



MSCA 2013 Challenges You to Go Beyond Your Limits

You'll blast off to new ideas and insights at MSCA 2013, our 28th Annual Educational Conference. This year's event will be held October 13-16, 2013, at the Boca Raton Resort & Club in Boca Raton, FL.

At MSCA 2013, you'll be challenged to go "Beyond Your Limits" both professionally and personally. This theme will be the common thread that runs throughout the program's sessions and activities. Among the esteemed speakers and topics will be:

- Entrepreneur and business consultant Troy Hazard - *Beyond Tomorrow: How to Future-Proof Your Business with Purpose, Passion, People and Profits*,
- Vietnam War veteran and prison camp survivor Captain Charles Plumb - *Tough Choices in Challenging Times*,
- Former NASA Space Shuttle Commander Mike Mullane - *Countdown to Teamwork*,
- Professional adventure racer Robyn Benincasa - *Beyond the Limits of Determination*, and
- Speaker and author Thom Singer - *The Power of Networking*.



MSCA 2013 will include all the great sessions and networking opportunities you have come to expect from this annual event, plus more than a few surprises. To learn more and to register, go to www.mcaa.org/education/msca/annualconference.

GreenSTAR Spotlight

GreenSTAR PSR Mechanical and Northgate Delta Gain Momentum Toward Energy-Efficient Solutions

It all comes down to strong relationships with the customer and the impact a GreenSTAR contractor can have on a property. At least, this is the case for energy and HVAC mechanical contractor, PSR Mechanical. The relationship between the owners of the Northgate Delta building and the team at PSR Mechanical in Seattle, WA, began over 15 years ago and is still going strong.



Founded in 1945, PSR is known for helping their clients make informed, intelligent decisions on energy-saving solutions, and Northgate Delta is no exception. Both parties are equally invested and dedicated to fulfilling the long-term needs of Northgate Delta and its tenants. The fruits

of this partnership's labor were realized in a 25 percent cut in annual energy costs, amounting to approximately \$48,000 in energy savings annually. [Read the rest of the story at http://www.mscaenergy.com/resources/psr-mechanical-and-northgate-delta-gain-momentum-toward-energy-efficient-soluti](http://www.mscaenergy.com/resources/psr-mechanical-and-northgate-delta-gain-momentum-toward-energy-efficient-soluti).

Update on ENERGY STAR Portfolio Manager Shut Down and Upgrade

The EPA recently announced that the upgrade of their ENERGY STAR Portfolio Manager and its accompanying Web services, formerly Automated Benchmarking Services (ABS), will be launched on July 10, 2013.

Portfolio Manager and the associated Web services will be down from June 26 - July 9 to allow for the migration of data to the new Portfolio Manager. You will be able to access your live data via both the new Portfolio Manager and Web services using your existing ABS account name and password when EPA launches the upgraded tool on July 10.

MSCA's Energy Solutions Profile (ESP) software will also be updated as necessary to interface with the upgraded Portfolio Manager. All your data will be transferred to the new Portfolio Manager system and the 1-100 ENERGY STAR rating scale will not change.

For more information on the upgrade, click here: http://www.energystar.gov/index.cfm?c=evaluate_performance.bus_portfoliomanager_upgrade

Learn to Get Your ENERGY STAR Props During June 19 Webinar

MSCA will present *ENERGY STAR Recognition Opportunities*, a one-hour webinar on Wednesday, June 19 at 1:00 p.m., Eastern Time. The webinar is the last in the 2013 series of ENERGY STAR programs presented by Dr. Sharon Levin of ManageEnergy.com. Tune in to learn about the range of ENERGY STAR programs available to recognize your company's role in energy reduction and how to navigate the application process to ensure you get the credit you deserve. This webinar is free to MSCA members. To register, go to www.mcaa.org/education/msca.

Energy Summit Takes Attendees on Eye-Opening Interactive Field Trip



Over 20 companies took a step closer to becoming the energy expert in their marketplace by attending MSCA's Energy Summit on May 14 and 15 in Greenbelt, MD. Presenters Russ Borst (Hurst Mechanical, Belmont, MI), Thom Brazel (Ruthrauff Service LLC, Pittsburgh, PA) and Woody Woodall (Sauer Building Solutions, Pittsburgh, PA) guided attendees through the ins and outs of providing and selling energy services.

