 AM	<u>Education Session 4</u> Track 1 – Happiness Track 2 – Evolution Track 3 – Imaging Track 4 – Journeying Track 5 – Truths	Loews Congress A Congress B Congress C Washington B Washington C
11:15 AM	11:30 AM	Break	Loews - Congress & Washington Foyers
11:30 AM	12:30 PM	<u>Education Session 5</u> Track 1 – Happiness Track 2 – Evolution Track 3 – Imaging Track 4 – Journeying Track 5 – Truths	Loews Congress A Congress B Congress C Washington B Washington C
10:30 AM	3:00 PM	Hall of Resources Tear Down	Loews - Millenium & Commonwealth
12:30 PM	2:00 PM	Lunch & Business Meeting	Loews - Regency Ballroom
2:15 PM	4:30 PM	Presentation Tour 2: The Curtis Institute	Loews - Load bus at 12th St. Exit
2:15 PM	3:15 PM	<u>Education Session 6</u> Track 1 – Happiness Track 2 – Evolution Track 3 – Imaging Track 4 – Journeying Track 5 – Truths	Loews Congress A Congress B Congress C Washington B Washington C
3:15 PM	3:30 PM	Break	Congress & Washington Foyers
3:30 PM	4:30 PM	<u>Education Session 7</u> Track 1 – Happiness Track 2 – Evolution Track 3 – Imaging Track 4 – Journeying Track 5 – Truths	Loews Congress A Congress B Congress C Washington B Washington C
5:30 PM	6:30 PM	Awards Reception	Loews - Regency Foyer
6:30 PM	10:00 PM	Awards Presentation & Dinner	Loews - Regency Ballroom
10:00 PM	12:00 AM	After Party – Hosted by Mitsubishi Electric 	Loews - Millenium

Wednesday, October 3			Location
7:00 AM	8:00 AM	Franklin's Frolic Walk / Run	Loews - Hotel Lobby
7:30 AM	9:00 AM	Breakfast	Loews - Regency Ballroom
8:30 AM	10:30 AM	ERAPPA Host Committees 2012/2013/2014	Loews - Washington AB
10:30 AM	1:30 PM	ERAPPA Board Meeting	Loews - Washington AB
Noon	1:00 PM	ERAPPA Board Lunch	Loews - Washington C

Professional Development – Education Sessions

-  Track 1 Happiness
-  Track 2 Evolution
-  Track 3 Imagining
-  Track 4 Journeying
-  Track 5 Truths
-  Special Sessions

Monday, October 1

10:30 - 11:30 am Session 1

Track 1 Happiness

STEP-UP: Penn's Facilities Recognition and Reward Program

Lynn Rotoli & Marilyn Jost

Facilities staff saves lives! Believing that plunging an overflowing toilet is an important function that supports the research of a cure for cancer, is critical to communicate to all facilities personnel. And communication starts with one step—recognizing good behaviors. Learn about the journey that Penn's Division of Facilities & Real Estate Services experienced with S.T.E.P.-U.P. – their recognition and rewards program, started in 2008.

Presenter(s):

Lynn Rotoli serves as Area Manager for Penn's Facilities & Real Estate Services Division, responsible for operations and maintenance for a portfolio of 30 buildings. Lynn also serves as adjunct faculty at Holy Family University, teaching both graduate and undergraduate classes. She earned her M.S. in Organizational Dynamics from Penn with Wharton certifications in business essentials and human resources.

Marilyn Jost serves as Executive Director of Administration for Penn's Facilities & Real Estate Services Division (FRES) for 5 years, and employed by Penn for a total of 14 years. She is a certified CPA and earned her MBA from the University of Delaware. Marilyn is responsible for all Finance, Human Resource, and Information Technology needs for the Division.

Track 2 Evolution

Large-Scale Deployment of Mobile Work Order Management

Don Lowe, Jen Whiting & Sam Dibari

Princeton University redesigned its CMMS to enable shop staff to manage work in a mobile format. The redesigned CMMS also provides much improved data capture for analysis by management. This presentation is for those with beginner-to-intermediate technical skills, and is targeted at facility management leaders responsible for work order management.

Presenter(s):

Don Lowe has been in leadership positions in facilities management for twenty-years. He has led both public and private sector facilities organizations, and is a Certified Facility Manager through IFMA. Don has been at Princeton for three years, and is the Facilities Director for a work unit of 275 employees, processing over 50,000 work orders per year.

Track 3 Imagining

Data and Tooling to Advance a Sustainable Climate Action Plan

George Xiques & Jeffrey C. Euclide

Carbon reduction, energy improvements, capital renewal, deferred maintenance, and the campus master plan all compete for limited campus funds. Integrating these initiatives using a customized database maximizes the overall result and return on investment. Lafayette College has developed an effective Climate Action Plan that is both environmentally and fiscally sustainable.

Presenter(s):

George Xiques, P.E. – Assistant Director of Facilities Planning and Construction & Manager of Sustainability and Environmental Planning – Lafayette College

Mr. Xiques, a Professional Engineer with 30 years' experience, has been a member of Lafayette College's Facilities Planning & Construction Department since 1994. He is responsible for managing capital projects from program development through construction. He also serves as Campus Sustainability Manager and Co-Chair of the Campus Sustainability Committee.

Jeffrey C. Euclide, P.E. CEM – President, Entech Engineering, Inc. Mr. Euclide has been instrumental in setting Entech's energy and sustainable design philosophy for 28 years. While many of the same energy issues currently addressed are similar to those during the 1970s energy crisis, his experience allowed him to develop tools and strategies to better manage today's energy/environmental issues.



Approved for AIA Learning Units.



These sessions cover sustainability related topics and may fulfill LEED accreditation continuing education requirements. Forms to assist attendees in submitting these sessions for credit will be available at the Conference but attendees are responsible for the submission process.

Sustainable Options for Combined Heat & Power Plants: Case Studies of StFX and Colby
Leon MacLellan, Patricia Whitney & Chris Shumway



Combined Heat and Power options using renewable wood fuels have many attractive features including sustainability, local employment, energy security, and cost savings. Using the two institutions as case studies, this program will explore the design, construction, and financial considerations that were key to each campus in their decision to move forward with biomass facilities. The program will discuss the essential factors that govern feasibility of a project on a campus including type of fuel, type of plant, and type of distribution. Representatives from the campuses and the design firms will discuss lessons learned in their projects that may be helpful to other institutions considering wood fueled projects.

Presenter(s):

Leon MacLellan, M.Eng., P.E. LEED AP has been Director of Facilities Management at StFX University for twenty years and was ERAPPA President in 2006.

Patricia Crandlemire Whitney, P.E., LEED AP is a civil engineer and has been the Director of Physical Plant at Colby College for more than 12 years.

Chris Shumway, P.E., LEED AP BD+C, is a civil engineer and President of Rist-Frost-Shumway Engineering. RFS served as lead consultant to Colby for the Central Heating Plant Biomass project, and Mr. Shumway served as Principal-in-Charge.

APPA Sustainability Award Winners
Presented by Vince Harkins of American University and Greg Clayton of University of Prince Edward Island.



APPA's 2012 Sustainability Award winners will discuss their accomplishments which led to their selection as this year's award winners. Attendees will have an opportunity to ask questions and explore how they can model the successes of these organizations to improve sustainability in their organizations or on their campus.

The Pursuit of Happiness
Glenn Smith

Our Declaration of Independence pronounces that we have the God-given right to pursue happiness. What does this notion of "happiness" really mean? Today, researchers and psychologists are exploring the answers to this question and backing up their findings with scientific data. This presentation, intended for everyone, will share some of their findings and explore the importance of "happiness" in our personal and professional lives.

Presenter(s):

Glenn Smith, Director of Facilities Services at Bryn Mawr College for 15 years; past president of DVAPPA & ERAPPA and currently president-elect for APPA; dean of Track I of APPA's Leadership Academy; certified facilitator of Stephen Covey's 7 Habits of Highly Effective People; frequent presenter at DVAPPA, ERAPPA, & APPA conferences.

APPA's Credentialing Program: A Virtual Experience With Real Results
Christina Hills & J. Thomas Becker

Join us for this introductory information session that explains all aspects of APPA's EFP and CEFPP Credentialing program. We will discuss how to prepare for the online exam and take the online prep course webinar; how to determine which credential is right for you; and how to navigate the proctor process.

Presenter(s):

Christina Hills is the Director of Credentialing & Benchmarking at APPA where she has been consistently improving and developing the Facilities Performance Indicators Survey and Report into a successful benchmarking and performance measurement tool as well as expanding and promoting APPA's EFP and CEFPP credentials to the APPA membership.

J. Thomas Becker P.E., MBA, EFP, is the Associate Vice President of Operations at Philadelphia University, having overseen plant operations and new construction at the University for over 23 years. Mr. Becker is a professional engineer and serves on APPA's credentialing board.

Track 3 Imagining

The Truth About LED Lighting
Helen Diemer

The promise of long life and high efficiency make LEDs an attractive lighting option for university facilities. However, false claims about this technology abound. This program will help you discern the truth from the hype so you can determine how to best apply LEDs to improve the performance of lighting on your campus. Intended Audience: facility managers, designers, engineers; Technical Complexity: mid-level.

Presenter(s):

Helen Diemer is President of The Lighting Practice, a prominent Philadelphia lighting design firm. With over 30 years in the lighting profession, her university clients include University of Pennsylvania, Drexel, Penn State, GWU, JHU, Princeton, Rowan, Ramapo, Villanova, Lafayette, Bryn Mawr, University of Delaware. Helen is a Fellow and past president of the International Association of Lighting Designers (IALD).



Track 4 Journeying

The Truth Behind the Health, Safety, and Environmental Risks Associated with Infilled Synthetic Turf
William Seymour & Kevin Mann

In the past few years, there has been some controversy regarding the health, safety and environmental risks of synthetic turf. Using recent independent studies, the presenters will address and shed light on some of the perceived risks associated with infilled synthetic turf including sports injury, water quality impacts, and human health.

Presenter(s):

William J. Seymour, P.E. has over 30 years of experience in all aspects of facility planning and engineering. He has been responsible for planning over 200 athletic facility improvement master plans for educational institutions throughout the U.S.A. seasoned presenter, he has given many educational seminars at various industry and APPA conferences.

Track 5 Truths

Education through Restoration: The Campus Landscape as a Living Laboratory
Chris Lovett & Sean Gallagher

This session will explore examples of the "living laboratory" at Wellesley College and Princeton University, two institutions that have undertaken precedent-setting environmental restoration projects as opportunities to transform environmentally damaged areas on campus into renewed ecosystems and living classrooms. Detailed information regarding the innovative restoration approaches employed at each institution, the use of landscape as infrastructure and a learning resource, and experience and knowledge gained in the context of the greater campus community will be provided.

Presenter(s):

Chris Lovett is a Principal/Senior Project Manager at VHB/Vanasse Hangen Brustlin, Inc. in Boston, MA. Since 1979, VHB has been a leader in the planning and design of transportation, infrastructure, and environmental systems on academic campuses nationwide. Our engineers, planners and scientists offer innovative strategies to campus development challenges.



Presentation Tour

Pennsylvania Academy of the Fine Arts: Examples of Campus Development in an Urban Setting, Adaptive Reuse and Historic Preservation
Peter Saylor, Ed Poletti & David L. Searles

Attendees will visit the country's oldest Art School and museum, a two building complex in Center City Philadelphia, a short walk from the ERAPPA 2012 Annual Meeting location at the Lowes Hotel. It will take place primarily in the recently renovated 12-story Samuel M. V. Hamilton Building (multi-phased construction) as well as within the new Lenfest Plaza (the former 1400 block of Cherry Sreet) with access to the historic Frank Furness designed 1876-vintage building.

Presenter(s):

Peter M. Saylor, FAIA, of SaylorGregg Architects served as Partner-in-Charge and Lead Designer of the multi-phase Pennsylvania Academy of the Fine Arts projects (Hamilton Building, Lenfest Plaza, Furness building exterior restoration). He is a firm co-founder.



Track 1 Happiness

Training, Mentoring or Just Good Leadership; A Staff Training Program that Exceeded All Expectations

John Cannon

Holy Cross experimented with a new type of grass roots training program aimed at personal development for professional staff. Leaders at all levels will learn the secrets of this highly successful program to help individuals develop and make positive contributions around your campus and in their lives.

Presenter(s):

John Cannon is the Associate Director of Physical Plant for Operations and Planning at the College of the Holy Cross and the leader of this effort. He has been leading facilities and engineering personnel throughout his career at both Holy Cross and MIT in the facilities operations and construction areas.

Track 2 Evolution

Improving Maintenance Service using Lean Processes, Six Sigma, and Continuous Improvement Programs

Gerald McGillian & Betsy Robinson

The Penn Facilities department initiated a process improvement program to improve maintenance processes. This team conducted customer surveys, focus groups, and implemented lean work flow processes. This process improvement program includes the principles of lean processes, six sigma, and continuous improvement. The intended audience is people familiar with maintenance processes.

