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## MARK THE DATE

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**Energy Outlook Forum**  
**(Breakfast Meeting)**  
**Jan. 5th**

## CFO Night - Determining Business Value Building rating systems and Supply side management Wednesday December 1st – Doubletree Hotel Waltham

CFOs today are faced with an increasingly complex decision making environment. Not only are they focused on financial, compliance, and risk management issues, but they now have the added complexity of managing issues related to sustainability, energy cost reduction and carbon footprint reduction. Building energy costs represent up to 20% of many companies' operating expenses. Energy cost reductions, not only have a direct impact on the bottom line, but they can also have marketing and branding value. The topic of energy cost reduction itself has become more complex in recent years with the advent of new technologies in the areas of energy efficiency, renewable energy and distributed generation. In addition, government, state and utility incentives are playing an important role in helping to making more technologies affordable and cost effective. How does a CFO or other decision maker navigate in this environment? Given budgetary and capital constraints, how do you prioritize and get the biggest benefit from your energy retrofit dollar? What options are available to assist financing energy projects? At this month's AEE New England meeting, two speakers will present topics that will help answer these questions.

Bob Hinkle, President and CEO of Metrus Energy, will give a presentation titled "Innovative Financing Options for Energy Efficiency". The presentation will cover the latest trends in financing solutions for building upgrades and efficiency retrofit projects. An emphasis will be placed on reviewing financing solutions for efficiency upgrades at private sector facilities. Discussion topics will include the use of financing methods that remove first-cost hurdles to efficiency projects as well as provide customers with a net positive cash flow as a result of energy savings.

Chris Clark, VP of Advisory Services at Nexamp, Inc., will give a presentation titled "Energy Master Planning and Management: A Proven Approach to Energy Savings". The presentation will cover low-risk, high-return opportunities for Commercial and Industrial building owners to implement clean energy technologies and reduce their energy costs. Nexamp's Clean Energy Road Map uses financial metrics to evaluate each potential technology at a facility or campus. The Road Map process takes into consideration the goals and needs of the building owner and uses the facility's current energy use to benchmark against potential energy and financial savings that can be achieved with each technology implementation/upgrade. Based upon these results, the Clean Energy Road Map provides a means for the CFO to develop what-if scenarios and ultimately a multi-

Continued page 2

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\* Denotes Past President

year, Energy Master Plan. Nexamp's Energy Management Services leverage energy monitoring and analysis technology to measure and verify savings and to deliver high value services such as tuning of building systems. Proactive energy management ensures that organizations achieve the desired results and energy savings over time.

### Speaker Profiles

**Bob Hinkle:** Bob established Metrus in 2009 and developed the Efficiency Services

Agreement (ESA) that Metrus utilized to finance and implement energy efficiency projects. Previously, he was vice president of energy efficiency at MMA Renewable Ventures where he directed the company's overall energy efficiency financing business and identified and negotiated investment opportunities with ESCOs and large commercial and industrial energy users. He has more than 17 years of experience in the energy industry and worked for 10 years at Nexant (formerly part of Bechtel Corporation). He has developed and implemented over \$200 million of large-scale energy projects and programs in the U.S. and in emerging overseas markets for utilities, energy end-users, government agencies, and international donors. Bob previously served as entrepreneur in residence for the California Clean Energy Fund (CalCEF) focusing on the identification of new business models for energy efficiency. Bob has an MA degree in international business from the Fletcher School, Tufts University and a BA degree in international politics and economics from Middlebury College.

**Chris Clark:** Chris is Vice President of Advisory Services at Nexamp. With over a decade of experience in building energy analysis, Chris works with Nexamp clients to develop custom applications of the Clean Energy Roadmap. Prior to joining Nexamp, Chris managed the Massachusetts Technology Collaborative's Community Wind Initiative. In this role, he oversaw a portfolio of municipally-driven wind projects in various phases of development in more than 30 Massachusetts communities. Before that, Chris worked as a Project Manager and Senior Consultant at XENERGY, Inc. and KEMA Consulting, where he was responsible for the evaluation and development of clean energy projects, including energy efficiency and renewables. He also played a lead role in the design and implementation of utility energy efficiency programs for NSTAR and NYSERDA. Chris received his MS in Resource Policy and Economics from the University of Michigan and a Bachelor's in geology from Denison University.

