Oh, the Places They’ll Grow!

Facilitating Student Success

OCTOBER 1-4, 2017

2017 NYS SCHOOL FACILITIES MANAGERS’ CONFERENCE & EXPO

Saratoga Hilton and Saratoga Springs City Center

Saratoga Springs, New York

NYSSFA.COM/CONFERENCE

IN PARTNERSHIP WITH:

School Facilities Management Institute, Inc.

New York State School Facilities Association
Dear Colleagues,

Dr. Seuss once said: “Unless someone like you cares a whole awful lot, nothing is going to get better – it’s not.” He was right. As a school facilities administrator, you go to work every day with the welfare of students on your mind. That’s the whole goal – to create the setting in which students can thrive.

Your role isn’t as obvious to some as, say, the role of teachers. But we know the work you do isn’t just about school property and assets – it’s integral in making sure today’s students become career- and college-ready adults of the future. Studies have shown that without a safe, functioning and high-quality learning environment, absenteeism among students and teachers rises dramatically.

Our theme this year revolves around Dr. Seuss. It’s not just that Dr. Seuss was a successful author of books children love – he was an innovator who made learning fun. Exploring that concept is one of the major goals of this year’s NYSSFA conference. After all, Dr. Seuss said: “Children want the same things we want – to laugh, to be challenged, to be entertained, and delighted.”

I won’t give away too much, but at the conference and expo, we’ll be showcasing delightful examples of facilities managers playing a direct role in making learning fun and rewarding for students – lessons which you can take back to your own schools.

Don’t forget: “If you keep your eyes open enough, oh, the stuff you will learn. Oh, the most wonderful stuff.”

We hope to see you in October so we can share in each other’s insights, experiences and strategies for improving the educational setting for our students. Making this relationship meaningful and enjoyable is crucial to kids’ success – not just an occasional feature of the job.

Thank you for the work you do – and see you this fall!

Keith Langlotz
NYSSFA President

Brian Bentley, CDF
SFMI Chairman

OCTOBER 1-4, 2017
SARATOGA HILTON AND SARATOGA SPRINGS CITY CENTER
NYSSFA.COM/SFMI
A Splendid, Standout Event is Planned

Saratoga Springs provides the beautiful backdrop for the New York State School Facility Managers’ Conference & Expo from October 1 to 4. The School Facilities Management Institute, Inc. (SFMI) – in partnership with the New York State School Facilities Association (NYSSFA) – assembles the best educational talent and business showcase for public school facility directors, managers and their staff from across the state.

The annual conference and expo audience will include directors of facilities, assistant directors of facilities, head custodians, health and safety coordinators, and business officials responsible for facilities management – as well as those interested in serving as a school facilities manager. Registrants must be members of NYSSFA in good standing to participate in the conference and expo.

CONFERENCE PARTICIPATION POLICY

• Business casual attire is encouraged. Jacket and tie are required for Tuesday’s Annual Banquet.
• Badges must be worn to participate in all sessions, events and the exhibit show.
• Payment must be received prior to the conference for all registrations and hotel reservations.

LOCATION & CONFERENCE/HOTEL PACKAGE

The Saratoga Hilton and Saratoga Springs City Center are your hosts for this year’s conference and expo. Enjoy the many attractions, activities and great entertainment in and around downtown Saratoga Springs. There are a variety of things to do for every taste, age and budget.

CONFERENCE/HOTEL PACKAGE

EARLY BIRD SAVINGS

$995 single occupancy | $825 double occupancy (per person)

AFTER AUGUST 1

$1,295 single occupancy | $985 double occupancy (per person)

Package includes conference tuition, three-night lodging (Sunday–Tuesday night), three breakfasts, two lunches, exhibit show receptions, a cocktail reception before the banquet, the annual banquet dinner and all meeting materials.

Early Saturday arrival is an additional $160 per person. Double occupancy does not apply to spouses. If you are bringing a spouse, please purchase a single occupancy package and a spouse package for $375, which includes overnight room and meals.

Hilton rooms sell out quickly. The overflow property is the Courtyard by Marriott on Excelsior Avenue.

RETIREES & STUDENT REGISTRATION

Please contact SFMI Headquarters at 518-465-0563 or email at sfmi@nyssfa.com for special rates.