Presenter(s):

Gerry McGillian is a registered professional engineer and has worked in utility and facility maintenance and operations for over 20 years. He was instrumental in developing the process improvement program including selecting the consultant, identifying the team, developing the metrics, and providing direction to the team.

Track 3 Imaging

BIM: Transforming Facilities Management (Panel/Roundtable)

Ed Gannon, Bradley Horst, David Rabold & Heather Taylor

Building Information Management (BIM) is now being employed as a matter of course for documentation of major college and university projects. What does this mean for institutions after projects are constructed? A panel discusses the range of implementation today and realistic possibilities for the future. Participants engage in the dialogue through roundtable discussions and reporting out: What exposure have you had to BIM? Roadblocks? What do you need it to do now, and in the future?

Presenter(s):

At PSU **Ed Gannon** champions efforts to make facility management leaner and greener by leading the implementation of BIM in FM. This results in higher expectations and greater demands on AEs and CMs and close integration of operations staff during construction.



Track 4 Journeying

Ursinus College Tree Canopy Analysis and Replacement Program

Carl Kelemen & Andy Feick

Ursinus, a liberal arts college dating from the mid-1800's has picturesque stone buildings, large, open lawns and hundreds of mature trees. Concerned about the impending loss of its stately trees the college engaged KMS Design Group, to evaluate and create a three-pronged approach to prolong their lives, plan for their replacement and improve maintenance effectiveness. This session describes the problems encountered and methodologies employed to find solutions for the College. This presentation is intended for Facilities Managers who struggle with balancing desired campus character and increasing maintenance needs with decreasing maintenance budgets as well as for campus master planners and landscape architects.

Presenter(s):

Carl Kelemen is an educator and landscape architect with 35 years' experience providing landscape architectural and planning services for public, private and institutional clients. He has worked for public agencies, landscape architectural, architectural, engineering and design/build firms. He is a Licensed Landscape Architect in Pennsylvania, New Jersey and Delaware. His firm, KMS Design Group, has won multiple awards for sustainably designed projects.

Andy Feick is Director of Facilities Services at Ursinus College, managing all aspects of Facilities and construction. Andy previously worked for ARAMARK Corporation as Director of Facilities at several colleges in the Midwest and New England and worked in ARAMARK's corporate human resources group having responsibility for the company's six regional staffing centers. Andy served four years as an officer in the Army Corps of Engineers, managing construction in Alaska and The Pacific Theater after earning a bachelor's degree in Landscape Architecture from The University of Rhode Island.



Monday, October 1

3:00 - 4:00 pm Session 3 *continued*

Track 5 Truths

Ethical Issues Facing Facilities Professionals

Lander Medlin

Examination of ethical issues facing facilities professionals. You will learn a framework of foundational principles and questions to use as a guide in the decision-making process, and strategies for improving the ethical climate of an organization.

Presenter(s):

E. Lander Medlin is Executive Vice President of APPA, the association providing leadership in educational facilities representing more than 1,500 educational institutions in the United States, Canada, and internationally. Before joining APPA as the chief staff officer, Lander was an active member of APPA at the University of Maryland. She presently serves as a faculty member of APPA's Institute for Facilities Management (where she developed and continues to present programs on presentation skills, professional ethics, and supervision and motivation) and on the faculty of APPA's Leadership Academy (where she delivers Track 1 – Individual Effectiveness Leadership Skills). She also serves as the APPA staff liaison to RMA, the Rocky Mountain region of APPA. Lander earned a B.S. and M.A. from the University of Maryland, College Park, and is currently working on her Ph.D. in higher education policy, planning, and administration.

Tuesday, October 2

10:15 - 11:15 am Session 4

Track 1 Happiness

Fostering a Culture of Happiness; An Approach to Create a Positive Workplace to Benefit Relationships

G. Douglas Rohrbaugh, Thomas Crabtree, James E. Zaleski & Stuart M. Rothenberger

During a year with salary and bonus freezes, CRA ranked higher than ever as one of the 50 Best Places to Work by their employees. Embracing the power of happiness allows the firm to deliver a high quality product with low staff turnover and a high client retention rate. CRA fosters this positive environment for employees and extends this culture to client relationships. This presentation will share insights from both the firm's and an institution's point of view and discuss benefits received when a culture of happiness is promoted.

Presenter(s):

Doug Rohrbaugh is co-founder and Chairman of the Board of Crabtree, Rohrbaugh & Associates, a full-service Architectural, Interiors and Planning firm specializing in Educational Architecture founded in 1984. In this position he oversees the marketing and administrative functions of the organization. He has 38 years experience in the A/E/C industry and has spoken at various educational events.

Tom Crabtree is co-founder and President of Crabtree, Rohrbaugh & Associates and in that capacity oversees the technical operation of the firm. Mr. Crabtree is a registered architect in over 20 states, and has 39 years of experience in the industry. He is a member of the American Institute of Architects and the Council of Education Facility Planners. He holds a Bachelor of Architecture from the University of Tennessee.

Jim Zaleski is the Assistant Vice President of Facilities Management, Planning & Construction at Rider University in Lawrenceville, NJ – a 250 plus acre campus with 44 buildings. For the past four years, he has been involved in new construction, renovations and maintenance projects at the Campus. He is a licensed Mechanical Engineer in Pennsylvania, and has over thirty eight years experience as both a contractor and an owner, with eighteen years in Higher Education.

Stu Rothenberger is the Director of Higher Education at Crabtree, Rohrbaugh & Associates and has 28 years of experience, with over 17 years focused in the planning, design and execution of college and university campus and facility projects. He has worked on nearly 100 campuses nationally and has developed strong relationships that are built on his ability to deliver quality designs in direct response to client needs, budgets and schedules. Mr. Rothenberger is a member of the American Institute of Architects and is a LEED Accredited Professional.

Track 2 Evolution

Beyond Balance: Synthesizing the Quantitative and Qualitative in Sustainable Design

Matthew Broderick, Peter Larson & Rex Giardine

Sustainability gives us the opportunity to see materials in a new light; not only measurable criteria like embodied energy and recyclability, but also how the ethic behind their use represents our relationship to the Earth. This intermediate level participatory seminar is appropriate for campus administration, facilities professionals, and design professionals.

Presenter(s):

Matthew Broderick is a Principal at Ashley McGraw Architects and leads the College & University Studio. Matthew works with colleges and universities on new construction and major renovations that are truly sustainable additions to campus. Matt presents extensively on sustainable design including for ERAPP, SCUP, SUNY PPAA, AASHE and No Name.

Peter Larson, Principal at Ashley McGraw and leader of its Advanced Building Studio, which is focused on the quantitative assessment of the environmental impact of buildings. Peter's passion lies in the creation of solutions that move toward a brighter future that fundamentally changes our relationship with natural resources.

Rex Giardine, Assistant Director for Capital Projects at Syracuse University, is a licensed architect and professional engineer. In 2007, Rex accepted the newly created position of Assistant Director for Capital Projects at Syracuse University, responsible for renovations, improvements, construction and major maintenance activities in and around the University's 9+million sf campus.



Got Maps? GIS In Action
Steve Sproles & Bryan Jolley

Think of GIS as smart maps that you can interact with, pull information from, and use to answer vital questions. Showing a campus GIS system in use, the presentation will focus on how GIS can be used to quickly address questions facilities managers are riddled with on a regular basis.

Presenter(s):

Steve Sproles is a graduate of WVU, registered landscape architect, and partner with Derck & Edson Associates. Although Steve has amassed decades of experience in higher education planning, design, and implementation, Steve is NOT an IT guru. Yet, he will demonstrate how to use this campus GIS system.

Bryan Jolley, EFP is a graduate of Brigham Young University and is the Executive Director of Facilities Management and Services at Upper Iowa University. With over 15 years of professional industry services, he currently oversees 574,736 square feet and over 115 acres.

Lessons of Net-Zero Energy
Robert Diemer & Robert "Bert" Bland

Net-zero energy is an absolute and measurable outcome that focuses attention on real energy performance. This presentation will provide participants with an understanding of what it takes to design buildings to achieve net-zero energy by using case studies from net-zero energy projects, including Cornell University's new applied science and technology campus.

Presenter(s):

Rob Diemer is founding partner of In Posse LLC and has over 30 years of experience in building systems engineering and design. He is an expert in the design and integration of high performance mechanical systems with a specialization in net-zero energy buildings. He has a Bachelor of Architectural Engineering degree from Penn State.

Robert "Bert" Bland is Senior Director of Energy & Sustainability for Facilities Services at Cornell University who leads the generation and management of utility services at the main Ithaca campus of Cornell University. He also leads the transformation of the campus to a living laboratory for sustainable practices in all campus operations and is developing the energy and sustainability plans for the new CornellINYC Tech campus, beginning operation in 2017.



Chemical-Free Cleaning: Olin College Goes Beyond Green to Blue Cleaning
Andy DeMelia, Joanne Kossuth & Don Pyles

Chemical-free cleaning is the next frontier in cleaning for health and wellness. Olin College's program includes multiple technologies, training, and campus engagement to deliver a holistic approach (Blue Cleaning) that also supports campus sustainability. The viability of electrically activated water will be discussed. Results will be shared, along with recommendations for success implementation. Facility managers and sustainability coordinators should attend to see the latest innovation in sustainable cleaning techniques.

Presenter(s):

Andy DeMelia is the Director of Facilities at Olin College. He is responsible for all custodial activities for the 400,000 gsf campus. He has 5 years in the implementation of custodial programs for colleges and universities. He has successfully implemented sustainable practices in all facets of Facilities operations.

Joanne Kossuth is the Vice President for Operations and CIO. Ms. Kossuth has primary responsibility for the operational and technology areas of the college. These include: conference services, dining services, electronic security, facilities, human resources, information technology, planning and project management, public safety, and purchasing.

Don Pyles is an ARAMARK District Manager responsible for multiple colleges and university facility service relationships. In his role, he supports onsite managers and clients, and assures adherence to standards and delivery of service quality. Previously, he served as CEO of Florida Aluminum and Steel, a construction company, and Facilities Director at the Double JJ Ranch and Golf resort in Michigan.



Staying Ahead of the Curve and the Cuts... And Getting Better Results: How Rutgers Did It

Antonio Calcado, Dianne Gravatt & Jim Kadamus

Operating and capital budget reductions at Rutgers have been dramatic: capital renewal funding cut by over 50% and the facilities budget cut by over \$8 million. Being proactive, Rutgers reorganized, redeployed staff and revised work processes. Learn about what worked and why and how you can use these strategies.

Session is designed for all types of campuses and all levels of expertise.

Presenter(s):

Antonio Calcado is Rutgers Vice President responsible for the university's physical properties valued in excess of 2.8 billion. Tony has led the reorganization of the Operations department as well as the Project Services department with over 680 staff members and implemented over \$1 billion of capital investment in Rutgers' facilities.

Dianne Gravatt is Rutgers Director of Environmental Services and Grounds and has led the implementation of innovative practices and technology to improve campus services. She serves on the University Sustainability Committee, and is the immediate Past President of NJAPPA, and is currently serving as the Education Chair of NJAPPA.

Jim Kadamus is Vice President of Sightlines, leading analysis and benchmarking work with public universities. He works with State systems and major public universities nationwide to help them use performance measures as tools in their strategic capital planning and facility operations decision-making.

Empowering Your Facilities Staff: Creating a Pathway to a Successful, Motivated & Engaged Workforce

Wayne Wright, Holly Mussatti & Juan Allen

Ever wondered, "How can I get my employees to be more motivated and engaged in their work?" Tired of hearing employees say, "How do I fit in this organization?" and "Where do I go from here; I feel stuck in my job?" If this is the case, then this educational session is for you and your facilities organization. We will tackle those hard problems like creating appropriate and accurate position descriptions, creating career ladders, developing staff and evaluating effectiveness.

Presenter(s):

Wayne Wright is a Trainer with the Workplace Learning and Development team of the Office of Human Resources at American University. He is primarily responsible for presenting and facilitating soft skills courses to the University community, serving as the lead administrator of the Learning Management and Performance Management Systems, designing and developing professional development courses and assisting with the coordination of external trainings for the 8 departments of Facilities. His career at American University began in the Facilities Administration, as the Training Coordinator for the then department of Facilities and Administrative Services.

Is your FM on fb?: Social Media for the Facilities Manager

Bruce Alperin & Aileen Dreibelbis

Confused about social media? Wonder how it applies to facilities management? Facebook, LinkedIn, Twitter, YouTube, Foursquare, Google+, Flickr, Tumblr, – where does it end? And where should you begin? This session will provide insight into social media and how facility organizations can use it to engage the campus community. Learn the pro and cons of different platforms, how to create an action plan, and design a sustainable process to connect with your campus.

Presenter(s):

Bruce Alperin, LEED AP, is Senior Director of Marketing Facility Services for ARAMARK Higher Education. He is responsible for all communication and engagement strategies for clients, prospects, and customers within ARAMARK's facilities business.

Aileen Dreibelbis, is ARAMARK's Manager of Social Media Programs. She is responsible for the design and implementation of ARAMARK's social media engagement strategies for over 500 college and universities.

