



ENERGY STAR Portfolio Manager Upgrade Is Live

Training and Resources on Tap

The EPA's new "turbo-charged" ENERGY STAR Portfolio Manager® officially went live on July 17. This free online resource allows contractors to measure and track energy use, water use, and greenhouse gas emissions of the buildings they service. To read more about the changes to Portfolio Manager, click here: http://www.energystar.gov/buildings/sites/default/uploads/tools/EnergyStar_WhatsNew_508D.pdf?492f-4910.

The EPA will also be offering webinars to help train users on the software's new features and functions. The schedule for July is below. Sign up at <https://esbuildings.webex.com>.

Portfolio Manager 101

- Monday, July 22, 2013, 2:00 pm ET
- Tuesday, July 23, 2013, 12:00 noon ET
- Tuesday, July 23, 2013, 3:00 pm ET
- Thursday, July 25, 2013, 11:00 am ET
- Thursday, July 25, 2013, 2:00 pm ET
- Wednesday, July 31, 2013, 2:00 PM ET

If you can't attend any of these programs, MSCA will offer a webinar, *Portfolio Manager Upgrade Training*, on Tuesday, September 10 at 1:00 p.m., Eastern Time, to be presented by Portfolio Manager expert Sherri Levin of ManageEnergy.com. Sherri has presented a number of ENERGY STAR- and Portfolio Manager-related webinars for MSCA and she is certain to have unique insights into the new software and what it means for MSCA members. To sign up for this webinar, click here: <https://msca.webex.com/mw03071/mywebex/default.do?siteurl=msca>.

Lastly, the EPA has also set up a Web page with Frequent Questions that addresses a variety of Portfolio Manager upgrade issues. For example, the page explains that the new Portfolio Manager will support Chrome (version 10 or greater), Firefox (version 16 or greater), and Internet Explorer (versions 9 and 10). If you can't find the answer you are looking for, you can submit your questions through the "Ask a Question" tab. To view the Frequent Questions page, click here:

<http://portfoliomanager.supportportal.com/link/portal/23002/23010/ArticleFolder/1916/July-2013-Transition>.

Please note: To date, the upgraded Portfolio Manager does not yet interface with MSCA's ESP program and Portfolio Manager data cannot currently be downloaded into the ESP software. This interface should be completed shortly and MSCA GreenSTARs will be notified when this integration is complete.

Cannistraro and DCAM Partner to Satisfy State-Mandated Energy Conservation Measures

When John Cannistraro, Sr. founded J.C. Cannistraro, LLC (Cannistraro) in 1963, he was a Navy veteran with \$1,500 in his pocket, the support of his wife, Rita, and a lifelong dream of entrepreneurship. Little did Cannistraro, Sr. know that nearly 50 years later, his one-man plumbing shop would grow into the company it is today, with more than 400 employees and \$140 million per year in revenue. Cannistraro, based in Watertown, MA, is now in its second generation of family ownership. This GreenSTAR company is operated by four of Cannistraro's eight children and is constantly evolving alongside changes in the industry. The energy savings resulting from the company's partnership with the Massachusetts Division of Capital Asset Management (DCAM) serve as a model of Cannistraro's commitment to change and success in the energy conservation arena. Read the rest of the story here: <http://www.msca.org/building-manager-resources/cannistraro-and-dcam-partner-satisfy-state-mandated-energy-conservation-m>



Quick Tips to Promote Your GreenSTAR and STAR Qualifications

You worked hard to earn your MSCA qualification – whether it be the STAR designation, your GreenSTAR qualification or both. Why not make the most of your accomplishment by promoting your commitment to excellent customer service by implementing one or more of the suggested marketing ideas below?

- Is it time to re-order your business cards or company stationery? Now's the time to add the MSCA STAR and/or MSCA GreenSTAR logos to these important printed pieces. Login to the member area of the STAR site (www.msca.org) or the member area of the GreenSTAR site (www.msca.org) to access these logos.
- To jazz up your response to an RFP, be sure to include a copy of your customized GreenSTAR or STAR brochure. They are both available online in their respective members areas and are ready for printing – just add your company logo and contact information.
- Got something to brag about? When you issue a press release about your company's latest accomplishment, don't forget to add to the description of your company the fact that you are STAR and/or GreenSTAR qualified.

MSCA 2013 to Feature Thought-Provoking Sessions; Recognition of GreenSTARs



Let your imagination take flight when you attend 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.