COMMUTERS

If you are not registering for the package, you will need to purchase individual conference and meal tickets using the enclosed registration form. Please refer to the registration form for pricing. No meal tickets will be sold on-site.
Beasley Reece
Tuesday’s Luncheon Speaker

Former NFL Player and Current TV Broadcaster

Beasley served as lead sports anchor and Sports Director at CBS 3 Philadelphia from 1998 - 2015. Throughout his time at CBS 3, Beasley Reece was a revered and trusted voice to all Philadelphia sports fans. In addition to anchoring the station’s weekday sportscasts, Reece hosted “Sunday Kickoff”, the station’s pre-game football program as well as “CBS 3 Sports Zone”, the popular Sunday night sports program.

Reece is a five-time Emmy Award winner and has earned 12 Associated Press Awards since he was first seen on the Philadelphia airwaves in July 1998. At Super Bowl XLVII (2013), Reece hosted a one-hour “Kickoff in New Orleans” special pregame program. In addition, Reece formerly served as an NFL analyst on the CBS network.

His broadcasting career highlights include anchoring live from Jacksonville, FL for Super Bowl XXXIX (2005), where the Philadelphia Eagles were defeated by the New England Patriots, and covering the Philadelphia Phillies journey through the 2008 World Series Championship.

During his time on the gridiron, Reece played six seasons for the New York Giants (1977-83), where he served as the team’s defensive captain. In 1983, he continued his outstanding career with the Tampa Bay Buccaneers. The Dallas Cowboys drafted Reece in the 1977 NFL Draft after a stellar college career at the University of North Texas.

The Broadcast Pioneers of Philadelphia Hall of Fame member has long supported a number of charities including The Boy Scouts, Big Brothers/Big Sisters, Special Olympics and the American Heart Association. Reece is an Eagle Scout and on the Board of Directors for the Cradle of Liberty Council. In addition, he has hosted the Jersey Shore Boy Scouts Council Golf Tournament and the Urban Promise Golf Tournament, which raises funds for youth summer programs in Camden, NJ.
Special Events

Annual Fred Hack Memorial Scholarship Golf Tournament
On Saturday, September 30, enjoy a relaxing and fun round of golf with your colleagues at the Fred Hack Memorial Scholarship Golf Tournament. The newly expanded Saratoga Lake Golf Course hosts this year’s tournament. All proceeds go directly to the Fred Hack Memorial Scholarship Program to help defray the increasing education costs for NYSSFA active and affiliate members’ dependent children. The registration form is enclosed for signup purposes. Sponsorships are available.

Annual Banquet
Join the celebration as NYSSFA members gather to recognize the Association’s accomplishments during the year and applaud the school facilities profession. The celebration is scheduled for Tuesday, October 3 – be a part of this exciting evening!

Expo Showcase

Expo Grand Opening
Sunday, October 1 • 2:30–6:00 pm
Walk the expo floor to discover the latest and greatest products and services from our business partners.

Refreshment Break in the Expo
Monday, October 2 • 9:30–11:00 am
Enjoy refreshments and snacks in between acts and be sure to talk with our business partners about their products and services.

Expo Grand Finale with Prize Drawing
Monday, October 2 • 1:30–3:00 pm
This time is exclusively for you to converse with our business partners and become eligible for some great prizes. You must complete your passport to be eligible.

Get the latest exhibitor and sponsor updates at www.nyssfa.com/conference.

Conference & Expo Highlights

Additional Speakers

Rosanne Groff, R.A.
Coordinator, Office of Facilities Planning, NYSED
Tuesday General Session

Ms. Groff is the Coordinator of the New York State Education Department’s Office of Facilities Planning. She manages a staff of architects, engineers, project managers and support staff whose primary responsibility is the review and approval of approximately 2,000 school construction projects per year with a value of over $5 billion.

Jim Carr
Governmental Analyst, Hinman Straub
Tuesday Legislative Update

James Carr is a member of Hinman Straub’s Education, Health and Government Relations departments. Before joining Hinman Straub, Mr. Carr was President of Carr Public Affairs, Inc., a lobbying, public affairs and association management firm serving clients with interests in education, healthcare, transportation and environmental policy. He has also served as a Legislative Analyst in the State Senate’s Office of Federal Affairs in Washington, D.C., and as a Legislative Associate with the State Senate Education Committee.

“Oh the things you can find, if you don’t stay behind!” DR. SEUSS

BREAKOUT SESSION SPEAKERS

Regina Martino
Market Development Manager
Tremco, Inc.

Daniel Frering
Director
Grants Development and Educational Programs
Lighting Research Center

John Tranter
District Manager
Professional Services Industries Inc.