Real Gold Doesn't Tarnish
Barry Schnoor, John Cluver & Brad Randall

This presentation will compare actual performance of a new 25,000 s.f. classroom building against its energy model, exploring details of the study, assess assumptions and weaknesses of an energy model, and discuss how to balance the goals of performance, budget, and user happiness. This program will be enjoyed by facility designers and managers from beginner to intermediate levels.

Presenter(s):

Barry Schnoor is the Facilities Director for Millbrook School in Millbrook, New York. A graduate of the University of Nebraska, he learned facilities and infrastructure management while serving in the US Navy. He later worked in Facilities Management at the University of Virginia, where he completed a Master's Degree in Planning.

John H. Cluver, AIA, LEED AP is a Partner and Director of Preservation at Voith & Mactavish Architects in Philadelphia. With degrees in architecture from the University of Notre Dame and in preservation from the University of Pennsylvania, he has worked on a wide range of rehabilitation projects for a variety of educational, commercial, and civic institutions in the Mid-Atlantic region.

Brad Randall, P.E., LEED AP, is a graduate of Cornell University and currently a principal with Bruce E. Brooks & Associates, a consulting engineering firm located in Philadelphia. His professional practice focuses on the integration of energy-efficient systems with the architectural vision of his clients, including work on historic facilities at universities, private schools, museums, and libraries.



Standard of Care: Evaluating Professional Conduct
John Hoffmann

"Standard of Care: Evaluating Professional Conduct" demystifies professional practice standards and their practical applications. With information on cooperative project development, the presenter will discuss strategies for preventing and resolving professional negligence disputes through responsible design and shared decision making. Suitable for those with beginning to intermediate experience with the subject.

Presenter(s):

John J. Hoffmann is president of Hoffmann Architects. A Fellow of the American Institute of Architects, he has served on the board of directors for AIA National, BOMA International, and the CT Architecture Foundation. Active in applying professional practice standards, he provides litigation support to building owners, managers, and designers.



An Approach to Expanded Cost Reduction, Process Improvement and Better Service Delivery
Peter Holland & Drew (Andrew) Knab

Colleges and universities are caught in a financial squeeze. US News rankings, alumni, staff, faculty, administration and students demand resources and facilities departments are expected to deliver a first-rate campus with reduced funding. Sourcing initiatives can help academic institutions deliver improved financial results and superior facilities. Dramatic savings are possible but forward thinking, leadership and innovation are required. The session is appropriate for all levels.

Presenter(s):

Peter Holland is a thought leader in the practice of achieving cost reductions through procurement and sourcing and through the integration of shared services. In particular he has focused on real estate and facilities as an opportunity for organizations to realize dramatic savings through process improvements, contractual relationships and outsourcing. For over 20 years he was affiliated with Hartford Financial Services, a leading insurance firm where he was Chief Procurement Officer responsible for procurement, global sourcing, security, real estate facilities, business continuity and disaster recovery, food service, fleet, travel, meeting planning, aviation and other shared corporate services. While at The Hartford, Peter designed and implemented a centralized organization to leverage corporate spending. Results included significant cost savings and improvements in productivity, bottom-line performance and the overall ability of the corporation to realize its strategic and operational objectives. Since 2006, Peter has been a partner in Bartram & Cochran a real estate and consulting firm that assists organizations including academic institutions with real estate and facilities strategies.



Track 2 Evolution

Ignite Change. Go Nova! The Process of Imagination and Campus Transformation

Stuart Appel & Robert H. Morro, Jr.

This three-part presentation shares Villanova's Branding initiative; the community process, which tells the Villanova Story; and its bold initiative to transform the Campus landscape and give physical expression to Villanova's Core Values. This inspiring session will not be technical and is targeted to all university planning and facility professionals.

Presenter(s):

Stuart Appel, FASLA is the senior principal of Wells Appel, Planners & Landscape Architects in Philadelphia. He's spoken at AIA and ASLA National and Regional Conferences; at NJ APPA on Sustainable Campus Planning; and is on the faculty at Temple University where he directs their Senior Landscape Architecture Design Studio.

Track 3 Imaging

New Benchmarks for Successful IT Infrastructure Projects

Roy Gruver & Adrian E. Naggy

Learn how the upgrade of the 1950's Iacocca Hall network infrastructure began a new era in budgeting, planning and implementation of IT Infrastructure projects at Lehigh. From concept design through project closeout, including how to manage faculty and researcher expectations, this project created a new benchmark for technology upgrades on campus.

Presenter(s):

Roy A Gruver, Director of Technology Management Services at Lehigh University. Roy has been an IT professional since 1975, with management position in higher education IT since 1983. Roy's current responsibilities include campus network, data center and DR, telecom, technology installation and repair and systems admin. He has presented at Educause, and ACM SIGUCCS, national and regional conferences.

Adrian E. Naggy, RCDD, Integrated Technology Systems Bala Consulting Engineers. Adrian has over 12 years of experience in the IT industry, as both an installation and design professional. He has extensive experience in the administration and project management of large scale campus upgrades and new buildings. Adrian is a respected industry expert and has presented both locally and regionally.

Track 4 Journeying

Partnering with Private Developers – Deal or No Deal?

William Connor & Rich Przywara

Many universities are partnering with private developers on student housing, retail and parking projects. Typically considered a public/private partnership (P3s), this development model sounds appealing, but is it right for you? Come hear the pros and cons of P3s, including practical advice on boosting success and lessening risks.

Presenter(s):

Bill Connor is President of Remington Group, a project management and owner's representation firm. Bill guides institutions through complex real estate projects using his background in construction management, finance and private development. He has been involved with 6 public/private partnerships (P3s), including student housing, retail and parking projects.

Rich Przywara, Executive Director of the West Chester University Foundation, is responsible for a \$35 million capital campaign. He is leading the development of 6 modern high-rise student residence halls valued at over \$300M using P3s. Four buildings have been completed with another kicking off this year.

Track 5 Truths

Co-Workers and Thieves – Coping with Procurement Fraud

Ricardo Zayas & Scott Coffina

Fraud in a College or University environment can be devastating to the institution and its employees. The investigation is just the beginning. Other issues that require attention include recovery opportunities, prosecution considerations and regulatory matters. These speakers will tell the story of a multi-year fraud at a local university and how it went undetected.

Presenter(s):

Ric Zayas provides forensic accounting services to attorneys, corporate and governmental units. Engagements include assisting counsel in matters involving employee misconduct, fraud schemes, and business loss claims. He has assisted both prosecution and defense attorneys with trial presentations and expert testimony. Currently he is a Managing Director with Smart Devine, a Philadelphia accounting and consulting firm.

Scott Coffina is a former Assistant United States Attorney in Philadelphia, and a former Associate Counsel to George W. Bush. In private practice, Scott represents individuals, companies and institutions in internal investigations, political-legal controversies and white collar criminal and civil matters. He currently is a partner at Drinker, Biddle & Reath, splitting time between its Philadelphia and Washington, DC offices.

Tuesday, October 2

2:15 - 4:30 pm Special Presentation Tour

Presentation Tour

A Jump in Scale: The Curtis Institute of Music Expands with the New Lenfest Hall

Daniel McCoubrey, Elizabeth Warshawer & Seth Cohen

A presentation and tour of Lenfest Hall, a 105,000 gsf multi-use music education and student residence building for the Curtis Institute of Music. Tucked into one of Philadelphia's most historic 19th century blocks, it provides state-of-the-art facilities for teaching and practice, an orchestra rehearsal hall, dining services, and student residences. Curtis' culture, programs, long standing needs and the impacts of the expansion on the institution will be described as well as how the design met those needs in a historic district, the impact of acoustical criteria on design and construction and project delivery strategies.

Presenter(s):

Elizabeth Warshawer oversees all planning, administrative and financial aspects of Curtis' operations.

Daniel McCoubrey has 30 years experience with academic projects and special expertise in design and construction in historic contexts.



3:30 - 4:30 pm Session 7

Track 1 Happiness

Happiness vs. Truth, High-End Design in the Heart of the Campus

Robert Francis

Can a partnership between a campus and a major corporation actually deliver a superior product at affordable rates to students in the heart of a campus, or is this relationship destined to be the triumph of hope over experience, as Mark Twain famously described second marriages? In the relationship between Drexel University and American Campus Communities, going steady helps, a good pre-nup protects everyone's assets, and inviting the right people to the reception pays dividends in the long run.

Presenter(s):

Bob Francis has been a chief facilities officer for higher education and cultural institutions for twenty years, as well as an officer of a private facilities management firm. Before taking the vice president position at Drexel University, he held comparable positions at the University of Massachusetts Amherst, Detroit Public Schools, Rockefeller University, Stony Brook University, and Wright State University. He has managed over \$3 billion in construction in the past ten years. Bob worked in the private sector for 13 years as Vice President of Operations for Facilities Resource Management Co., overseeing commissioning, energy management, and technical operations for such clients as Rockefeller University, American Museum of Natural History, Lincoln Center for the Fine and Performing Arts, New York University, Columbia University, and Sarasota County Schools. An engineer by training, he taught literature in an English department before moving into administration. He was named an Honorary Member of the Detroit Chapter of the American Institute of Architects in 2005 and holds a Doctorate in Education Administration. Bob is responsible for the planning, design, and construction of new facilities at Drexel University's University City Main Campus, Center City Hahnemann Campus, and Queen Lane Medical Campus; maintenance and operation of the physical plant; and support services such as transportation.



Track 2 Evolution

Clean Energy: Getting Your Projects Funded in the Current Environment

Andrew Christ, Ben Parvey & Phyllis Kessler

Institutions are working toward the stewardship of the environment. Nothing is more effective than a clean energy project to provide a teaching tool, reduce the carbon footprint, and save money. Our panel outlines how to build a team and use creative financing to put you on the path to making that clean energy goal a reality.

Presenter(s):

Andrew P. Christ is a NJ professional engineer and the Associate Vice President for Facilities and Construction Management at New Jersey City University.

Benjamin Parvey is Blue Sky Power's CEO and has dedicated his professional career and education towards developing innovative public private partnerships.

Phyllis J. Kessler practices in the area of energy law, with a focus on provision of electricity and gas through alternative sources, representing providers and customers for energy services and efficiency.



Track 3 Imagining

WHYY's Hamilton Commons: A Model for Digital Education

David Zaiser & Craig Santoro

WHYY's Hamilton Public Media Commons is creating a new generation of storytellers who are technology savvy and fully engaged in Philadelphia's learning community. This beginner presentation will discuss education and design strategies for classrooms in the digital era that promote student success in digital media, technology and communications.

Presenter(s):

David Zaiser, AIA, is a partner with KSS Architects LLP. As the manager of KSS' Philadelphia office and an active participant in the design community, David is highly respected for his leadership, thoroughness and attention to detail. David is an expert in the design of learning environments, having worked on a broad range of projects for many academic institutions.

Craig Santoro is Director of Media Instruction at WHYY Inc. A pioneer of youth education at WHYY, Craig has created after-school documentary workshops for Philadelphia teens and partnered with community centers to hold classes for teens that have dropped out of school. He's developed award-winning summer camps, trained teachers and created video learning experiences for learners of all ages.

Track 4 Journeying

"Floods, Earthquakes, and Hurricanes...Oh My!": Emergency Management Lessons Learned in August 2011

Mark Showers & Christine Messina

Successful reaction to natural emergencies requires that you have a plan to mobilize internal and external resources to minimize the damage to your campus. While reacting it is essential that you keep accurate records of your actions to maximize financial reimbursement from your insurance company, FEMA and other agencies.

Presenter(s):

Mark Showers is the Assistant Director of Facilities at Rowan University. During a fourteen-day period in August and September he coordinated the University's response to severe flooding, an earthquake and a hurricane. After taking action to minimize the physical effects of the events he worked with FEMA and insurance officials for financial recovery.

Christine Messina is Vice President of allRisk Property Damage Experts and began her career at allRisk in 2002 as a production coordinator serving the firm's Construction & Restoration division. In 2005 Christine transitioned into a community and market relations role representing the firm in industry organizations where she could better learn the issues and goals important to her clients... and develop ways to meet those challenges.

Track 5 Truths

Making the Case for Facility Funding with Defensible Data at Tufts University

Bob Burns

Tufts University lacked current deferred maintenance (DM) information and needed objective data to determine funding needs going forward. After a facility condition assessment and data analysis, the required DM funding became clear. A three year plan was developed and presented to the Board of Trustees to make the case that DM had been underfunded.

Presenter(s):

Bob Burns is the Director of Facilities Services at Tufts University. The Facilities Services department is responsible for the cost effective operation, maintenance and management of all University facilities consisting of approximately 4.5 million square feet of space on our Boston, Grafton and Medford campuses.



Approved for AIA Learning Units.



These sessions cover sustainability related topics and may fulfill LEED accreditation continuing education requirements. Forms to assist attendees in submitting these sessions for credit will be available at the Conference but attendees are responsible for the submission process.