### 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

Please register and pay on-line using PayPal at <http://aeenewengland.org>,  
or email to: [info@aeenewengland.org](mailto:info@aeenewengland.org).

**\$45.00 per person**

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### 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.

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(for more detailed information visit our web page, [www.aeenewengland.org](http://www.aeenewengland.org))

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*Manager Energy Services*  
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781-982-2888

#### **Capitol Engineering**

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617-965-2020

#### **CDM**

Dudley Smith, PE  
617-452-6479



### Greetings – December 2010

I hope everyone enjoyed the November Energy Products Show at the Doubletree hotel. Based on the comments I received, it was a success for both our sponsors and members. Over thirty of our Chapter Sponsors participated in the show, including several new sponsors, and our master sponsors for the evening, **National Grid** and **NStar**.

I would like to welcome the following new AEE New England Chapter Sponsors:

- **iFacility Services, Inc.**
- **Rist-Frost-Shumway Engineering, P.C.**
- **RetroCool Energy**
- **Millennial Net, Inc.**
- **National Resources Management**
- **Cimetrics**
- **DAC Sales**
- **Leviton**
- **Tanyx Measurement**
- **Beta LED**
- **Air Power Analytics**

Many thanks to thank **Ron Gillooly** for his efforts in putting this show together. Planning a show like this takes a lot of work and Ron did a fantastic job organizing the entire evening.

Our next meeting is a brand new topic for AEE New England titled **“CFO Night – Determining the Business Value”**. This meeting is targeted towards helping CFO’s and other decision makers (and those who coach CFO’s and other decision makers) navigate the maze of options for assessing and prioritizing energy projects. In addition, we will cover finding incentives and financing to help make these projects feasible. We have two excellent speakers lined up and expect another full house. Please read the detailed meeting description in this newsletter and as always, registering early is greatly appreciated.

Time is running out to register for the **World Energy Engineering Congress (WEEC)** taking place in Washington, D.C. December 8<sup>th</sup> – 10<sup>th</sup>. More information can be found at [www.energycongress.com](http://www.energycongress.com).

Thank you and enjoy your Thanksgiving holiday. See you December 1<sup>st</sup>!

*Brian Crafts*  
Chapter President

**Cimetrics Inc.**

David Landman  
617-350-7550

**Constellation New Energy**

Brett Feldman  
617-772-7500

**CORE Energy Solutions**

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David Goodman  
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**DMI**

Alec Stevens, *President*  
781-431-1100

**ENE Systems**

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

**Energy New England**

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508-698-1212

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**George T. Wilkinson**

Alan Bishop  
781-335-2622

**H2O Applied Technologies**

Jeff Myrdek, *Director of Construction*  
617-428-8690

**iFacility Services, Inc.**

Harold Gooding  
978-532-9234

**Johnson Controls**

Kathy Stanley, *Account Executive*  
781-248-2867

**Kraft Power Corporation**

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

**Energy Project Awards****There is still time to Submit 2010 Energy Project Award Applications**

To qualify, the project must ...

- be physically located in New England  
(Note: Connecticut applications will be deferred to that Chapter)
- be completed prior to December 31<sup>st</sup> 2010.

**We are looking for projects that push the envelope for creativity and/or comprehensiveness in terms of technologies used, financing strategies and/or other advanced ideas.**

Page 1 - Complete a brief description of the Project and include all measures including the benefits of each measure and how it saves energy.

Page 2 - Prepare a summary of the savings for all energy and or water sources as well as any other savings.

Page 3 - Prepare a summary of the costs, incentives, tax credits, financing, etc. Please include all typical ROI (Return on Investment) information.

Page 4 - Include a narrative by the customer to explain their experience and results from the process.

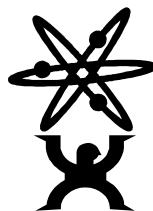
Page 5 - Include the key players (Engineering, Sales, project management, utility staff (if any) and their roles including the Customer's key players (we highly recognize customer input).

Page 6 – Information on the Companies involved – Vendors, Engineers, Equipment Suppliers as well as information about the customer and the customer's business.

The application should be no more than 6 pages in length – If we have questions we will follow up with you for more details.