Rachel Rissetto
Director of Labor Relations
Capital Region BOCES

Tom Nicholson
Comprehensive Solution Expert
Trane

Mark Wixson
Assistant Superintendent for Instruction
Vernon-Verona-Sherrill CSD

Ron Gregory
Director of Facilities
Vernon-Verona-Sherrill CSD

Dr. Robert Reidy
Former Executive Director of NYS Council of School Superintendents
## Schedule of Events

### “Today was good. Today was fun. Tomorrow is another one.” DR. SEUSS

### SATURDAY, SEPTEMBER 30

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:00am</td>
<td>Fred Hack Memorial Golf Tournament Registration (Saratoga Lake Golf Course)</td>
</tr>
<tr>
<td>10:30am</td>
<td>Fred Hack Memorial Golf Tournament Tee-Off (Saratoga Lake Golf Course)</td>
</tr>
</tbody>
</table>

### SUNDAY, OCTOBER 1

**Day Chairperson: Paul Rooney, NYSSFA Second Vice President**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>11:30am–12:00pm</td>
<td>NYSSFA Executive Committee Meeting</td>
</tr>
<tr>
<td>12:00pm</td>
<td>Registration and Information Desk Open</td>
</tr>
<tr>
<td>12:15–1:00pm</td>
<td>NYSSFA &amp; SFMI Combined Board of Directors Meeting</td>
</tr>
<tr>
<td>1:00–2:00pm</td>
<td>Sponsor Recognition/New Member/First-Time Attendee Social</td>
</tr>
<tr>
<td>2:30–6:00pm</td>
<td>Expo Grand Opening</td>
</tr>
<tr>
<td>6:00pm</td>
<td>Open Evening</td>
</tr>
</tbody>
</table>

### MONDAY, OCTOBER 2

**Day Chairperson: Michael Coghlan, CDF, NYSSFA First Vice President**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:15am–5:30pm</td>
<td>Registration and Information Desk Open</td>
</tr>
<tr>
<td>7:15–8:00am</td>
<td>Buffet Breakfast</td>
</tr>
</tbody>
</table>
| 8:00–9:30am | Opening Session
Moderator: Keith Langlotz, NYSSFA President                           |
| 9:30–11:00am | Morning Refreshment Break in Expo                                  |
| 11:00am–12:15pm | Keynote Presentation: The Power of One and The Power of Many |
Speaker: Dr. Stephen Sroka
Moderator: Keith Langlotz, NYSSFA President                              |
| 12:30–1:30pm | NYSSFA Association Luncheon
Moderator: Keith Langlotz, NYSSFA President                           |
| 1:30–3:00pm | Expo Finale and Grand Prize Drawing
Moderator: Keith Watkins, CDF, NYSSFA Corporate Partner Committee Chairman |
| 3:00–9:00pm | Exhibitor Breakdown                                                   |

### Concurrent Sessions

(Sessions repeated at 4:30pm)

1. **Protecting Your Capital Investments:** Cost-Effective Solutions to Extend the Life of Your School Budget
   Speaker: Regina Martino, Tremco Inc.

2. **Energy Performance Contracting as a Supplement to Traditional Capital Projects from a District Perspective**
   Speakers: Tom Nicholson, Trane; Mark Wixson and Ron Gregory, Vernon-Verona-Sherrill CSD

3. **Indoor Air Quality**
   Speaker: John Tranter, Professional Services Industries Inc.

(Sessions repeated from 3:15pm)

1. **Protecting Your Capital Investments:** Cost-Effective Solutions to Extend the Life of Your School Budget
   Speaker: Regina Martino, Tremco Inc.

2. **Energy Performance Contracting as a Supplement to Traditional Capital Projects from a District Perspective**
   Speakers: Tom Nicholson, Trane; Mark Wixson and Ron Gregory, Vernon-Verona-Sherrill CSD