Myers-Briggs Type Indicator (MBTI)



Increase Your Leadership, Management and Collaboration Skills Through Use of the **Myers-Briggs® Type Indicator (MBTI®)** Assessment

MBTI® is being offered as an optional education session on Sunday, 9/30 from 1:00 - 4:00 pm.

Finding ways to improve communication, both inside and outside an organization, can significantly impact the success of the organization and its people. The MBTI® assessment can help reduce unproductive, interpersonal and intra-organizational conflict. In this 2 to 3 hour session, individuals can assess their strengths and blind spots in a non-judgmental and non-threatening way. The MBTI® assessment can help individuals become aware of their personality preferences and how those preferences affect their approach to work, life and individuals around them.

Participants will complete the Myers-Briggs® Type Indicator (MBTI®) assessment and participate in interactive exercises that accompany the assessment.

1. Introduction and taking the MBTI® assessment
2. MBTI® assessment scoring & discussion
3. Exercises
4. Closing comments and discussion

As a bonus, additional resources, materials, concepts and principles will be shared with participants who remain afterwards to help provide a gateway to a more content and abundant professional and personal life, changing the way they think and potentially changing their life.

Presenter:

Dana Gray is currently Director of Engineering and Architecture Services at the University of Southern Maine. He has an Associate and a Bachelor's degree from the University of Maine at Orono and more than 40 years of experience in facilities repair, maintenance, construction and project management.

Professional certifications include:

- MBTI® Certified Practitioner
- Educational Facilities Professional Credential (EFP)
- Certified Facility Manager (CFM)
- Facility Management Administrator (FMA)
- Leadership in Energy and Environmental Design (LEED) Accredited Professional
- Certified Construction Contract Administrator (CCCA) certification

In addition to the regular ERAPPA Annual Conference in Philadelphia, which runs Sunday, September 30, through Wednesday, October 3, 2012, DVAPPA is pleased to offer APPA's Supervisor's Toolkit Program starting Friday, September 28, and continuing through Tuesday, October 2. Cost for the program, including portions of the Conference is \$800.

This is an intensive 5 day program, separate from the Conference, which will allow Toolkit participants to also take advantage of the exhibit hall and many of the entertainment activities that are part of the full conference, including the Monday night event (tickets purchased separately) and the Tuesday night banquet (included in the registration fee).

Since this program spans five days, participants will NOT be able to attend the ERAPPA 2012 workshops/educational sessions that occur during the day on Monday and Tuesday. However, a delayed start on Monday and Tuesday mornings WILL allow Toolkit participants to attend the keynote and plenary speaker sessions, featuring Stephen M. R. Covey and Marci Shimoff.

The Supervisor's Toolkit: Nuts and Bolts of Facilities Supervision is a program designed and developed by APPA for the purpose of training and developing supervisors and managers in a facilities environment. The content provides a strong foundation for new or less experienced supervisors, yet it also benefits all levels of supervisors, managers and directors who have never had formal supervisory training or who may benefit from a refresher course. The training will be facilitated by two APPA master trainers.

All participants will be provided with an official Toolkit Participant Guide and handouts for their use and to keep. Those who complete the entire 5 day program will be issued a Certificate of Completion and 3.0 Continuing Education Units (CEUs) will also be provided by APPA. Class size is limited and registrations will be accepted on a first come, first served basis. Details of the program are listed below:

Course Description

The educational facilities workplace has been transformed in recent years by a variety of forces. Intense competition, advancing technology, changing values, and a global economy have created new possibilities as well as challenges. This transformation is changing the nature of management and the roles of supervisors.

Supervisors must develop a systematic approach toward organizing, managing, motivating, and meeting customer expectations. The traditional role of the supervisor/manager is no longer adequate. The new business environment demands leadership.

Module 1: Supervision — What Is It?

Learn to define effective facilities supervision; identify the roles and responsibilities of supervisors; and understand four key functions of supervision.

Module 2: It's More Than "Adminis-trivia"

Learn to understand the supervisor's role in administering organizational policy and procedures; recognize the legal considerations in the facilities environment; and gain an awareness of resource management.

Module 3: Communication — Let's Talk!

Identify barriers to effective communication; demonstrate communication skills; and understand your role in the communication process.

Module 4: If It Weren't for the People

Understand the importance of developing and maintaining effective relationships with others in the workplace; examine the different types of relationships that exist in the workplace; and identify strategies and skills for improving relationships with others.

Module 5: Motivation and Performance

Identify methods of training and developing employees; ascertain methods of positive reinforcement; and understand the importance of performance management and evaluation.

Module 6: Customer Service Triangle

Learn to create a basic understanding of the three major aspects of customer service process, experience, and recovery; examine the role of the supervisor in customer service; and help participants identify areas for improvement in service delivery in their organizations.

Module 7: Leadership — Tools for Success

Master techniques to understand critical elements of leadership; transition from managing, to managing and leading; and understand your own preferred leadership style.

Toolkit Schedule

Supervisor's Toolkit

Nuts and Bolts of Facilities Supervision

Friday, September 28	
7:00 am – 8:00 am	Breakfast
8:00 am – 9:30 am	Supervisor's Toolkit
9:30 am – 10:00 am	Morning Refreshment Break
10:00 am – Noon	Toolkit
Noon – 1:00 pm	Lunch
1:00 pm – 2:30 pm	Toolkit
2:30 pm – 3:00 pm	Afternoon Refreshment Break
3:00 pm – 4:30 pm	Toolkit
	<i>Dinner On Own</i>

Saturday, September 29	
7:00 am – 8:00 am	Breakfast
8:00 am – 9:45 am	Toolkit
9:45 am – 10:15 am	Morning Refreshment Break
10:15 am – Noon	Toolkit
Noon – 1:00 pm	Lunch
1:00 pm – 2:30 pm	Toolkit
2:30 pm – 3:00 pm	Afternoon Refreshment Break
3:00 pm – 4:30 pm	Toolkit
	<i>Dinner On Own</i>

Sunday, September 30	
7:00 am – 8:00 am	Breakfast
8:00 am – 9:45 am	Supervisor's Toolkit
9:45 am – 10:00 am	Morning Refreshment Break
10:00 am – Noon	Toolkit
Noon – 12:45 pm	Lunch
12:45 pm – 2:00 pm	Toolkit
2:00 pm – 4:00 pm	<i>Free Time</i>
4:00 pm – 5:00 pm	First-Time Attendee Reception
6:00 pm – 8:00 pm	Hall of Resources Grand Opening Reception

Monday, October 1	
7:00 am – 8:00 am	Breakfast
8:00 am – 8:15 am	Welcoming Remarks
8:15 am – 9:30 am	Keynote Presentation
9:30 am – 10:00 am	Hall of Resources/Networking & Refreshment Break
10:00 am – 11:30 am	Supervisor's Toolkit
11:30 am – 12:30 pm	Hall of Resources/Networking & Lunch
12:30 pm – 2:00 pm	Toolkit
2:00 pm – 2:30 pm	Hall of Resources/Refreshment Break
2:30 pm – 4:00 pm	Toolkit
4:00 pm – 5:00 pm	Local Chapter Meetings <i>(optional)</i>
5:45 pm – 6:00 pm	Transportation Arrival/Boarding for Monday Evening Program <i>(Pre-Registration Required)</i>
6:00 pm – 9:00 pm	Monday Evening Entertainment Program

Tuesday, October 2	
7:00 am – 8:15 am	Hall of Resources Open Networking & Breakfast
8:15 am – 8:30 am	Opening Remarks
8:30 am – 9:30 am	Plenary Presentation
9:30 am – 10:00 am	Hall of Resources/Networking & Refreshment Break
10:00 am – 12:30 pm	Supervisor's Toolkit
12:30 pm – 1:30 pm	Lunch and Annual Business Meeting <i>(Toolkit class will not stay for meeting that goes until 2:15 pm)</i>
1:30 pm – 3:15 pm	Toolkit
3:15 pm – 3:30 pm	Afternoon Refreshment Break
3:30 pm – 4:30 pm	Toolkit
5:30 pm – 6:30 pm	Awards Reception
6:30 pm – 10:00 pm	Awards Presentation & Dinner
10:00 pm – 12:00 am	ERAPPA 2012 Entertainment

Special Presentations



Stephen M. R. Covey – Keynote Speaker

Monday, October 1 8:15 – 9:30 am
Regency Ballroom, Loews Philadelphia

Stephen M. R. Covey leads the Global Speed of Trust Practice. A sought-after and compelling keynote speaker and advisor on trust, leadership, ethics, and high performance, he speaks to audiences around the world. He is the New York Times and #1 Wall Street Journal bestselling author of *The Speed of Trust*, a groundbreaking and paradigm-shifting book that challenges our age-old assumption that trust is merely a soft, social virtue and instead demonstrates that trust is a hard-edged, economic driver—a learnable and measurable skill that makes organizations more profitable, people more promotable, and relationships more energizing. He advocates that nothing is as fast as the speed of trust and that the ability to establish, grow, extend, and restore trust with all stakeholders is the critical leadership competency of the new global economy. Covey passionately delivers that message and is dedicated to enabling individuals and organizations to reap the dividends of high trust. Audiences and organizations alike resonate with his informed, practical approach to real-time issues that affect their immediate and long-term performance.

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Marci Shimoff – Plenary Session Speaker

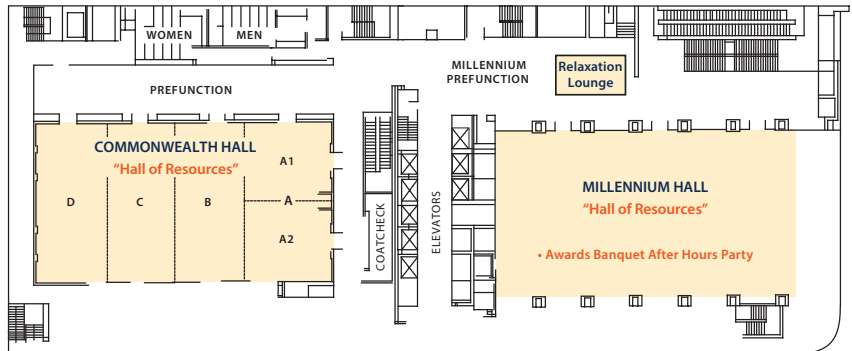
Tuesday, October 2 8:30 – 9:30 am
Regency Ballroom, Loews Philadelphia

With book sales of more than 14 million copies worldwide in 31 languages, **Marci Shimoff** is one of the bestselling female nonfiction authors of all time. This is the latest breakthrough from this New York Times best-selling author, world-renowned transformational expert, author of *Love for No Reason*, *Happy for No Reason*, co-author of six *Chicken Soup For The Soul* books, and featured teacher in hit film *The Secret*. Her profound teachings are easy-to-understand... and her methods work!

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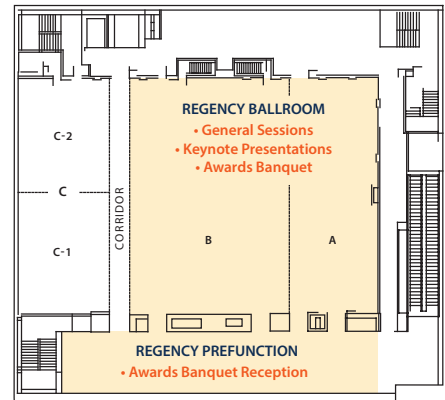
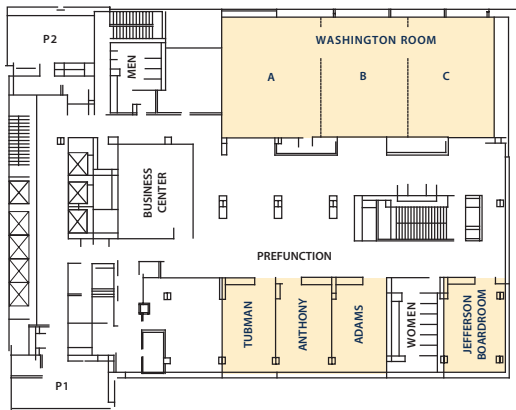
Loews Philadelphia Hotel Map

SECOND FLOOR



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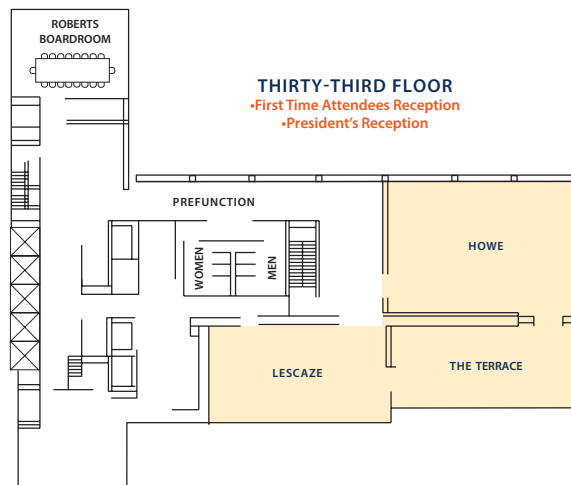
- Board & Committee Meetings • Education Sessions
- MBTI • Professional Development • Supervisor's Toolkit