All completed applications should be emailed to the AEE Awards Chairman - Jim Armstrong @ [jarmstrong@siemens.com](mailto:jarmstrong@siemens.com) by Friday the end of business on January 14<sup>th</sup>.

The applicants will be notified of the awards by January 28<sup>th</sup>.



**Leviton Manufacturing Co.**  
William Ammon  
603282-9344

**MA Selmon Co., Inc.**  
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203-377-3525

**Mass Maritime**  
Dr. James McDonald

**Millennial Net, Inc.**  
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978-569-1950

**Mitsubishi Electric HVAC**  
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978-988-5771

**National Grid**  
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781-907-1560

**National Resources Management**  
Emre Schweighoffer  
781-828-8877

**New England Window Systems**  
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617-269-6397

**Nexamp**  
Karim Bibawi  
978-688-2700

**Northern Energy Services, Inc.**  
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508-393-7500

**NSTAR**  
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339-987-8086

**Optimum Energy**  
Tory Kempf, *Business Development Northeast*  
617-454-1088

**Parson Brinckerhoff**  
Bill Schlageter  
617-960-5524

**Prism Energy Services**  
Wendy A. Simmons, *President*  
617-328-9896

**Raytheon**  
Dave Chamberlain, *Principal Engineer*  
339-645-8019

**RetroCool Energy, Inc.**  
Marc Sandofsky  
508-479-6034

## 2010-2011 AEE New England Chapter Future Meeting Topics (subject to change)

Date	Topic	Program Manager
Dec. 1st	CFO Night - Determining Business Value Building rating systems and Supply side management	Greg Snyder, Karim Bibawi
Jan. 5th	Energy Outlook Forum (Breakfast Meeting)	Rich Costello, Steve Murphy Kathy Stanley
Feb. 2nd	Energy Awards/Success Stories Scholarship Night	Andy Coffin, Nelson Medeiros Dan Wheatley
Mar. 2nd	Lighting	Jim Donnelly
Apr. 6th	Mass Green Communities Act Utility CHP Incentives (Joint Meeting with ASHRAE Boston)	Jim Armstrong, Rich Costello
May (TBD)	Site Tour - Location TBD	Fran Boucher
June (TBD)	11th Annual Golf Outing	Joe Hall, Greg Snyder Jim Armstrong

### Job Opportunities

#### Rist-Frost-Shumway Engineering

Rist-Frost-Shumway Engineering (RFS), a 65 person consulting engineering firm located in Laconia, New Hampshire, is seeking applicants to join our talented and team focused staff. The following positions are open:

##### Energy Engineer

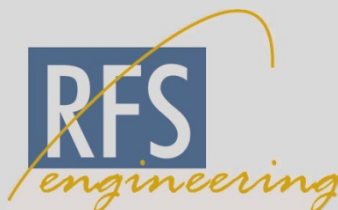
Position requires 5+ years experience performing energy modeling and life cycle cost analysis for buildings and building infrastructure, including expertise with computer-based energy simulation software (EQUEST, VisualDOE, EnergyPlus, Ecotect, Trace700, IES Virtual Environment, and/or RETScreen, among others). Strong written and verbal communication skills required. B.S.M.E. or B.S.E.E. preferred. CEM and LEED AP, or ability to obtain, also required.

RFS provides consulting services for large-scale, high-profile building projects throughout the Northeast. Our project types include college/university, healthcare, laboratory, private secondary school, public K-12, central plant, commercial, industrial, government, and historic preservation projects -- **all with a focus on sustainable design.**

RFS offers excellent salary commensurate with experience, liberal benefits package including, health dental, flex spending, 401K company match, and profit sharing.

Please send resume/work history in confidence to:

Rist-Frost-Shumway Engineering, PC.  
71 Water Street, Laconia, New Hampshire 03246  
Attention: W.E. Drake—Email:  
[wdrake@rfsengineering.com](mailto:wdrake@rfsengineering.com)  
Equal Opportunity Employer



[www.rfsengineering.com](http://www.rfsengineering.com)

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FIRE PROTECTION • TELECOMMUNICATIONS  
STRUCTURAL • CIVIL • COMMISSIONING