3. **Indoor Air Quality**
   Speaker: John Tranter, Professional Services Industries Inc.
TUESDAY, OCTOBER 3
Day Chairperson: Kim Parahus, NYSSFA Third Vice President
7:00am–5:00pm  Registration and Information Desk Open
7:30–8:30am  Breakfast Buffet
8:00–8:30am  Legislative Update
Speaker: Jim Carr, Hinman Straub
Moderator: Fred Koelbel, NYSSFA Legislative Chairman
8:30–10:00am  Concurrent Sessions
1) LED Lighting and Controls
Speaker: Dan Frering, Lighting Research Center
2) Labor Relations
Speaker: Rachel Rissetto, Capital Region BOCES
3) The Dos and Don’ts for Building Relationships with School Administrators
Speaker: Dr. Robert Reidy, former Executive Director of NYS Council of School Superintendents
10:00–10:30am  Association Elections
10:00–10:30am  Coffee Break
10:30am–12pm  Concurrent Sessions
(Repeated from 8:30am)
1) LED Lighting and Controls
Speaker: Dan Frering, Lighting Research Center
2) Labor Relations
Speaker: Rachel Rissetto, Capital Region BOCES
3) The Dos and Don’ts for Building Relationships with School Administrators
Speaker: Dr. Robert Reidy, former Executive Director of NYS Council of School Superintendents
12:15pm–1:30pm  Association Luncheon
Speaker: Beasley Reece, former NFL player and current TV sportscaster
Moderator: Michael Coghlan, CDF, NYSSFA First Vice President
1:40–3:00pm  General Session: SED Update and Regulatory Compliance Hot Topics
Speaker: Rosanne Groff, R.A., Office of Facilities Planning, NYSED
5:00–6:00pm  President’s Reception (Invitation only)
6:00–6:45pm  Reception
6:45–8:45pm  Annual Banquet

WEDNESDAY, OCTOBER 4
7:15–8:15am  Breakfast Buffet
7:15–8:15am  BOCES Breakfast
8:15–9:30am  Facilities Management Peer-to-Peer: What keeps you up at night?
A closed door, peer-to-peer discussion on core issues related to the job. Send us your ideas at sfmi@nyssfa.com.
8:15–9:30am  General Session: Retirement Planning
New York State Retirement System
9:45–11:30am  NYSSFA Board of Directors Meeting

Register online today at www.nyssfa.com/conference.
Registration Form

QUESTIONS? Contact School Facilities Management Institute, 136 Everett Road, Albany, NY 12205 | 518.465.0579 | sfmi@nyssfa.com

CONFERENCE/HOTEL PACKAGES (OCT. 1-4)

- **Single Occupancy Package**
  - Per-Person - By Aug 1: $995
  - After Aug 1: $1,295
  - **Register early and save $150!**
  - Package includes conference tuition, lodging (Sunday to Tuesday night), three breakfasts, two lunches, exhibit show receptions, cocktail reception before the banquet, annual banquet dinner, and all meeting materials.

- **Spouse Package**
  - $375
  - This package is only available with Single Occupancy Package and includes all above package items.

- **Double Occupancy Package**
  - Per-Person - By Aug 1: $825
  - After Aug 1: $985
  - **Double up and save!** Come to the conference with a colleague, share a hotel room and save even more! Roommates must be listed below or the housing request will not be processed.

- **Saturday Early Arrival** (additional charge)
  - (Single or Double)
  - $160

CONFERENCE/HOTEL TOTAL:

- **Commuter Package**
  - **Attendee Spouse**
  - Monday: $100
  - Tuesday: $100

CONFERENCE MEALS

- **Attendee Spouse**
  - Monday Breakfast: $25
  - Monday Lunch/Reception: $35
  - Tuesday Breakfast: $25
  - Tuesday Lunch: $35
  - Tuesday Reception/Banquet: $65
  - Wednesday Breakfast: $25

COMMUTER MEAL TOTAL:

**Please return with payment to:**
SFMI: 2017 Conference | 136 Everett Road | Albany, NY 12205 | sfmi@nyssfa.com

**Cancellation Policy:** Cancellations or adjustments made after September 15 will not be refunded. All reservations are guaranteed. All cancellations or adjustments made prior to September 15 must be confirmed in writing and forwarded to the SFMI Event Office via mail, email at sfmi@nyssfa.com or fax 518.465.0579.

**PAYMENT INFORMATION**

- Check payable to SFMI
- School Purchase Order Enclosed - PO#
- Credit Card: Visa, MasterCard, AmEx, Discover
- Credit Card Number
- Expiration Date
- Security Code
- Print Name (as it appears on card)
- Billing Address (if different than above)
- Cardholder’s Signature

**Total Enclosed**

- Conference/Hotel Total
- Commuter Conference Total
- Commuter Meal Total

**Attendee Name**

**Attendee Title**

**Attendee Address**

**Attendee City, State, ZIP**

**Attendee Phone**

**Attendee Email**

**Attention School Facilities Management Institute, 136 Everett Road, Albany, NY 12205 | 518.465.0579 | sfmi@nyssfa.com**