

## NEW ENGLAND ENERGY NEWS

### February 2009 Newsletter

- 1 NEXT MEETING DETAILS
- 2 PRESIDENT'S MESSAGE
- EMERGING TECHNOLOGY
- 3 NIGHT, APRIL 1ST - INVITATION TO PRESENT
- EMPLOYEMENT OPPORTUNITIES
- 4
- 5 IGNITE CLEAN ENERGY BUSINESS PLAN COMPETITION
- 5 AEE CT MEETINGS
- 6 AEE NEW ENGLAND SPONSORED EVENTS
- 6 AEE NEW ENGLAND SCHOLARSHIPS
- 7 OUTSIDE ORGANIZATION EVENTS

### Annual New England District Energy Awards & Utilities Night Program Updates (More Work and More \$) Wednesday, February 4th

Utility Energy Efficiency program funding is increasing in 2009 due to changes in the regulatory environment. The funding for these programs is expected to nearly "double" by 2010. Utilities are being challenged to expand their program offerings and offer more comprehensive building solutions for their customers. In addition the Federal Government is offering incentives for Energy Efficiency through Grants, Loans and Tax incentives.

Utility managers will be on hand to review their latest Energy Efficiency program offerings and budgets. They will be looking for our members to help them achieve their goals. In the current trend of reduced budgets and layoffs the Utilities have a good story to tell.

**Meeting managers: Jim Armstrong, Nelson Medeiros**

Please register and pay on-line using PayPal at <http://aenewengland.org/>, or Contact Arthur Orenberg at 781-446-0125 or email to: [athur1771@aol.com](mailto:athur1771@aol.com).

**\$40.00 per person**

Ask about our special rate for the unemployed job hunter

Continued page 2

Visit our website  
[www.aenewengland.org](http://www.aenewengland.org)

### Chapter Officers

*President:*  
**Ron Gillooly**  
National Grid  
508-922-6835  
[ronald.gillooly@us.ngrid.com](mailto:ronald.gillooly@us.ngrid.com)

*Vice President*  
**Brian Crafts**  
FMC Technologies  
978-649-0145  
[bcrafts@fmc-technologies.com](mailto:bcrafts@fmc-technologies.com)

*Treasurer:*  
**Arthur Orenberg**  
A. Orenberg Associates  
781-862-1771  
[arthur1771@aol.com](mailto:arthur1771@aol.com)

*Secretary:*  
**Robert A. Di Giandomenico**  
NSTAR Gas  
781-441-3847  
[robert.digiandomenico@nstar.com](mailto:robert.digiandomenico@nstar.com)

*Newsletter Editor:*  
**Roger Goldman**  
Worcester Housing Authority  
508-635-3312  
[energyguy@verizon.net](mailto:energyguy@verizon.net)

**Board of Directors:**

**Jim Armstrong**

Siemens Building Technologies  
781-774-8360  
jarmstrong@siemens.com

**Fran Boucher\***

National Grid, 508-421-7299  
francis.boucher@us.ngrid.com

**Andrew Coffin**

NSTAR Electric & Gas, 781-441-8166  
andrew.coffin@nstar.com

**Richard J. Costello\***

(Past President AEE-National)  
Acela Energy Group, Inc., 781-255-0316  
richard.costello@acelaenergy.com

**Stephen M. Di Giacomo\***

EMA, 508-533-1128  
steve@ema-boston.com

**James Donnelly\***

Siemens Building Technologies  
781-774-8314  
jim.donnelly@siemens.com

**Joseph Hall\***

National Grid, 508-482-1238  
joseph.hall@us.ngrid.com

**Christopher F. Halpin**

Celtic Energy, Inc., 860-633-4914  
chris@celticenergy.com

**Nelson Medeiros**

NSTAR Electric, 781-441-8703  
nelson.medeiros@nstar.com

**Stephen Murphy - SUEZ, 617-261-8911**

stephen.murphy@suezenerygna.com

**Sam Nutter**

Massachusetts Technology Collaborative  
508-870-0312  
nutter@masstech.org

**Dinesh Patel**

DP Energy Solutions, 339-364-0441  
dpatel707@msn.com

**Kathleen Stanley\***

Johnson Controls, 781-246-5500  
kathleen.stanley@jci.com

**Daniel Wheatley\***

Environmental Systems Corp.  
781-729-3790 dan\_wheatley@msn.com

\* indicates Past President

**Doubletree Guest Suites Hotel**

**550 Winter Street - Exit 27B off Route 128 (I-95)**

**Waltham, MA**

**4:30** Open AEE Board Meeting \*

**5:30** Registration and Networking

**6:30** Dinner and Presentation

**8:30** Close

\* Remember our Board of Directors meetings are open to anyone that is interested in attending. They begin at 4:30 p.m. before our regular meetings unless otherwise noted. We welcome new faces and ideas.