**Reynolds, Smith and Hills, Inc.**

John Gerrish, *Program Leader*  
508-583-2091

**RISE Engineering (Thielsch)**

Rick Galipeau, *Director of Business Development*  
800-422-5365

**Rist-Frost-Shumway Engineering, P.C.**

Wendy E. Drake  
603-524-4647

**Sebesta Blomberg**

Abbe Bjorklund, *Partner & Vice President*  
781-721-3934

**Siemens**

Jim Armstrong  
781-774-8360

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Bill Veazie, *Vice President Treasurer*  
617-268-4041

**Suez Energy**

Kristine Roback, CEM  
617-261-8912

**Tanyx Measurement**

Robert Kieser  
978-671-0183

**Tecogen**

Jeffrey Glick, *Sales Manager*  
781-466-6400

**Tint King, Inc/Glass Energy Solutions**

Brian King, *President*  
978-670-2927

**Trumbull Campbell****Associates**

Tom Trumbull  
978-225-2045

**Vanderweil**

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

**Watt Stopper**

Don Munroe, Sr. *Regional Sales Manager*  
508-336-3399

**WPS Flack & Kurtz**

Mark Warren, *Director of Facilities Engineering*  
617-210-1600

## ENE Systems PROJECT MANAGER / PROJECT ENGINEER

**Description**

**ENE Systems** is an established building automation systems and mechanical services company with 25 years in business. Due to strong growth in our Energy Advisors Group we are seeking an experienced Project Manager / Project Engineer. The successful candidate must have a strong background in Project Management, HVAC Systems, Building Automation & Controls, and successful implementation of complex projects. A background in Energy Performance Contracting and the energy efficiency business is a huge plus.

ENE Systems is located in the Canton, Massachusetts.

**Key Responsibilities**

Prepare bid packages and bid documents for the implementation of energy efficiency measures. Provide conceptual and detailed engineering design support of project development and construction activities, including the following:

- Prepare detailed design documents including cost estimates, drawings, specifications, and bid documents.
- Manage customer, vendors and installation contractors. This includes leading project meetings, preparing meeting minutes, project schedules, coordinating subcontractors, project submittals and other documentation as required.
- Prepare and submit compliance documentation to oversight utilities and regulatory agencies.
- Provide engineering support during construction as needed to resolve and document field installation issues in a timely manner and to ensure proper system installation.
- Provide engineering support during project commissioning and start-up.
- Perform other duties as required.

**Requirements**

- Experience with public and private building HVAC systems preferred.
- Strong verbal, written, and computer communication skills required.
- Demonstrated ability to effectively manage multiple priorities and business relationships.
- U.S. Citizenship or U.S. Permanent Resident status required.
- May be required to pass security clearance investigation (CORI, SORI...).
- Valid Drivers' License issued by state of residence and in good standing required.
- Travel throughout New England required.

## Sebesta Blomberg - ENERGY PERFORMANCE ENGINEER & Commissioning Engineer

Founded in 1994, **Sebesta Blomberg** is an engineering-based consulting firm with an unwavering commitment to quality, reliability, effective communication and value-added solutions. Sebesta Blomberg headquarters are located in the Twin Cities, MN, with offices strategically located in Chicago, IL, Boston, MA, Dallas, TX, Houston, Tx, Cedar Rapids, IA, Fargo, ND and Washington D.C.

Sebesta Blomberg provides engineering, construction support, commissioning, facility support, energy management, environmental, LEED® certification, central plant and renewable energy services to private and public sector markets.

### ENERGY PERFORMANCE ENGINEER

Sebesta Blomberg is currently seeking an Energy Performance Engineer for its **Woburn, MA** office. The successful candidate will have the following demonstrated skills and qualifications:

This position is responsible for working independently to conduct facility site surveys and energy cost savings analysis. In addition, the incumbent will identify energy conservation opportunities and develop energy management plans for clients. The Energy Performance Engineer will Identify and evaluate energy efficiency measures through energy audits and data review (mechanical, architectural, electrical). In addition, the engineer will conduct energy focused retro-commissioning studies. The Energy Performance Engineer will provide energy consulting services in institutional, government, industrial and commercial facilities. In addition, the incumbent will provide Commissioning Services as needed.

The successful candidates will have 3+ years of progressive Energy Engineering Experience performing energy consulting, energy engineering, energy audits, and energy project development service.