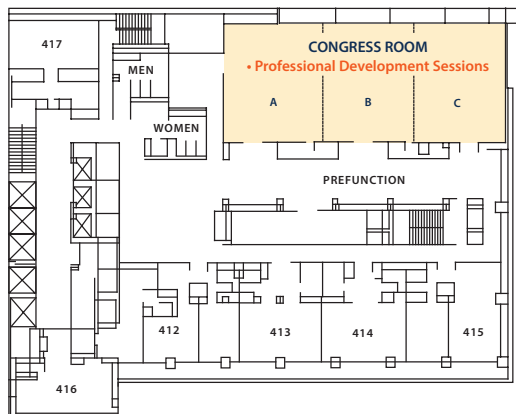
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THIRTY-THIRD FLOOR

- First Time Attendees Reception
- President's Reception



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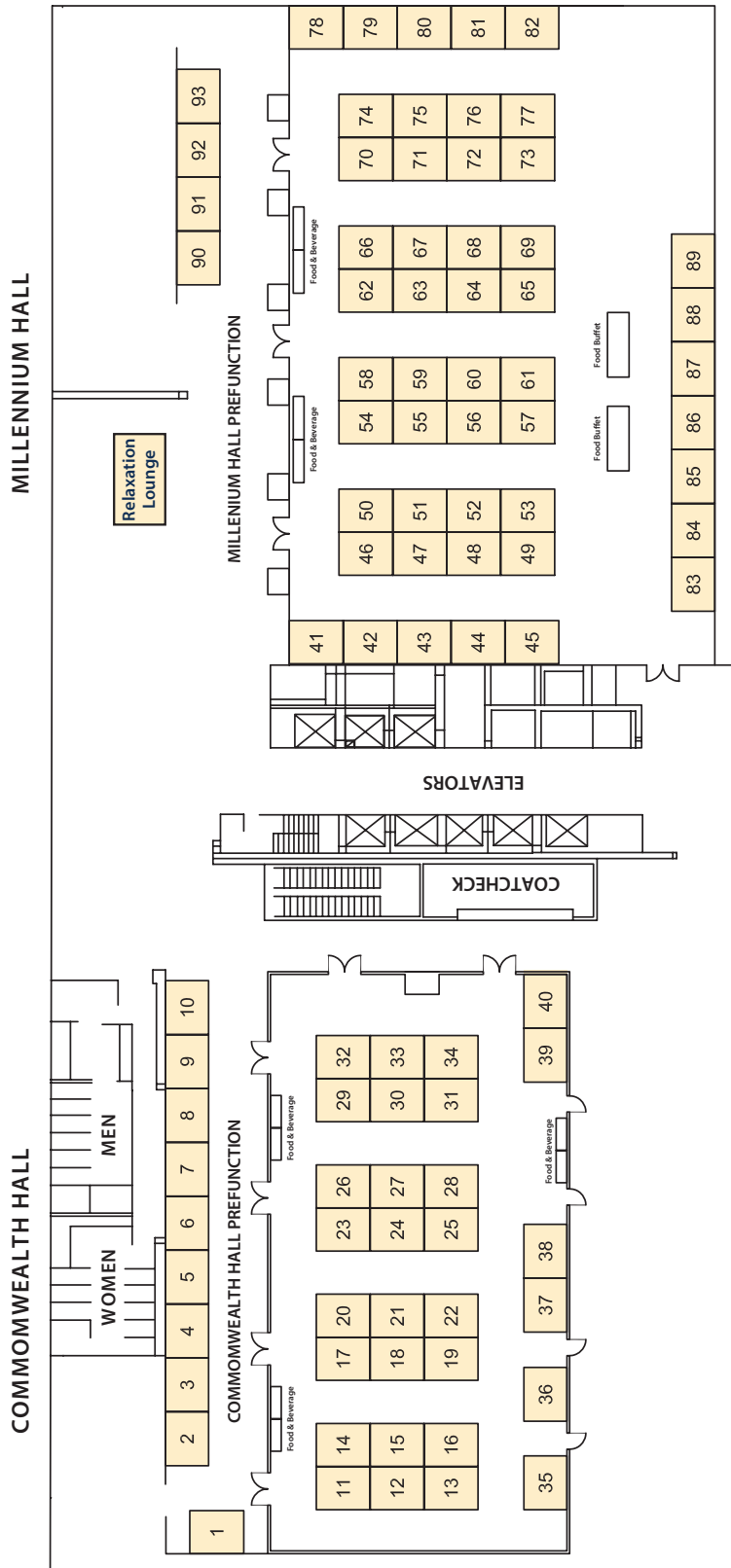
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WM
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Hall of Resources Map

SECOND FLOOR



Hall of Resources – Exhibitors

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Exhibitor | Booth 90

10801-2 N. Mopac Expwy, Ste 400
Austin, TX 78759
Phone: 512-861-0726
www.accruent.com

Accruent's FAMIS solution is designed to provide your institution with the tools you need to manage the complete facilities lifecycle — such as facilities management, asset management, inventory control, space management, and more. FAMIS is a leader in providing robust facilities management functionality developed specifically for the higher education.

Aircuity, Inc.

Exhibitor | Booth 24

55 Chapel Street
Newton, MA 02458
Phone: 617-641-8800
www.aircuity.com

Aircuity is the smart airside efficiency company providing building owners with sustained energy savings through its intelligent measurement solutions. By combining real-time sensing and continuous analysis of indoor environments, the company has helped commercial, institutional and lab building owners lower operating costs, improve safety and become more energy efficient. Founded in 2000 and headquartered in Newton, MA, Aircuity's solutions have benefitted organizations such as the University of Pennsylvania, Eli Lilly, Masdar City, the Bank of America Tower and the University of California-Irvine.

AKF Group LLC

Exhibitor | Booth 66

1500 Walnut St, Suite 1400
Philadelphia, PA 19102
Phone: 215-735-7290
www.akfgroup.com

AKF is an engineering firm providing MEP-based services for a wide range of facilities including academic, residence hall, research, healthcare, critical environment, cultural, data center, and utility/energy plant. We apply our design, evaluation, analysis and Cx expertise on high performance buildings, energy-related improvements, facility/plant optimizations, utility generation/distribution systems, and utility master planning.

allRisk Property Damage Experts

Platinum | Booth 57

501 Kennedy Boulevard
Somerdale, NJ 08083
Phone: 877-247-5252
www.TeamAllRisk.com

allRisk Property Damage Experts is a 24/7 privately owned, general contractor specializing in disaster recovery, emergency response, restoration, and environmental remediation. allRisk responds to all types of damage such as fire, flood, structural failure, mold, and sewage backup. The firm's Delaware Valley headquarters is home the allRisk Emergency Response fleet, 65+ trained and certified employees and thousands of pieces of specialized equipment. One of the largest and best-equipped property damage firms on the East Coast, allRisk services a variety of industries including healthcare, property management, hospitality, education, non-profits and premier client residential.

alpscontrols.com

Exhibitor | Booth 1

217 West 8th Avenue
West Homestead, PA 15120
Phone: 412-464-1730
www.alpscontrols.com

alpscontrols.com is an online wholesale distributor of HVAC products, building automation controls, and lighting and energy monitoring solutions from nearly 150 industry-leading manufacturers. Much more than a traditional brick-and-mortar warehouse, we offer the lowest prices in the business, the most state-of-the-art purchasing and accounting tools, and the best in customer-focused support.

ARAMARK Higher Education

Gold | Booth 70

1101 Market Street, 24th Floor
Philadelphia, PA 19010
Phone: 215-409-7462
www.aramarkhighered.com

ARAMARK Higher Education is a strategic partner aligned with the goals of your institution. We bring industry-leading innovations and we empower talented teams to enhance your campus. We provide a range of facility and other support services to over 600 campuses in the U.S. ARAMARK offers campuses a single source for the development of facility management solutions: master planning; development and venue design; facilities maintenance; custodial; grounds; energy management; capital project management; and building commissioning. We help campuses Thrive.

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Auburn Manufacturing, Inc.

Exhibitor | Booth 37

PO Box 220
Mechanic Falls, Maine 04256
Phone: 207-345-8771
www.auburnmfg.com

Ever Green® Cut 'n Wrap™ Insulation Kits, a patented technology makes saving energy fast and easy. Installing these pre-engineered modular insulation kits makes quick work of insulating bare systems. Just Cut. Wrap. Strap. and save. Perfect for district energy systems and campus settings such as universities, healthcare and government facilities.

Bala Consulting Engineers, Inc.

Exhibitor | Booth 42

443 S Gulph Rd
King of Prussia, PA 19406
Phone: 610-649-8000
www.bala.com

Bala Consulting Engineers, Inc. provides MEP/FP, Structural, Voice/Data/Security and Commissioning design services to colleges and universities throughout the Mid-Atlantic region. Our projects include: classrooms, research facilities, performing arts centers, student centers, libraries, residences, athletic, academic facilities plus campus infrastructure upgrades.

BELFOR Property Restoration

Freedom | Booth 29

608 Jeffers Circle
Exton, PA 19341
Phone: 610-594-5566
Phone: 888-629-4768
www.belfor.com

BELFOR is a global leader in integrated disaster recovery and property restoration services. With over 6,000 employees worldwide and more than 250 offices in 28 countries, BELFOR has an extensive network of resources, personnel and equipment to offer a comprehensive line of water, fire and storm damage emergency and restoration services for commercial and residential customers.

BELIMO

Gold | Booth 34

43 Old Ridgebury Rd.
Danbury, CT 06810
Phone: 800-543-9038
www.belimo.us

Belimo is a world leader in the design, manufacture and marketing of damper actuators and control valve assemblies used in commercial HVAC systems. Belimo is well known for its innovation of the direct-coupled actuator and innovations in pressure independent control valve technology. Belimo provides the solutions that customers need to maintain an efficient building environment.

Bergmann Associates, Inc.

Silver | Booth 83

28 East Main Street
Rochester, NY 14614
Phone: 585-232-5135
www.bergmannpc.com

Bergmann Associates is a progressive, forward-thinking architecture and engineering firm providing services to clients throughout the United States for three decades. Bergmann has eleven offices and 340 staff featuring architects, interior designers, landscape architects, structural, civil, environmental, mechanical, and electrical engineers. Our team has a rich portfolio of higher education environments featuring academic buildings, residence halls, food service venues, and science/research buildings.

Blackney Hayes Architects

Exhibitor | Booth 79

150 South Independence Mall West
Suite 1200
Philadelphia, PA 19106
Phone: 215-829-0922
www.blackneyhayes.com

Blackney Hayes Architects is a full service and award-winning architectural and interior design firm that specializes in sustainable design solutions for higher education clients. We are adept at communicating options that maximize aesthetic quality but respect your bottom line. We also pride ourselves in being able to create consensus amongst the different project constituents so that the end result is a project that meets or exceeds expectations.

BRAVO! Building Services

Silver | Booth 84

29 King George Road
Green Brook, NJ 08812
Phone: 866-OH-BRAVO
www.bravobuildingservices.com

BRAVO! provides custodial services, dormitory summer cleanings and mechanical services to many higher education campuses on the east coast. If you want to enhance the appearance of your campus or you are tired and frustrated with subpar cleaning, stop by booth 84 to learn how BRAVO! can make a difference.

Butz Family of Companies

Exhibitor | Booth 92

Allentown, PA
Phone: 610-395-6871
www.butzenterprisesinc.com

The Butz Family of Companies, Alvin H. Butz, Inc., Shoemaker Construction Co. and Alexander Building Construction Co. provides exceptional, comprehensive construction management and design/build services, led by strong values and complete satisfaction with special attention to safety, quality and value. We specialize in the higher education market, having completed more than 175 projects in the last 10 years, as well as the healthcare, office, sports/entertainment and manufacturing markets in Pennsylvania, New Jersey and northern Delaware.

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CenterPoint Engineering, Inc.

Exhibitor | Booth 47

2 Market Plaza Way
Mechanicsburg, PA 17055
Phone: 717-795-8575
www.centerpointeng.net

CenterPoint Engineering is a full service engineering firm offering complete services in the areas of civil, structural, mechanical, electrical, plumbing, alternative energy, heating, ventilation, air conditioning, and fire protection, as well as lighting, power and technology systems. We have designed a wide variety of projects including educational, industrial, institutional, commercial, healthcare, correctional, government and residential.

Chautauqua Woods Corp.

Gold | Booth 14

134 Franklin Avenue
PO Box 130
Dunkirk, NY 14048
Phone: 716-366-3808
www.cwdoors.us

Chautauqua Woods entryways are handcrafted in the USA by master woodworkers. A perfect blend of engineering, technology, & old world craftsmanship places our doors in a class all our own, unequaled in the building industry. Historic or contemporary, we design and build the project to the size, shape, and configuration to meet your specific needs.