Break-out sessions to take you to infinity and beyond include:

- *It's Not Who You Know, It's Who Knows You* - David Arvin;
- *Making Change Happen...FAST!* - Dr. Jerry Jellison;
- *Face Time vs. Facebook Time: Inter-generational Communication and Innovation* - Jake Greene;
- *The Champion's Code: Life Lessons of Ethics and Accountability from the Sports World to the Business World* - Ross Bernstein; and
- *Executing a Customer Experience Strategy that Goes Beyond the Limits* - Dr. Joseph Michelli.

Plus, the conference will end with a special recognition of MSCA GreenSTARs and the contractors who have joined this elite group in the past 12 months. To learn more about the conference and to register, go to www.msca.org/msca2013.

MSCA On Its Way to IFMA in October

MSCA will be promoting the association and its GreenSTAR qualification program at this year's International Facility Management Association (IFMA) World Workplace 2013 Facility Conference and Expo October 2-4 at the Philadelphia Convention Center in Philadelphia, PA. Our booth number is 201. We hope to see you there!

In addition, MSCA will be represented by members Dave Bavisotto (Illingworth-Kilgust Mechanical West Allis, WI) and Wayne Turchetta (HMC Service Company, Louisville, KY) who will present a one-hour program "Qualifying Contractors with a Simplified Scorecard" on October 4.

GreenSTAR the Focus of MSCA BOMA Display

Thanks go out to MSCA Board Chairman Robert Lake (EMCOR Services Mesa Energy Systems, Irvine, CA), Education Committee Chairman Kip Bagley (EMCOR Services Mesa Energy Systems, Irvine, CA), and Education Committee member Dave Bavisotto (Illingworth-Kilgust Mechanical West Allis, WI) for representing the Association so well at the BOMA Exhibit Hall in June in San Diego, CA. Dave and Bob are shown in the photo above. They promoted both MSCA and the MSCA GreenSTAR program in the hall's Green Pavilion area.



New Building Performance Database Launched by Energy Department

The Energy Department recently launched the new Buildings Performance Database, the largest free, publicly available database of residential and commercial building energy performance information. This data base will allow users to access energy performance data and perform statistical analyses on more than 60,000 commercial and residential buildings across the country, and new records are being added regularly. The database includes buildings' location; age; size and function; electricity and fuel consumption; equipment information and operational characteristics. The data can also be used to compare performance trends among similar buildings, identify and prioritize cost-saving energy efficiency improvements, and assess the range of likely savings from these improvements. Read the rest of the story here: http://apps1.eere.energy.gov/news/news_detail.cfm/news_id=19372.

Last Spots Available for Service Managers Training Program in Arizona

For the last time in 2013, MSCA's *Service Managers Training Program* will be held September 9-12 at the Millennium Resort and Villas in Scottsdale, AZ. For four fast-paced days, attendees will be entrenched in all things related to being a successful service manager. Instructors Nancy Bandy and Steve Smith will provide insight and hands-on activities that will increase your knowledge of a variety of business operations areas including:

- Day-to-Day Financial Management
- Coaching Your Team to Champion Performances
- Managing the Many Faces of Conflict
- Developing People through Daily Leadership
- And much more!

To register, go to www.mcaa.org/education/msca. For more information about the training program, contact Sobeida Orantes at saorantes@mcaa.org.

Tour of Milwaukee Electric Tool Corporation Included with Service Supervisors Training Course

Mark November 7-9 on your calendar as the days you send your service supervisors to MSCA's *Growing and Developing Service Supervisors Training Course*. To be held in Brookfield, WI, this program will provide your staff with new insight and tactics they can use to manage virtually any situation in the workplace. Instructor Kevin Dougherty facilitates role plays based on real-life situations that are videotaped for participants to see how they react to real-life customer objections and complaints. Ideal for both seasoned pros and those new to the service supervisor role, this program will be held at the headquarters of Milwaukee Electric Tool Corporation and will include a tour of the facility. To register, go to <http://www.mcaa.org/education/msca> or for more information e-mail Sobeida Orantes at saorantes@mcaa.org.

Crockett Facilities Services President Receives Local Award

Cynthia Crockett, president of Crockett Facilities Services, Bowie, MD (a GreenSTAR qualified contractor), was recently named a 2013 SmartCEO Brava! Award winner. The Brava! Awards celebrate the distinguished achievements of 25 of Greater Baltimore's women business leaders.

Across the Mid-Atlantic, over 200 nominations were collected for the program, now in its seventh year. To be considered for the Brava! Awards, nominees were required to be women executives leading companies that generated at least \$1 million in revenue and who encourage local philanthropy, mentor fellow CEOs and set their companies on the path to tremendous growth. Congratulations to Cynthia and her GreenSTAR qualified company!

Thanks to Our MSCA 2013 Sponsors!





WennSoft

(as of July 22, 2013)



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