The program was capped off with a tour of the UA training facility in Lanham, MD, where attendees inspected the property for energy conservation measure (ECMs) that could save dollars for the facility's management. After the tour, attendees worked in teams to develop and present their pitch to a mock training facility management team about their energy-saving recommendations and implications for cost savings. The photo above left shows an Energy Summit attendee using a thermal imaging gun in the facility's boiler room to locate energy sappers.

MSCA to Exhibit at BOMA 2013

MSCA is pleased to be an exhibitor at this year's Building Owners and Managers Association (BOMA) International Every Building Conference and Expo June 23-25 at the San Diego Convention Center in San Diego, CA.

SEE US AT THE
**2013 EVERY BUILDING
CONFERENCE & EXPO**
Presented by BOMA International and BUILDINGS
SAN DIEGO CONVENTION CENTER
June 23-25, 2013 • San Diego, California

Our booth #830 will be located at the event's Green Pavilion and we'll be promoting our GreenSTAR program, the value of hiring a service contractor that has met this qualification and MSCA member contractors in general. If you're in the neighborhood, we hope you'll stop by to visit us.

Register Your Project for the Battle of the Buildings

There's still time to register for the 2013 ENERGY STAR National Building Competition: *Battle of the Buildings*. Sign up by May 31 to compete!

Now in its fourth season, the Battle of the Buildings is a *Biggest Loser*-style competition to see who can reduce their energy use the most. It's a fun way to get your whole organization involved in saving energy and saving money. In fact, last year's waste-trimming competitors saved an average of \$25,000 and reduced energy consumption by 8 percent. And the winning building reduced its energy use by 52 percent!

Signing up is easy. Just download the step-by-step instructions from www.energystar.gov/BattleOfTheBuildings to register one or more of the buildings in your portfolio.

Benchmarking in the News

National Real Estate Investor recently published an intriguing and insightful article about benchmarking. Here's an excerpt:

It's been a requirement for all New York City buildings larger than 50,000 sq. ft. since 2011.

Philadelphia and Washington, D.C. are making similar requirements of their commercial buildings this year. Chicago is on the cusp of issuing its own law. And thousands of owners and managers across the U.S. are doing it at their buildings even without the threat of regulation.

Benchmarking is being embraced by American cities and commercial property owners and managers one by one. Benchmarking is an umbrella term for the process by which a building owner or manager submits energy usage data into a computer program to track their energy and/or water use. The building can then be compared to similar buildings to see how green it is.

"It's going to answer four questions," says Dustin Gellman, CEO of Chicago-based energy consultant Green Per Square Foot. "How am I doing? Am I getting better or worse? Did the things I just did to improve my performance pay off? And where are my opportunities to improve?"

Want to read more? Click here: <http://nreionline.com/benchmarking/it-s-all-about-benchmarking>

Service Managers Training in September

Beginners and seasoned veterans alike can improve their management and leadership skills by attending the MSCA *Service Managers Training Program* on September 9-12, 2013, at the Millennium Resort and Villas in Scottsdale, AZ. This four-day accelerated program, presented by Nancy Bandy and

Steve Smith, is a highly interactive hands-on workshop that will give participants the fundamental financial and interpersonal skills they need for managing all aspects of the service operation. Real-life case studies will challenge attendees to utilize their new skills to ensure peak performance. To register or for more information, go to www.mcaa.org/education/msca.

Project Home Again Needs Your Help

MSCA's Project Home Again™ is seeking your assistance to aid in the recovery of missing children throughout the country. Established in 1998, Project Home Again assists the National Center for Missing and Exploited Children (NCMEC) in its nationwide search for missing, abducted and runaway children through the distribution of posters featuring missing children. Our members place these posters on their service vans and vehicles to help find missing kids in their area.



Learn more about how your company can help a family in your area locate their loved one by e-mailing Sobeida Orantes at saorantes@mcaa.org, or complete a Commitment Form at <http://www.projecthomeagain.com/pdf/commitmentForm.pdf> and fax it to 240-238-7261.

Thanks to Our MSCA 2013 Sponsors!



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