



May 2013

WHAT'S NEW

MSCA 2013 Conference Registration Opening This Month

Registration for MSCA 2013 is coming this month - and you won't want to miss out! During this year's conference, to be held October 13-16 at the Boca Raton Resort & Club in Boca Raton, FL, you'll discover how to go [Beyond Your Limits](#) during outstanding general sessions, educational breakouts, and roundtable discussions. The event will also offer a variety of opportunities to network with your peers and just plain have fun. Watch your e-mail for the official announcement of the registration opening coming soon, or check www.msca.org for information.



Toot Your ENERGY STAR Horn



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 to be presented by Dr. Sharon Levin of ManageEnergy.com.

During this webinar, you will 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. To register for this program, click here: <https://msca.webex.com/mw03071/mywebex/default.do?siteurl=msca>.

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.

GreenSTAR Spotlight Features PSR Mechanical Success Story

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... 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 by clicking here: <http://www.msca.greenstar.org/contractor-resources/psr-mechanical-and-northgate-delta-gain-momentum-toward-energy-efficient-soluti>.



Energy Calculators and Software Can Simplify ESA Development

Need some help with developing your energy-saving proposal? Look no further than the Free Energy Calculators and Energy Modeling Software list at: http://www.msca.org/Free_Energy_Calculators.pdf. This list was vetted and compiled by energy conservation expert Dr. Sharon Levin of ManageEnergy.com and is sure to make your life easier when developing an Energy Service Agreement (ESA) for your customers and prospects. It's free to MSCA members!

MSCA to Exhibit at BOMA 2013

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

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. 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.

NJ School Wins Battle of the Buildings

Demarest Elementary School in Bloomfield, NJ, has won the 2012 EPA ENERGY STAR National Building Competition, "Battle of the Buildings," after reducing its energy use by a whopping 52 percent. Energy use in commercial buildings accounts for nearly 20 percent of total U.S. greenhouse gas emissions at a cost of more than \$100 billion per year. The Battle of the Buildings competition features teams from across the country working to improve energy efficiency, lower utility costs and protect health and the environment. More than 3,000 buildings participated in the 2012 competition. This program is also one of the ENERGY STAR recognition programs that will be discussed during MSCA's June 19 webinar (see story above). To read more about this energy-saving success story, click

here: <http://yosemite.epa.gov/opa/admpress.nsf/0/B2B4001812F21BC085257B57006D4A3A>.

Thanks to Our MSCA LIVE 2012 Sponsors!



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