**Disclaimer:**

The New England Chapter or the Association of Energy Engineers, AEE-NE, has not investigated and expressly disclaims any duty to investigate, any product, service, process, procedure, design, or the like which may be presented by any of the presenters or Chapter Officers at any AEE-NE meeting or function. The presentation of any technical data or editorial material at these events does not constitute endorsement, warranty or guaranty by AEE-NE of any product, service, process, procedure, design of the like. AEE-NE does not warrant that any of the information presented at these events is free from errors. The entire risk of the use of any information presented is assumed by the user.



*Ron Gillooly*  
Chapter President

**Greetings – February 2009**

Despite somewhat treacherous, but normal, January road conditions more than 100 individuals attended our annual Energy Outlook Forum at Raytheon’s headquarters in Waltham. **We learned from David Hobbs of the Cambridge Energy Research Associates that the oil mar-**

**kets are about as predictable as New England weather.** On any given day in January we can expect temperatures to range from single digits to a high of sixty degrees. The same potential variation holds true with the oil market. During our lifetime we may see oil as low as \$10 a barrel along with highs of \$150 per barrel. A price over a \$150 per barrel results in drastic action that reduces demand. If you encounter an alleged oil expert that guarantees they know what the price of oil will be six months in advance, please ask them to arrange for a clear and sunny day for our annual Energy Outlook Forum in 2010!

**Our chapter would like to thank Dave Chamberlain, Tracy Fialli and Steve Fugarazzo from Raytheon for sponsoring and arranging a first class venue for our most popular program meeting of the year.** They have been instrumental in many of Raytheon’s energy efficiency initiatives well before the term “Green” was in.

**Our next meeting is scheduled for February 4<sup>th</sup> and will feature our annual Utilities night and local chapter awards.** It has been less than a year since the Green Communities Act has been signed into law, and we are beginning to see its impact on Utility program funding. Utility program managers will provide us an overview of their proposed budgets along with their latest program and services offerings. I am sure all of you will have plenty of suggestions on how we can help the Utilities spend their additional funding!

## 2008 Chapter Sponsors

### A & M Compressed Air Products

John Normandin, *President*  
401-769-2012

### Air Compressor Rebuilders

Steve Brown, *Sales Manager*  
800-649-6064

### Air Solutions & Balancing

Olaf Zwickau, *President*  
603-262-9292

### AIRxpert Systems

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781-862-4739

### AMERESCO, Inc.

David Anderson, *Executive Vice President*  
508-661-2221

### American Plant Maintenance

Tony Favaloro, *Sales Engineer*  
781-750-8899

### Applied Resources

Alton J. Frabetti, *President*  
781-391-1202

### B2Q Associates

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978-969-3747

### BCM Controls Corporation

Bob Clarke, *President*  
781-933-8878 x145

### Bay State Consultants

John Shortsleeve, *President*  
978-352-9099

### Belimo Aircontrols

Dick Hubbell  
*New England District Sales Manager*  
978-452-0622

### Berkshire Gas Company

Michael J. Sommer  
*Manager, Energy Services*  
413-445-0315

### Bluestone Energy Services, LTD.

Peter Fairbanks, *President*  
781 982-2888

### Brandeis University

Bill Bushey

### Capitol Engineering

John G. Frugard, *Vice President*  
617-965-2020

### Celtic Energy, Inc.

Christopher F. Halpin, *President*  
860-633-4914

## EMERGING TECHNOLOGY NIGHT; APRIL 1, 2009

### Invitation to Present to AEE and ASHRAE members

On April 1st, the monthly meeting of New England Chapter of the Association of Energy Engineers (AEE/NE) will be Emerging Technology Night. This meeting will also be our annual joint meeting with the Boston ASHRAE Chapter, so it will be very well attended. **For the purposes of this meeting, Emerging Technologies are defined as technologies are developed beyond the prototype stage and have some history of successful field use but are not yet part of standard design or not widely known.**

**The purpose of this e-mail is to solicit your interest in presenting an emerging technology at this meeting on April 1st.** If you have an emerging technology, product or service that you'd like to share with the AEE/ASHRAE audience, please submit a brief summary (1-2 paragraphs, no attachments) of the technology and associated features and benefits. **These summaries must be e-mailed to [d.wheatley@escontrols.com](mailto:d.wheatley@escontrols.com) by February 28th.** Prior to the AEE/ASHRAE meeting on April 1<sup>st</sup> the Chapter Officers will meet to review and select the technologies to be presented at the meeting and you will be notified on or about March 15<sup>th</sup>.