Competitive Energy Services

Platinum | Booth 58

148 Middle St.
Portland, ME 04101
Phone: 207-772-6190
www.competitive-energy.com

Competitive Energy Services, an independent energy firm, provides a variety of strategic energy management services, such as procurement, budgeting and renewable energy solutions across the US and Canada. Our integrated, innovative and customized solutions help clients maximize savings and manage risks in the rapidly changing energy sector.

Consigli Construction Co., Inc.

Platinum | Booth 23

72 Sumner Street
Milford, MA 01757
Phone: 508-473-2580
www.consigli.com

Consigli, a fourth generation family-owned business, established in 1905, is a full-service construction manager and general contractor serving academic, healthcare, institutional, corporate, life sciences, landmark restoration and federal clients throughout New England and New York State. For more information, visit www.consigli.com.

Crabtree, Rohrbaugh & Associates – Architects

Gold | Booth 48 & 49

401 E. Winding Hill Road
Mechanicsburg, PA 17055
Phone: 717-458-0272
www.cra-architects.com

Crabtree, Rohrbaugh & Associates is a nationally recognized architecture and interior design firm employing over 95 professionals in the Mid-Atlantic. Headquartered in Pennsylvania, the firm has designed and overseen construction of facilities in multiple states. The common thread running through all of our projects is our collaborative design process. This collaboration meshed with our client-centric approach results in high-level and appropriate design that meets and exceeds client expectations.

CSI International, Inc.

Exhibitor | Booth 63

105 Terry Drive, #116
Newtown, PA 18940
Phone: 215-944-9880
www.csiinternational.com

Since 1989 CSI International has provided janitorial, maintenance and management services to educational, corporate and commercial campuses on the East Coast. Our 23 years of service excellence has earned CSI the reputation as a value focused service provider that exceeds customers' expectations with responsive and customized services.

CVM Construction

Gold | Booth 20

400 Cresson Boulevard
Oaks, PA 19456
Phone: 610-989-3800
www.cvmnext.com

CVM delivers the traditional capabilities of an at-risk contractor with an innovative problem-solving attitude. Offering services including construction management, general contracting, and building diagnostics, our long-term clients include some of the nation's premier cultural and academic institutions. Ask the right questions. Listen. Think. Build the right solution. Get there together.

Delta Controls

Platinum | Booth 62

17850 56th Avenue
Surrey, BC V3S 1C7
Phone: 604-574-9444
www.deltacontrols.com

Delta Controls is a leader in providing Building Automation and Control Systems to the higher education market that empower your facilities team to: enhance comfort, support sustainability, improve financial performance, ensure self determination and build for longevity. Our fully integrated BACnet system includes HVAC, Lighting and Access.

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Disaster Kleenup International, LLC – DK1

Freedom | Booth 46

1555 Mittel Boulevard, Suite S
Wood Dale, IL 60191
Phone: 888-735-0800
www.disasterkleenup.com

DKI is the largest disaster restoration organization in North America. DK1 provides residential, commercial, and industrial emergency response, water damage mitigation, fire and contents cleaning, mold remediation, complete reconstruction and much more, 24 hours a day, 365 days a year.

Diversified Project Management

Exhibitor | Booth 4

One Gateway Center, Suite 951
Newton, MA 02458
Phone: 617-243-3888
www.dpm-inc.com

DPM is a client-oriented Owner's Representative consulting firm that specializes in meeting the needs of institutional clients through pre-construction planning, program management, construction administration, space programming, portfolio management, FF&E consulting and relocation management.

Don Pearse Photographers, Inc.

Silver

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EMCOR Services Fluidics

Exhibitor | Booth 19

9815 Roosevelt Blvd, Suite A
Philadelphia, PA 19114
Phone: 215-671-7900
www.fluidics.com

EMCOR Services Fluidics, a wholly owned subsidiary of EMCOR Group, Inc., is a mechanical, facility operations, building automation, and energy services contractor serving higher education, healthcare, pharmaceutical and commercial real estate owners in Southeastern PA, NJ and DE. We design, install, replace, maintain and operate all types of building infrastructure systems with emphasis on energy conservation.

ENERACTIVE Solutions

Exhibitor | Booth 13

700 Mattison Ave., Suite A
Asbury Park, NJ 07712
Phone: 732-988-8850
www.eneractivesolutions.com

ENERActive is an independent, full service energy consulting, engineering, and project development firm. Specializing in the analysis, design, development, and installation of energy efficiency projects, building system optimization projects, and power generation solutions for optimization and environmental control.

Entech Engineering, Inc.

Gold | Booth 53

4 South Fourth Street
P.O. Box 32
Reading, PA 19603-0032
Phone: 800-825-1372
www.entecheng.com

Entech, a full-service engineering/architectural firm, provides design and consulting services with an environmentally sensitive, but practical focus on energy. We employ a dedicated team of experienced engineers, architects, facility analysts, and certified energy managers to survey current buildings and systems, identify preventive/deferred maintenance issues, and recommend corrective measures.

EYP Architecture & Engineering, PC

Silver | Booth 10

NanoFab East
257 Fuller Road, First Floor
Albany, NY 12203
Phone: 518-795-3800
www.eypaedesign.com

EYP is the expertise-based, integrated architecture and engineering firm that specializes in sustainable design for higher education. The firm is ranked among the largest A/E firms in the nation by Building Design & Construction magazine and recently ranked in The Architect 50, Architect Magazine's annual ranking of top architecture firms.

FieldServer Technologies

Exhibitor | Booth 71

1991 Tarob Ct.
Milpitas, CA 95035
Phone: 408-262-2299
www.fieldserver.com

Manufacturer of protocol gateways enabling devices and networks to easily interface to modern open protocol networks. Access to extensive FieldServer protocol driver library of over 100 protocols makes it easy to interface to BACnet, LonWorks, Modbus, Metasys N2, SNMP and other networks.

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Foreman Group

Exhibitor | Booth 15

PO Box 189
Zelienople, PA 16063
Phone: 724-452-9690
www.foremangroup.com

The Foreman Group is a multidisciplinary building and design service provider and serves the higher education, K-12 schools, healthcare, religious and commercial sectors in PA, OH, NJ, WV and MD. Foreman Architects Engineers (FAE), which was founded in 1956, is the sprout from which The Foreman Group has grown. The Foreman Group is comprised of a team of independently operating but collaborating companies including: Foreman Architects Engineers, Foreman Program and Construction Managers, Foreman Building Commissioning, and PerFOREMANce Roofing Specialists.

Gale Associates, Inc.

Silver | Booth 30

163 Libbey Parkway
Weymouth, MA 02189
Phone: 800-659-4753
www.galeassociates.com

Gale Associates Inc. is a 110-person consulting engineering firm specializing in Building Envelope Technology (roofs, windows, structural support, walls, glazing, etc.) and Athletic Facilities Planning and Design.

GENESAN

Exhibitor | Booth 41

12 Bartlett Road, Box 400
Gorham, ME 04038
Phone: 877-247-5252
www.cleaneasier.com

Genesan provides cleaning products that are environmentally sound and safe. The product line up goes beyond the acceptable and standard definition of "green" and takes into account; quality, performance, cost and sustainability. Genesan products incorporate the science of bio-technology, the use of agricultural raw materials and the benefits of natural and good bacteria to enhance cleaning action. Certification for the many of the products include: Ecolabel, UL, Green Seal and Eco Logo. The products are classified as bio-preferred and are part of the USDA Bio-Preferred purchasing program.

H2L2 Architects/Planners

Gold | Booth 31

714 Market Street
Suite 600
Philadelphia, PA 19106
Phone: 215-925-5300
www.h2l2.com

H2L2 is an architecture and planning firm headquartered in Philadelphia, specializing in planning and design for higher education, private independent schools and international schools.

Hess Corporation

Freedom | Booth 54

One Hess Plaza
Woodbridge, NJ 07095
Phone: 800-437-7265
www.hessenergy.com

Hess Energy Marketing is the largest provider of natural gas, fuel oil and electricity to commercial and industrial customers in the 17-state market area in which it operates. Hess' suite of products offers customers a comprehensive approach to "green energy".

Hill International, Inc.

Gold | Booth 74

One Penn Square West
30 South 15th Street
Suite 1300
Philadelphia, PA 19102
Phone: 215-557-3240
www.hillintl.com

Hill International, with 3,200 professionals in 110 offices, provides program and project management, construction management, cost engineering/estimating, quality assurance, inspection, scheduling, claims analysis, dispute resolution and staff augmentation services to clients. Hill is a leader in construction claims management, considered to be the largest construction claims firm in the world.

Hillyard, Inc.

Exhibitor | Booth 6

302 N. 4th Street
St. Joseph MO 64501
Phone: 800-365-1555
www.hillyard.com

For over 100 years, schools have turned to Hillyard. The Cleaning Resource to solve their most difficult cleaning challenges. By providing industry custodial management software- Hillyard CCAP, on the site custodial staff training, and innovative labor-saving custodial products, Hillyard has partnered with schools to lower their cost to clean.

Hoffmann Architects, Inc.

Exhibitor | Booth 67

2321 Whitney Avenue
Hamden CT 06518
Phone: 203-239-6660
www.hoffarch.com

Founded in 1977, Hoffmann Architects specializes in the rehabilitation of the building envelope. Our work focuses on the exteriors of existing structures, diagnosing and resolving deterioration within facades, roofs, windows, plazas/terraces, parking garages, and historic/landmark structures. We also provide consulting services for new building construction and litigation/claim support.

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Howard Industries

Silver | Booth 82

6400 Howard Drive
Fairview, PA 16415
Phone: 800-458-0591
www.howardindustries.com

A leading manufacturer of Architectural Signage Systems for over 85 years, specializing in Interior and Exterior modular signage for College and University campuses. Applications include; ADA compliant Interior room identification and wayfinding, along with exterior wayfinding and campus maps. Sign design, survey, and installation services are also available offering a single source for all of your campus signage needs.

IMC Construction

Exhibitor | Booth 45

3 Great Valley Parkway, Suite 200
Malvern, PA 19355
Phone: 610-889-3600
www.imcconstruction.com

National construction management, design-build and general contracting firm specializing in state-of-the-art academic buildings, research laboratories, performing arts centers, student unions, residences, and athletic centers. Services include program management, Building Information Modeling, LEED expertise, and other comprehensive pre-construction and construction phase services.

Irwin & Leighton, Inc.

Silver | Booth 9

1030 Continental Drive
King of Prussia, PA 19406
Phone: 610-989-0100
www.irwinleighton.com

Irwin & Leighton provides quality construction services throughout the Mid-Atlantic region to prominent organizations from the corporate, educational, healthcare, pharmaceutical, and retail sectors. The company's hallmark lies in the strength of its long-term relationship with its customers as well as its employees.

ISES Corporation

Exhibitor | Booth 39

2165 West Park Ct, Ste N
Stone Mountain, GA 30087
Phone: 770-879-7376
www.isescorp.com

ISES provides services to facility managers, including Facility Condition Assessments, utility/infrastructure assessments, maintenance organization structuring, preventive maintenance programming, equipment inventories, assistance in CMMS implementation, and vertical transportation studies. We have surveyed over 25,000 buildings encompassing over 2 billion GSF. ISES employs professionals with experience in architecture, engineering, and institutional maintenance.

ISS Facility Services

Platinum | Booth 61

1019 Central Parkway North, Suite 100
San Antonio, TX 78232
Phone: 210-495-6021
www.us.issworld.com

Headquartered in Copenhagen, Denmark, the ISS Group is one of the leading facility services groups in the world operating in 53 countries. ISS in the US provides integrated facility services (IFS), facility management, cleaning, property services including landscape maintenance and construction, office support, catering, and security services.

Janitronics Facility Services

Silver | Booth 89

1988 Central Ave
Albany NY 12205
Phone: 518-456-8484
www.janitronicsinc.com

Educational environments are created to share ideas; not contaminants. It doesn't take much to contaminate a surface and for that surface to facilitate further contamination. We specialize in creating and sustaining a healthy indoor environment utilizing state of the art, effective "cleaning systems" based on validated cleaning science research.

JBH3 & Associates, Inc. + JBH3 architects, pc.

Exhibitor | Booth 91

124 E. 7th Avenue
Conshohocken, PA 19428
Phone: 610-567-0210
www.jbh3associates.com

JBH3 is an architecture, interior design and facilities planning firm serving the corporate, healthcare and educational sectors throughout the northeast. Our talented team of professionals is imbued with a passion and a curiosity about what makes departments, teams and higher education campuses tick. Our commitment to customer service and responsible design has garnered us a reputation in the industry that remains the cornerstone of our business.

JM Coull, Inc.

Exhibitor | Booth 72

20 Powder Mill Road
Maynard, MA 01754
Phone: 978-461-0330
www.jmcoull.com

JM Coull is a construction management and design-build firm providing 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.

ERAPPA 2012 Exhibitor/Sponsor Directory

Kaplin Stewart Meloff Reiter & Stein, PC

Exhibitor | Booth 43

Union Meeting Corporate Center
910 Harvest Drive
P.O. Box 3037
Blue Bell, PA 19422-0765
Phone: 610-260-6000
www.kaplaw.com

Kaplin Stewart is uniquely suited to address the specific legal issues faced by educational institutions. Our attorneys have years of experience working with townships, municipal authorities and governmental agencies, and our practice areas such as real estate transactions, land use and zoning, environmental, tax, employment and litigation allow us to provide comprehensive services to our institutional clients. We can provide the strategies you need to get the results you want.

