



July 2013

WHAT'S NEW

Early Birds Save on Their 2013 Conference Registration

Enjoy savings AND an out-of-this-world educational conference. Register by July 12 for the MSCA 2013 Annual Educational Conference to take advantage of the special pricing shown below:



	Early Bird	Regular
Member	\$1,200	\$1,300
Spouse	\$525	\$575
First-Timers	\$1,075	\$1,175

That's a savings of \$100 for members and first-time attendees and \$50 off of the regular spouse fee!

Early registration can also help ensure you get the room type of your choice. Plus, you'll take part in an action-packed conference that only MSCA can offer, featuring think-out-of-the-box speakers, insightful roundtable sessions, our exhibitor display, and much more!

To read more about MSCA 2013 and to register, click here: www.msca.org/msca2013.

Are Your Service Managers' Leadership Skills All They Can Be?

September 9-12, 2013, Scottsdale, AZ

MSCA's *Service Managers Training Program* is designed to help service professionals, both service managers and prospective service managers, optimize their leadership and management skills. The four-day accelerated program gets results and will effectively contribute to your company's bottom line.

Developed with the service manager's typical day-to-day problems in mind, this highly interactive, hands-on workshop will give participants the fundamental financial and interpersonal skills they need for managing all aspects of service operation. Real-life case studies will serve as the basis for the program as attendees are challenged to utilize their new skills for peak performance. Register your service professionals for this valuable, profit-rising program at <http://www.mcaa.org/education/msca/>.

Growing and Developing Service Supervisors

November 7-9, 2013, Brookfield, WI

Your service supervisors will leave this program with new insight and tactics they can use to manage virtually any situation in the workplace. Besides imparting words of wisdom from his experience in the field, instructor Kevin Dougherty facilitates role plays based on real-life situations that are videotaped for participants to see how they are really doing out there. This program is ideal for both seasoned supervisors looking to "up their game" as well as newly minted supervisors who want to start off on the right foot.



The 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

GreenSTAR Spotlight

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.mscaenergy.com/contractor-resources/cannistraro-and-dcam-partner-satisfy-state-mandated-energy-conservation-measure>

Complete 2013 ENERGY STAR Webinar Series Now Online

MSCA recently concluded its 2013 ENERGY STAR® webinar series with the presentation of *ENERGY STAR Recognition Opportunities* on June 19. This webinar and the first two in the series, *ENERGY STAR Benchmark Troubleshooting* and *Financial Benefits of Energy Savings*, are now available online (along with supplemental materials) at www.msca.org/webinars. Each runs approximately one hour and is presented by ENERGY STAR expert Dr. Sherri Levin of ManageEnergy.com.

Portfolio Manager Upgrade Webinar Coming Soon to a Screen Near You

As many of you may know, the EPA is currently upgrading its Portfolio Manager software for collecting and tracking data to perform energy benchmarks. MSCA's ENERGY STAR® consultant, Dr. Sherri Levin, is being trained by the EPA on the new version of the software and MSCA is currently planning a webinar sometime this summer so she can share her expertise on this new version with our members. For those who are GreenSTARs, we are also updating our Energy Solutions Profile (ESP) software program to work with the new Portfolio Manager program. Watch your e-mail for more news on this special seminar.

BOMA Exhibit a Success; On to IFMA!

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. Now it's off to the International Facility Management Association (IFMA) exhibit hall in Philadelphia, PA, this October!



Thanks to Our MSCA 2013 Sponsors!



WennSoft

(as of July 3, 2013)

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