**The format of the meeting will be a number of short presentations, presented in a rapid-fire succession.** The exact amount of time allowed for the presentations will be based on the number of technologies selected. We may also arrange for table areas so presenters will have an opportunity to display products, literature etc. during the 'networking hour' that precedes our meeting.

**Please note that this is an engineering meeting and our audience needs to hear presentations that include the engineering basis for the technology's value, as opposed to a straight sales pitch** on the technology or company. If you can present your technology the engineering basis behind it, it will be beneficial to our audience (and to you as well). Also, if you know of a worthy technology for our meeting, feel free to forward this invitation to that individual or company.

If interested please send an e-mail to [d.wheatley@escontrols.com](mailto:d.wheatley@escontrols.com) with a brief summary of your technology.

Thank You!

Dan Wheatley  
[d.wheatley@escontrols.com](mailto:d.wheatley@escontrols.com)  
Emerging Technology Night- Meeting Manager

**Submissions for next newsletter must be sent to the Editor Roger Goldman [energyguy@verizon.net](mailto:energyguy@verizon.net) before Friday, February 13, 2009**

**Cimetrics, Inc**

Dean A. Taylor, CEM, *Manager of Services*  
617-399-6340

**Conservation Solutions Corporation**

Dan Cook, *President*  
978-266-1900

**Constellation NewEnergy, Inc.**

Brett Feldman, *Program Manager*  
617-772-7500

**CTG Energetics**

Stephen Turner  
*Managing Director, Northeast Region*  
401-524-4798

**DMI**

Alec Stevens, *President*  
781-431-1100

**D. R. Guilbeault Air Compressor**

Don Guilbeault, *Principal*  
603-598-0891

**ENE Systems**

Vinnie Camillo, *System Support Manager*  
781-828-6770

**EnerNOC**

David Wells, *Business Development Manager*  
617-399-5056

**Energy Advocates LLC**

Kathleen Stanley, *Principal*  
508-297-1933

**Energy Machinery**

Tom Sullivan, *Engineer*  
781-871-6220 ext. 3013

**Energy Management Consultants**

Jeff Hanson, *President*  
207-767-1313

**Energy New England**

John Muro, *President*  
508-698-1215

**Environmental Health & Engineering**

Michael Della Barba  
*Director of Commissioning Services*  
781-247-4300

**Environmental Systems**

Dan Wheatley, *Energy Manager*  
781-729-3760

**FMCTechnologies, Inc.**

Brian Crafts, *President*  
978-528-4630

**GDS Associates**

Scott Albert  
*Principal & Northeast Region Manager*  
603-656-0336

**EMPLOYMENT OPPORTUNITIES****Siemens Building Technologies**

**Siemens Building Technologies has two openings for experienced sales managers.**

Please review the brief descriptions below and follow the links for more detailed job information.

**Business Development Mgr- Energy Services – Eastern US**

This position will support Siemens Energy Services business covering the Eastern portion of the nation. Incumbents may be located anywhere within our Eastern Zones. Develops strategic business plans with the field offices to grow Energy Services business to planned levels of revenue and gross margin quality. Delivers Sales training and Sales Manager training to build skill levels in Energy Services. Monitors sales funnel to ensure financial performance meets plan and growth targets. Provides feedback and assists HQ in development of new Energy Services offerings to meet market & customer demands. Deep understanding of Mechanical Services and Building Systems is required. Fulltime position requires 50% travel. Req ID # 75215.

*Reference Jim Donnelly when applying for this position.*

[https://careers.peopleclick.com/careerscp/client\\_siemens/external/gateway.do?](https://careers.peopleclick.com/careerscp/client_siemens/external/gateway.do?functionName=viewFromLink&jobPostId=275764&localeCode=en-us)

[functionName=viewFromLink&jobPostId=275764&localeCode=en-us](https://careers.peopleclick.com/careerscp/client_siemens/external/gateway.do?functionName=viewFromLink&jobPostId=275764&localeCode=en-us)

**Building Automation Sales Manager – Canton, MA**

Responsible for leading the implementation of the Siemens Building Automation - Service Sales strategy in the Boston Rhode Island territory. This includes the planning and execution of all activities which lead to achievement of the business targets for this area.