Kimball Sales Co.

Silver | Booth 8

5 Mill Run
Rensselaer, NY 12144
Phone: 518-432-5260

Kimball Sales Co. is an independent sales company representing several major Glass & Aluminum window manufacturers, since 1994. We work directly with Facilities Managers and architects, and our products are installed by qualified window & glazing contractors. We market our products in Upstate NY and the New England states.

Lochinvar, LLC

Gold | Booth 40

300 Maddox Simpson Pkwy.
Lebanon, TN 37090
Phone: 615-889-8900
www.lochinvar.com

Lochinvar, LLC is a leading manufacturer of high-efficiency water heaters, boilers, pool heaters and storage tanks. Based in Lebanon, TN with facilities in Chicago, Detroit, Orlando, Tampa, Phoenix, Pompano Beach and Dallas, Lochinvar stocks all products in all locations.

Marvin Windows and Doors

Silver | Booth 7

P.O. Box 100
Warroad, MN 56763
Phone: 877-879-7908
www.marvin.com

Marvin Windows and Doors brings its Built Around You® philosophy to life with every customer and every solution. A premier manufacturer of made-to-order wood and clad wood windows and doors, Marvin offers high-performance, high-quality products for energy-efficient commercial projects.

McGard LLC

Exhibitor | Booth 35

3875 California Rd.
Orchard Park, NY 14127
Phone: 888-888-9192
www.mcgard.com

Manhole security: locking, light weight manhole covers.

Meganite Solid Surface Products

Exhibitor | Booth 3

1254 E. Lexington Avenue
Pomona, CA 91766
Phone: 909-464-2908
www.meganite.com

As a research and design-driven manufacturing company, MEGANITE, was founded in 1976 specializing in the development of chemical resins. MEGANITE high performance solid surface materials are used for many applications including countertops, backsplashes, window sills, sinks, and shower walls.

Mellon Certified Restoration

Gold | Booth 87

436 South Lansdowne Avenue
Yeadon, PA 19050
Phone: 610-622-5860
www.melloncr.com

Specializing in the restoration of commercial property damaged by fire, water, smoke, wind and other perils since 1982. Privately owned with multiple full service locations providing emergency services 24 / 7 / 365 and national award winning restoration. Our goal is to return your facility to its pre-loss condition while reducing the costs associated with business interruption.

Mitsubishi Electric

Bronze

Phone: 800-687-1966
www.mehvac.com

For the past 30 years, Mitsubishi Electric Cooling and Heating has enhanced people's lives by improving comfort, conserving energy, and promoting environmental sustainability. As a leading marketer of intelligent and efficient air-conditioning and heating systems for new construction or renovation, our product lines include CITY MULTI Variable Refrigerant Flow Zoning systems and Mr. Slim Split-ductless A/C and Heat Pumps.

ERAPPA 2012 Exhibitor/Sponsor Directory

Nalco, An Ecolab Company

Exhibitor | Booth 80

1601 W. Diehl Road
Naperville, IL 60563
Phone: 630-305-1000
www.nalco.com

By leading with results Nalco, an Ecolab Company fills more than your water treatment needs. Combining industry expertise with water treatment expertise, we are committed to reducing your deferred maintenance, increasing student retention & attraction while providing educational programs. Our patented technologies & training workshops will support your needs for reliability to your campus.

NK Architects

Gold | Booth 28

95 Washington St
Morristown, NJ 07960
Phone: 973-539-5353
www.nkarchitects.com

Effective learning environments ignite new points of view, encourage excellence, promote a sense of community and shape today's students for the challenges of tomorrow. Our functional and strategic designs help attract the best and brightest faculty and students and an informed, effective and collaborative approach to architecture helps our clients achieve their objectives.

Northeast Energy Systems/Penn Power Systems

Silver | Booth 85

8330 State Rd.
Philadelphia, PA 19136
www.neesys.com

Northeast Energy Systems is the exclusive authorized distributor for GE gas engine generator systems. GE gas engines are used as the prime mover for combined heat and power projects. Combined heat and power provide both electricity and thermal energy from one fuel source. Savings can range from 25 to 40% while providing back up power for the campus.

Olympus Building Services, Inc.

Platinum | Booth 26

24 Arnett Avenue, Suite 112
Lambertville, NJ 08530
Phone: 609-460-4666
www.olympusbuildingservices.com

Olympus is a recognized leader in providing world-class comprehensive facilities maintenance services to government, education, and commercial sectors. For more than a decade Olympus has executed successful facilities contracts for large and complex installations that include universities, airports, and many prominent government facilities.

ONICON Incorporated

Silver | Booth 33

1500 North Belcher Road
Clearwater, FL 33765
Phone: 727-447-6140
www.onicon.com

ONICON manufactures flow & BTU meters for CW, HW, DW, natural gas & steam systems. Ideal for campus energy, central plant, mixed use facilities. BTU meters are compatible with BACnet, LONWORKS, MODBUS, JCI-N2 & Siemens-P1.

Parrett Windows and Doors

Freedom | Booth 32

810 Second Avenue East
Dorchester, WI 54425-0440
Phone: 800-541-9527
www.parrettwindows.com

Manufacturer of wood windows, clad wood windows and wood doors made to your specification. Nationwide. Capacity to handle any size project. Authentic historic replication or standard profiles if desired.

Pennoni Associates Inc.

Gold | Booth 11

3001 Market Street
2nd Floor
Philadelphia, PA 19104
Phone: 215-222-3000
www.pennoni.com

Pennoni Associates, established in 1966, is a multi-disciplined engineering and design consulting firm that provides personalized services and solutions to meet the needs of our diverse clients.

Pro-Tech Floors

Exhibitor | Booth 38

2 Nealy Blvd. Suite 1
Trainer, PA 19061
Phone: 610-364-0700
www.protechfloors.com

Pro-Tech Floors is a full-service Commercial Flooring Company that provides both flooring products and installation services. Founded in 2000, Pro-Tech is a woman-owned business whose principals have over 20 years of floor covering experience. Pro-Tech Floors has worked on many of the College and University campuses in the area.

RestoreCore

Exhibitor | Booth 2

650 Clark Avenue
King of Prussia, PA 19406
Phone: 800-232-1281
www.restorecore.com

RestoreCore is a regional, full-service disaster restoration company with five full service locations, serving Pennsylvania, New Jersey, Delaware, Maryland and Washington, DC, allows us to provide fast dependable services. We continually to honor 24 hour / 7 day emergency response commitment to any multi-family or commercial property loss or problem of any size.

ERAPPA 2012 Exhibitor/Sponsor Directory

Reynolds

Exhibitor | Booth 76

3300 North Third Street
Harrisburg, PA 17110
Phone: 717-238-5737
www.reynoldsconstruction.com

Established in 1994, Reynolds is one of the largest and most successful construction firms in Pennsylvania. Annually managing over \$350 million of construction-related projects, we provide agency construction management, building commissioning, design engineering, energy services, and restoration services.

RLPS Architects

Exhibitor | Booth 22

1910 Harrington Drive
Lancaster, PA 17601
Phone: 717-560-9501
www.rlps.com

RLPS Architects, a progressive architectural firm with over 40 years of experience designing living, learning and social spaces, is experienced solving our clients problems and meeting their programming and facility needs with design solutions ranging from modest to whimsical, all the while adhering to our clients budgets and time frames.

Rochester Midland Corporation

Exhibitor | Booth 5

155 Paragon Drive
Rochester, NY 14624
Phone: 585-336-2200
www.rochestermidland.com

Rochester Midland manufacturers sustainable cleaning and water treatment products with a focus on health, productivity and the environment. Colleges and universities have documented results in health, safety and attendance of works as well as significant energy savings with Rochester Midland programs.

Sasaki Associates, Inc.

Exhibitor | Booth 68

64 Pleasant Street
Watertown, MA 02472
Phone: 617-923-7160
www.sasaki.com

Sasaki is an internal 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. Sasaki is headquartered in Watertown, MA with a branch office in San Francisco, CA.

Sightlines

Silver | Booth 88

405 Church Street, Suite 2
Guilford, CT 06437
Phone: 203-682-4950
www.sightlines.com

Sightlines is a leader in measuring, monitoring and benchmarking the facilities and capital investments of over 250 colleges and universities. We have developed the largest verified database of facilities metrics in the country and provide the context to plan effectively and make informed decisions.

Spiezle Architectural Group Inc.

Silver | Booth 56

120 Sanhican Drive
Trenton, NJ 08618
Phone: 609-695-7400
www.spiezle.com

For over 58 years, Spiezle has earned a reputation in the academic design community as preeminent professionals who provide the best possible product within budget, delivered on time, based on sustainable principles, and to fullest client satisfaction. This includes successful projects of all types, including; new construction, additions, and renovations.

Spirotherm, Inc.

Exhibitor | Booth 78

25 N. Brandon Dr.
Glendale Heights, IL 60139
Phone: 630-307-2662
www.spirotherm.com

World leader in high efficiency air eliminators and dirt separators for boiler and chiller systems. Used extensively in colleges and universities to eliminate or prevent air and dirt related system problems in retrofit or new construction projects. No obligation system reviews and recommendations by factory personnel upon request.

SSM Group, Inc.

Exhibitor | Booth 73 & 77

PO Box 6307
Reading PA 19610
Phone: 610-621-2000
www.ssmgroup.com

Engineering campus growth. SSM Group answers the multi-faceted needs of higher education campuses with a single source for engineering and environmental consulting services. Investigating mold and indoor air quality issues; engineering new building systems; and renovating old structures for new life. SSM collaborates with the facility team to balance the needs of administrators, faculty, and students.

ERAPPA 2012 Exhibitor/Sponsor Directory

Stantec Architecture, Inc.

Silver | Booth 52

1500 Spring Garden, Suite 1100
Philadelphia PA 19130
Phone: 215-751-2970
www.stantec.com

Founded in 1954, Stantec is recognized as an award-winning industry leader in higher education design. We provide a broad spectrum of services including: architecture, interior design, business case development, equipment selection/specifications, program & project management, multidiscipline buildings engineering, phasing studies/planning, occupational health and safety consultation, asbestos management, and historic/heritage restoration.

Structure Tone

Freedom | Booth 50

770 Broadway
New York, NY 10003
Phone: 212-481-6100
www.structuretone.com

Over almost four decades, the Structure Tone organization has become a preeminent full-service construction services provider in the US, UK, Ireland and Asia. Structure Tone offers a complete scope of services ranging from site selection analysis to design constructability review, from corporate interior fit-out to new out-of-the-ground construction, and from aesthetic enhancements to major building infrastructure upgrades and modernization.

STV Incorporated

Gold | Booth 69

225 Park Avenue South
New York, NY 10003
Phone: 212-77-7-4400
www.stvinc.com

STV is a leading consulting firm providing complete architectural, engineering, planning, programming and construction management services for facilities and infrastructure throughout the country.

Tandus Flooring

Exhibitor | Booth 12

311 Smith Industrial Blvd.
Dalton, GA 30721
Phone: 706-259-9711
www.tandus.com

Tandus Flooring creates innovative floorcovering solutions through our unique product line of Powerbond®, modular tile, broadloom and woven products that work in tandem to enhance spaces for learning, working, healing and living. Through inspired design and leading-edge technology, Tandus Flooring offers its customers a single-source for innovative product design and technology, comprehensive services and environmental leadership.

Tech Reps Inc - Energy Savings Technologies

Exhibitor | Booth 18

383 Kings Highway North, Suite 203
Cherry Hill, NJ 08034
856-779-3323
www.techrepsinc.com

Tech Reps reduces energy consumption and lowers utility bills in your steam and electric systems using INSULTECH insulation blankets, BERT Smart Plugs and EnerNOC Demand Response products & services. Paybacks as low as <2 years and 15 year service life are typical.

The Gordian Group

Exhibitor | Booth 36

140 Bridges Road, Suite E
Mauldin, SC 29662
Phone: 800-874-2291
www.TheGordianGroup.com

The Gordian Group works with facility and infrastructure owners to develop and implement highly effective construction sourcing systems including Job Order Contracting for your renovation, repair and alteration needs. We are the only full-service Job Order Contracting firm in the nation that provides products and services comprehensive, detailed and integrated enough to deliver rapid deployment and long-term cost savings.

TMA Systems

Exhibitor | Booth 27

5100 E. Skelly Drive, Suite 900
Tulsa, OK 74135
Phone: 800-862-1130
www.tmasystems.com

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. With TMA Systems, you have the ability to manage your workflow process from planning stage to completion of the job.

Torcon, Inc.

Platinum | Booth 65

One Crescent Drive, Suite 302
Navy Yard Corporate Park
Philadelphia, PA 19112
Phone: 215-271-1449
www.torcon.com

Torcon provides construction management, general contracting and energy consulting services to clients throughout the northeastern U.S. and in Puerto Rico. The company has completed major projects for many of the nation's top colleges and universities, with specialized expertise in life science facilities.

ERAPPA 2012 Exhibitor/Sponsor Directory

Tremco Roofing and Building Maintenance

Exhibitor | Booth 60

50 Beth Nealson Drive
Toronto, ON M4H 1M6
Phone: 905-793-3683
www.tremcoroofing.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 educational 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.

Tristate Building System Integrators

Exhibitor | Booth 75

Union Hill Industrial Park
One Resource Drive
West Conshohocken, PA 19428
Phone: 610-825-4770
www.tristatehvac.com

TriState Building Systems Integrators is an ever-changing and rapidly growing 90 million dollar company that represents exclusively for over 40 innovative international manufacturers. With over 90 employees, we are the area's leading Mechanical and Electrical Systems Integrator. We are committed to evolving with the changing technologies in the industry to benefit our clients of the commercial, industrial and institutional markets. With a complete sales, service and parts organization, we are dedicated to our customers and projects from conceptual design through construction and building operation. Our unique organization structure and team environment has allowed us to maintain 20% growth for over 10 years. Please visit www.tristatebsi.com to learn more of our dynamic growing company and the manufacturers we proudly represent.

Tunstall Corporation

Exhibitor | Booth 16

118 Exchange St.
Chicopee, MA 01013
Phone: 800-423-5578
Phone: 413-594-8695
www.tunstall-inc.com

Tunstall Corporation engineers, manufactures and distributes hydronic and steam heating equipment under the trade names Macon Controls, Macon Balancing and Tunstall Steam Products. Located in Chicopee, MA, Tunstall Corporation also serves as a manufacturer's representative for several heating manufacturers throughout the New England territory. These include Runtal, Airtherm, Airtex, Vulcan, FlowCon, Keflex and Dole. Since 1958, Tunstall Corporation has provided customers with outstanding, cost-effective solutions in an energy conscious world.

Turner Construction Company

Gold | Booth 86

1835 Market Street, 21st Floor
Philadelphia, PA 19103
Phone: 215-496-8800
www.turnerconstruction.com

With offices located in Philadelphia, Pittsburgh, Baltimore, Somerset (NJ), and several other cities in the ERAPPA region, Turner provides higher education clients with quality construction management and equipment purchasing services for new construction, addition, and renovation projects of all scales and types.

Vanasse Hangen Brustlin, Inc.

Gold | Booth 55

101 Walnut Street
Watertown, MA 01860
Phone: 617-924-1770
www.vhb.com

Since 1979, VHB has provided transportation, infrastructure and environmental resource solutions in support of the mission of education institutions nationwide. Our engineers, planners and scientists offer innovative strategies to campus development challenges, from project-specific design to comprehensive site infrastructure solutions.

VDA (Van Deusen & Associates)

Silver | Booth 51

Company Headquarters
5 Regent Street, Suite 524
Livingston, NJ 07039
Phone: 973-994-9220
www.vdassoc.com

Elevator consulting services for modernizations, maintenance and new projects.

VFA Inc.

Exhibitor | Booth 44

266 Summer Street
Boston, MA 02210
Phone: 617-772-8229
www.vfa.com

VFA solutions uniquely combine facility assessment services, web-based software and business consulting services to enable customers to manage every stage of the capital asset lifecycle—from requirements gathering and long-term planning to capital budget creation and spend management. VFA's flagship software product, VFA.facility®, is currently used to manage over 4 billion square feet of real estate.

ERAPPA 2012 Exhibitor/Sponsor Directory

Voith & Mactavish Architects, LLC

Exhibitor | Booth 59

1616 Walnut Street, 24th Floor
Philadelphia, PA 19103
Phone: 215-545-4544
www.voithandmactavish.com

VMA is an award winning firm specializing in sustainable Architecture, Planning, Preservation, Interiors, and Landscape design for institutions of higher education. Project types include facilities for Academics, Fine and Performing Arts, Athletics, Residence Halls, Lounges & Dining, and Administration. VMA offers expert services in renovation, restoration, additions, new construction, and site development.

Warfel Construction Company

Exhibitor | Booth 64

1110 Enterprise Rd
East Petersburg, PA 17520
Phone: 717-299-4500
www.warfelcc.com

General Construction and Construction Management Services.

Waste Management, Inc.

Exhibitor | Booth 81

1001 Fannin Street, Suite 4000
Houston, TX 77002
Phone: 855-782-6443
www.wm.com

Waste Management is the leading provider of comprehensive environmental solutions in North America. The company provides collection, transfer, recycling and disposal services. Its customers include residential, commercial, industrial, municipal and higher education customers throughout North America.

Wendel

Gold | Booth 17

140 John James Audubon Parkway
Buffalo, NY 14228
Phone: 716-688-0766
www.wendelcompanies.com

Today's College and University leaders face the ongoing challenge of maintaining and improving their campus with limited resources. We work with you to look for innovative and sustainable ideas to enhance the learning environment, while decreasing energy costs and operational expenses.

Whiting-Turner Contracting Company

Gold | Booth 25

5050 Tilghman Street, Suite 100
Allentown, PA 18104
Phone: 610-366-0600
www.whiting-turner.com

The Whiting-Turner Contracting Company was founded in 1909 and has continued to be successful ever since by providing construction management, general contracting and design/build services nationwide. With over 35 offices across the country, Whiting-Turner has been consistently ranked by ENR as a top builder of Higher Education, R&D, Healthcare, Mission Critical, Retail and Offices facilities.

Wohlsen Construction Company


Exhibitor | Booth 21

18 Boulden Circle, Suite 16
New Castle, DE 19720
Phone: 302-324-9900
www.wohlsenconstruction.com

Wohlsen Construction specializes in the planning and construction of higher education projects for clients in the Mid Atlantic States.

Special Events

Golf Tournament - Broad Run Golfer's Club

Sponsored by 

Sunday, September 30 at 8:00 am (bus departure at 5:45 am)

Tee off with friends at the Broad Run Golfer's Club in West Chester, PA. Designed by world renowned golf course architect Rees Jones, this champion public golf course has arguably one of the best layouts in the region. Voted a "must play" in the greater Philadelphia area, Broad Run was given a 4 star rating from Golf Digest Magazine.

PLEASE NOTE: Buses depart from Loews Hotel at 5:45 am and return at approximately 4:00 pm

Golf registration will include:

1. Bus to the Golf Course from Loews Hotel
2. Continental Breakfast at Broad Run Golfer's Club
3. Power Cart with GPS
4. 18 holes of golf
5. Lunch and Beverages
6. Giveaways & prizes

Golf Club rentals available. Please contact the Golf Course for more information at 610-738-4410.

For more information about the ERAPPA Golf Tournament contact the Chair of the Golf Committee:
Don Pasda at djp207@Lehigh.edu
www.broadrunc.com

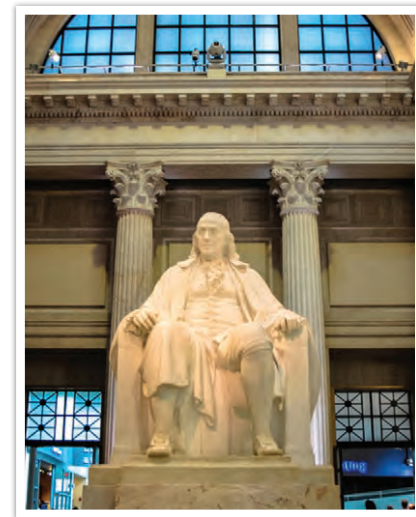


An Evening with Ben at the Franklin Institute

Sponsored by 

Monday, October 1, 6:00 – 9:00 pm (buses start loading at 5:45 pm)

Join your friends and colleagues for an intriguing Monday night event and go for an outing at The Franklin aka The Franklin Institute. Named after the noted American scientist and statesman and Philadelphia's favorite son, Benjamin Franklin, The Franklin is one of the oldest centers of science education and development in the United States, dating to 1824. The institute also houses the Benjamin Franklin National Memorial. Recent renovations add modern audio visual technology and lighting, uniquely installed in this historic space. Come eat and drink as you walk through the heart, and enjoy the many exhibits with of course one on electricity (no kites necessary). While laughing and learning, let's all hold truths and pursue happiness together.



Franklin's Frolic (Walk & Run)

Wednesday, October 3, 7:00 – 8:00 am

ERAPPA will again host the annual run / walk. This year's "frolic" will truly be a wonderful adventure taking you through the beautiful historic districts of downtown Philadelphia.

College Tours

Bryn Athyn College - The Suburban College Tour

Sunday, September 30, 12:00 – 4:00 pm

Take a ride through the Philadelphia countryside and tour Bryn Athyn College which has been educating under graduates since 1877. Today, while remaining grounded in the tenets of the New Church and the teachings of Emanuel Swedenborg, the College is growing rapidly. Within the next ten years, Bryn Athyn College expects to triple its enrollment. To serve the needs of this expanded student population, the College developed a campus master plan followed by a series of strategic building projects. The tour will begin at the Brickman Center for student life and Admissions, which houses student gathering and organization spaces, as well as the college president and admissions; then will proceed with guided exploration to see more of this beautiful campus. Ended at the highly acclaimed Bryn Athyn Cathedral, built in 1919 and known for its gothic and romanesque styling, it still actively hosts services and depending on schedule may be available for interior exploration as well. What a way to spend an autumn Sunday.



University of Pennsylvania - The Urban College Tour

Sunday, September 30, 12:00 – 4:00 pm

Spend Sunday afternoon touring The University of Pennsylvania. Founded by Benjamin Franklin in 1740, Penn has a long and proud tradition of intellectual rigor and the pursuit of innovative knowledge. That tradition lives today through the creativity, entrepreneurship, and engagement of our faculty, students, and staff. This beautiful urban campus has expansive college greens and recreational spaces as well as landmark architecture. A 290 acre campus with 14 million SF in 180 buildings; with 20,000 students and 20,000 faculty and staff, with 12 schools on one continuous campus, the tour of Penn will be fascinating. Focusing on recent projects, the tour will include projects such as Penn Park: 24 acres of Varsity Athletics and Recreation spaces; the Singh Nanotechnology Center: currently under construction School of Engineering and Applied Science and the School of Arts and Sciences; The Left Bank: home to the offices of Facilities and Real Estate Development. Fall in Philly at its best.



“Without continual growth and progress, such words as improvement, achievement, and success have no meaning.”

–Ben Franklin

Guest Tours

Barnes Foundation Tour

Saturday, September 29, 1:00 – 3:00 pm

Enjoy a tour of the Barnes's legendary collection of post-impressionist and early modern art. Docents, graduates of the educational program that Dr. Barnes founded, will lead you on an exciting voyage of discovery, as they discuss works in the collection and reveal the thinking behind the extraordinary presentation of these masterpieces. The tour lasts one hour and you are welcome to view the collection afterwards at your leisure.



Eastern State Penitentiary

Sponsored by  **wendel**

Sunday, September 30, 1:00 – 3:45 pm

America's most Historic prison is Eastern State Penitentiary. Once the most famous and expensive prison in the world, but stands today in ruin, a haunting world of crumbling cellblocks and empty guard towers. Known for its grand architecture and strict discipline, this was the world's first true "penitentiary," a prison designed to inspire penitence, or true regret, in the hearts of convicts. Its vaulted, sky-lit cells once held many of America's most notorious criminals, including bank robber "Slick Willie" Sutton and Al Capone.



Longwood Gardens & Brandywine River Museum

Sponsored by  **Pennoni**
PENNONI ASSOCIATES INC.
CONSULTING ENGINEERS

Monday, October 1, 9:00 am – 4:30 pm

This tour offers the opportunity to take a ride out of the city to see two famous sites in the Brandywine River Valley, the Brandywine River Museum and Longwood Gardens. Exhibiting American art in a 19th-century grist mill, the Brandywine River Museum is internationally known for its unparalleled collection of works by three generations of Wyeth's and its fine collection of American illustration, still life, and landscape painting. A visit to the Philadelphia area would not be complete without exploring the world renowned Longwood Gardens. This enchanting site consists of over 1,077 acres of gardens, woodlands, and meadows in Kennett Square, Pennsylvania. It is one of the premier botanical gardens in the United States and allows visitors to enjoy exotic plants and horticulture both indoor and outdoor. Lunch will be served at the Brandywine River Museum.



King of Prussia Mall

Tuesday, October 2, 9:45 am – 4:00 pm

The King of Prussia Mall is the largest shopping mall on the East Coast and largest shopping mall in the United States of America in terms of leasable retail space. Owned and managed by Simon Property Group of Indianapolis, this upscale mall is anchored by Bloomingdale's, Lord & Taylor, Neiman Marcus, Nordstrom, JCPenney, Sears and Macy's, and has over 400 stores and restaurants. Lunch on your own will be no problem.





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856.778.7862
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ddeblois@colby.edu



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“Tell me and I forget. Teach me and I remember. Involve me and I learn.”

–Ben Franklin

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