Essential Duties - include but are not limited to:

- Ensuring sufficient qualified sales staff in place to achieve annual budget
  - Continuous development and improvement of sales rep capabilities and performance via Performance Management Processes and ongoing one on ones and coaching sessions
  - Setting and meeting targets for orders, revenue, and gross profit
  - Managing sales activities to ensure sufficient volume of business development, quoting and closings to achieve monthly, quarterly and annual targets.
- Req ID #76046 *Reference Jim Donnelly when applying for this position.*

[https://careers.peopleclick.com/careerscp/client\\_siemens/external/jobDetails.do?](https://careers.peopleclick.com/careerscp/client_siemens/external/jobDetails.do?functionName=getJobDetail&jobPostId=276146&localeCode=en-us)

[functionName=getJobDetail&jobPostId=276146&localeCode=en-us](https://careers.peopleclick.com/careerscp/client_siemens/external/jobDetails.do?functionName=getJobDetail&jobPostId=276146&localeCode=en-us)

**H2O Applied Technologies**  
Dave MacIntosh, *Vice President, Operations*  
617-574-1192

**Johnson Controls**  
Kathy Stanley, *Account Executive*  
781-246-5500

**ICF International**  
Ed McGlynn, *Senior Manager*  
508-758-4245

**Kraft Power Corporation**  
David Barstow  
*Sales Manager, Stationary Power*  
781-938-9100

**Linc Mechanical Services**  
David O'Brien, *General Manager*  
781-939-9103

**The Maricor Group New England**  
Nick Ferzacca, PE, LEED, *President*  
617-482-6281

**Mass Maritime Academy**  
Alfred Towle,  
*Director of Graduate Education*  
508-830-5000

**MicroCool**  
Marc Sandofsky, *Manager Energy Services*  
508-720-1594

**National Grid**  
Fran Boucher, *Senior Energy Engineer*  
508-421-7299

**National Resource Management**  
Emre Schweighoffer, *President*  
781-255-8811 ext. 11

**New England Window Systems**  
Russell S. Hadaya, *President*  
617-269-6397

**Northeast Utilities**  
Rick Galipeau  
*Supervisor, C&LM C&I Programs*  
860-810-1804

**NSTAR Electric & Gas**  
Robert A. Di Giandomenico  
*Project Manager, Technical Gas Sales*  
781-441-3847

**Phoenix Controls Corporation**  
Michael Soper  
*Product Marketing Manager*  
978-795-1285

**PPG Industries**  
Brian Joyce, *Sales Executive*  
508-822-4554

**Raytheon Company**  
Dave Chamberlain, *Principal Engineer*  
978-436-8128

## Ignite Clean Energy Business Plan Competition

The Ignite Clean Energy Competition Business Plan Competition (“ICE”), based in Boston and headed into its fifth year, has the purpose of stimulating the growing clean energy industry by encouraging and aiding entrepreneurs to develop new clean tech businesses and obtain recognition and financing of such businesses. ICE provides start-up companies and entrepreneurs with: resources to develop business skills and business plans, networking opportunities with industry professionals, and a platform to attract attention of potential investors. Additionally, ICE provides the possibility of cash and in-kind awards for the competition winners. ICE 2009 begins with submission of business plans by March 17, 2009. Over the next five months competitor teams selected as semi-finalists will work with well-qualified mentors and can participate in a variety of workshops to refine their business plans and presentation. In September, 2009 finalists will be chosen by a pool of industry and venture experts. In November, 2009 all finalists will present their business plans publicly and the judges will select several winners. Please visit [www.ignitecleanenergy.com](http://www.ignitecleanenergy.com) for more information about the competition as well as a list of upcoming Team Building events all over the East Coast. If you are interested in participating or simply learning more about ICE, a Team Building event is a great opportunity to network within the industry.

ICE is hosting a variety of upcoming Team Building events all across the east coast. Each location will have a different guest speaker(s), but a presentation of the Ignite Clean Energy Competition will take place with networking following in order for potential competitors to meet one another and form a team for ICE 2009.

### Upcoming Ignite Clean Energy Business Plan Competition Team Building Events:

Upstate NY-Rochester	January 22nd 5:30-7:30pm
Yale University	January 27 <sup>th</sup> 5:30-8:00pm
Harvard Business School	February 3rd 6:00-9:00pm
UMass Dartmouth- ATMC	February 5 <sup>th</sup> 4:30-7:00pm
Washington DC- Mintz Levin	February 11th 5:30-8:00pm
Dartmouth College	February 12th 5:30-8:00pm

## AEE CT Meetings

<b>February 17<sup>th</sup></b>	<b><u>Sponsor Night/Scholarships</u></b> Crown Plaza in Cromwell, CT from 5:30 p.m. – 8:30 p.m
<b>March 17<sup>th</sup></b>	<b><u>Renewable Energy Credits</u></b> Crown Plaza in Cromwell, CT from 5:30 p.m. – 8:30 p.m
<b>April 21<sup>st</sup></b>	<b><u>TBD</u></b> Crown Plaza in Cromwell, CT from 5:30 p.m. – 8:30 p.m
<b>May 20<sup>th</sup></b>	<b><u>LEED O&amp;M / Retrocommissioning</u></b> Crown Plaza in Cromwell, CT from 5:30 p.m. – 8:30 p.m
<b>June 29<sup>th</sup></b>	<b><u>Golf Outing – Tunxis Plantation Golf Club, Farmington, CT</u></b>

## 2008-2009 AEE New England Chapter Future Meeting Topics

Month	Topic	Program Manager	Date
February	Utilities Night – What’s New? & Chapter Projects Awards	Jim Armstrong & Nelson Medeiros	Feb 4
March	Combined Heat & Power (CHP)	Sam Nutter	Mar 4
April	Emerging Technologies	Dan Wheatley	Apr 1
May	Site Tour—TBA	Steve Di Giacomo	May 6
June	9th Annual AEE NE Invitational Golf Outing	Joe Hall	Jun 17

### RISE Engineering

Rick Galipeau  
Director of Business Development  
401-784-3700 x137

### RLW Analytics, Inc.

Daniel J. Barbieri, P.E., C.E.M.  
Engineering Manager  
860-346-5001 x201

### Sebesta Blomberg & Associates

Abbe Bjorklund, Associate  
781-721-3934

### Sensor Switch, Inc

Bob Mirza, Regional Sales Manager  
800-727-7483

### Siemens Building Technologies

Jim Donnelly, Senior Consultant  
781-774-8314

### Southern Air

Bill Veazie, Vice President Treasurer  
617-268-4041

### Sprague Energy

Mark Roberts  
Regional Sales Manager, New England  
978-887-5070

### Strategic Building Solutions

Mark Miller, Director, Client Services  
860-395-0055

### SUEZ Energy Resources NA

Kristine Robak  
CEM, Director, Key Accounts  
617-261-8912

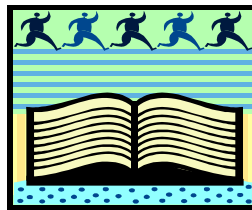
### Synergy Investments

Dan Gould, President and CEO  
508-366-0200

### Tecogen

Jeffrey Glick, Sales Manager  
781-466-6481

## 2009-2010 Call For AEE New England Scholarships



The New Year brings the call for AEE scholarship for the 2009-2010 academic year. Scholarships are jointly sponsored by our chapter and the National AEE Foundation Scholarship program. **This year we had ten winners of the \$1000 AEE New England Scholarships.**

### Purpose & Eligibility

The AEE Foundation Scholarship program was established to encourage qualified students in energy engineering and energy management by awarding scholarships to further education in the field. **Scholarships are available to full-time undergraduate and graduate degree candidates enrolled in engineering, energy, or facility management programs at accredited colleges or universities.** For further information on the scholarship foundation, visit the AEE website at [www.aeecenter.org](http://www.aeecenter.org) and click on ‘AEE Foundation’.



### Selection Procedure and Application Deadline

Scholarships are awarded based on academics, character, and financial need. Applicants must write a personal goals statement and also must be recommended by at least one faculty member. **Applications must be submitted to the Scholarship Chairman at the address below by April 1, 2009.**

Feel free to contact us with questions or assistance. Applications are available to download at: <http://www.aeecenter.org/foundation/StudentApplication.pdf>.

### Submit all applications and inquiries to:

Dan Wheatley, AEE New England Scholarship Chairman  
Environmental Systems Corporation  
750 Main Street, Winchester, MA 01890  
(781) 729-3760 Office  
(781) 729-3778 Fax  
[dan\\_wheatley@msn.com](mailto:dan_wheatley@msn.com)

## Upcoming Events From Outside Organizations (subject to change)

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### Trane

John Connors,  
Account Manager Service & Controls  
401-435-1410

### Trigen Boston

Patrick J. Haswell, *Manager, Sales and Marketing*  
617-482-8080 x 326

### Trumbull Campbell Associates

Tom Trumbull  
978-225-4054

### Tunstall Corporation

T.P. Tunstall, *President*  
413-594-8695

### Vanderweil Engineers

Charlie Kalasinsky, PE, *Corporate Engineer*  
617-423-7423

### The Watt Stopper, Inc.

Donald Munroe, *Regional Sales Manager*  
508-336-3399

### George T. Wilkinson

Alan Bshop, *Vice President, Sales*  
781-335-2622

### WSP Flack + Kurtz

Mark Warren  
*Director of Facilities Engineering*  
617-210-1831

### ASHRAE Boston: Radiant Cooling/Chilled Beams

February 10, 2009, 5:30 – 8:00 PM **Waltham, MA**

**Speaker:** Ken Loudermilk, TROX Inc.

Location: Doubletree Guest Suites Hotel, 550 Winter Street

Contact: Enrique de los Reyes at [enrique.de.los.reyes@mail.ashrae.org](mailto:enrique.de.los.reyes@mail.ashrae.org)

Cost: \$45 (if not ASHRAE member)

Website: <http://www.ashraeboston.org/chapterupdates/calendar.html>

### AFE #37 128 Beltway: Boston University Photonics Laboratory

February 24, 2009, 5:45 – 9:00 PM **Boston, MA**

Topic: Industrial Waste Management

**Speaker:** Amanda Mendonza, Triumvirate Environmental

Location: 22 Babbitt St.

Contact: Dan Shea cell: 781-439-8891 [dshea2003@earthlink.net](mailto:dshea2003@earthlink.net)

Cost: \$40 (if not AFE member)

### AFE #74 Worcester: Ken's Foods

February 19, 2009, 5:30 – 8:30 PM **Marlborough, MA**

Topic: none **Speaker:** none

Location: 1 Dangelo Drive

Contact: Don Gillis 617-658-7706 [gillis@bbri.org](mailto:gillis@bbri.org) Cost: \$35 (if not AFE member)

### AFE #74 Worcester: Simonds International

March 19, 2009, 5:30 – 8:30 PM **Fitchburg, MA**

Topic: Effective Maintenance of HVAC Systems

**Speaker:** Steve Nicholas

Location: 135 Intervale Road

Contact: Don Gillis 617-658-7706 [gillis@bbri.org](mailto:gillis@bbri.org) Cost: \$35 (if not AFE member)

### NSTAR Electric: Advanced Buildings Workshop

March 3, 2009, 8:00 AM – 12:30 PM **Waltham, MA**

Registration: <http://www.advancedbuildings.net/training.php>

Location: 52 2nd Avenue Contact: Richard Petraglia (718)-270-0137

Cost: \$99/per before Feb 7th; \$149/per after Feb 7th

### Northeast Sustainable Energy Association (NESEA): BuildingEnergy09

March 10 - 12, 2009, 8:30 AM – 9:00 PM **Boston, MA**

Registration: <http://www.buildingenergy.nesea.org/>

Location: Seaport World Trade Center Contact: 413 223-8005

Website: <http://www.buildingenergy.nesea.org/>

Cost: \$20 - \$575 depending on desired attendance and registration date

**New England Facilities Expo: including Managing Green Buildings**

March 18 & 19, 2009, 10:00 AM – 3:00 PM **Boston, MA**

Registration: [http://www.facilitiesexpo.com/fene/attendee\\_registration.po](http://www.facilitiesexpo.com/fene/attendee_registration.po)

Location: Seaport World Trade Center Contact: 800.827.8009

Website: <http://www.facilitiesexpo.com> Cost: free

**The Green Roundtable**

Website: <http://www.nexusboston.com/space/events.html/>

**Massachusetts Technology Collaborative (MTC)**

**Programs for Business & Individuals**

<http://masstech.org/>

**Massachusetts Energy Efficiency Partnership (MEEP)**

Online Registration: <http://www.maep.org/>