In addition the successful candidate will have demonstrated:

1. Working knowledge of all energy services and systems
2. Excellent verbal and written communications
3. Strong customer interface
4. Mechanical Engineer or similar engineering bachelor's degree
5. HVAC Design/ Operations Experience
6. Energy modeling (Equest) expertise a plus
7. PE a plus
8. CEM a plus
9. Energy project implementation experience a plus
10. The ability to travel 10% - 20% of the time.

Interested candidates should apply at our website [www.sebesta.com](http://www.sebesta.com)

### Commissioning Engineer

**Sebesta Blomberg** is currently also seeking a Commissioning Engineer for its Woburn, MA office. The successful candidate will have the following demonstrated skills and qualifications:

Using prescribed methods, the Commissioning Engineer performs specific and limited portions of a broader assignment. Applies standard practices and techniques in specific situations, adjusts and correlates data, recognizes discrepancies in results, and follows operations through a series of related detailed steps or processes.

#### Typical duties include but are not limited to:

- Prepares commissioning plan for small or limited-scope projects.
- Prepares commissioning specifications for small or limited-scope projects.
- Participates in Cx Design Reviews
- Participates in Design Review meetings to discuss review comments.
- Updates Commissioning Issues Log
- Conducts Site Visits to verify system/equipment installation
- Prepares Field Reports to document site observations and/or Functional Testing
- Reviews system/equipment submittals and shop drawings for conformance with Owner's Project Requirements and for commissionability.

- Witnesses equipment startup
- Drafts System Readiness Checklists
- Drafts Functional Test Procedures
- Assists other Cx Specialists in directing/conducting systems functional performance testing
- Assists in analyzing test results and compares to acceptance criteria outlined in the test procedure.
- Assists with troubleshooting, analyzing and/or researching equipment/system issues to determine root cause.
- Recommends solutions and/or corrective action for commissioning issues identified during site visits and/or functional testing.
- Participates in Commissioning Progress Meetings and/or Construction Progress Meetings.
- Reviews Operations & Maintenance data submitted by contractors for conformance with specifications and owner's project requirements.
- Reviews Training Plans and instructor qualifications for conformance with specifications and owner's training needs.
- Assists with preparation of Systems Manuals.
- Assembles data necessary to complete the summary Commissioning Report
- Reviews system operations during warranty checkup visits
- Interviews facilities operations & maintenance staff and/or facility occupants to evaluate systems operations

#### **Qualifications:**

- 2-5 years progressive commissioning, controls or facilities operations & maintenance experience.
- Bachelors Degree in Mechanical or Electrical Engineering preferred.
- Must be able to travel to work-sites as needed or required
- Must be able to communicate with a variety of individuals; must be able to follow verbal and written instructions/directions and respond to inquiries
- Must have a basic understanding of systems operations, including operating sequences in normal and emergency conditions, and in response to changes in system operating parameters.
- Additional training in hand-on testing and troubleshooting of mechanical, electrical, plumbing, and/or low-voltage systems is desirable.
- Physical Demands: Sitting for excessive periods of time and, depending upon the assigned project, there may be occasional bending, crawling, climbing, and walking.

Interested applicants should apply directly on the Careers Section our website: [www.sebesta.com](http://www.sebesta.com)

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

Visit our web page, [www.aeenewengland.org](http://www.aeenewengland.org), as events are added periodically

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#### **ASHRAE Boston: ASPE Joint Meeting**

December 14, 2010, 5:30 PM - 8:30 PM **Randolph, MA**

Topic: BIM Software for MEP Professionals Speaker: TBD

Location: The Lantana, 43 Scanlon Drive

Contact: William Tang [wkt@brplusa.com](mailto:wkt@brplusa.com) Cost: \$45 (if not ASHRAE member)

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

#### **Massachusetts Technology Collaborative (MTC)**

**Programs for Business & Individuals**

<http://masstech.org/>

#### **Massachusetts Energy Efficiency Partnership (MEEP)**

<http://www.maeep.org/>

## The Green Roundtable

Location: 38 Chauncy St., 7<sup>th</sup> floor, **Boston, MA**

<http://www.nexusboston.org/>

Contact: 617-374-3740 [events@greenroundtable.org](mailto:events@greenroundtable.org)

**December 1, 2010, 12:30 PM – 1:30 PM**

Topic: **Lunch and LEED: Become a LEED AP & Maintain Your Credential**

Cost: free

**December 8, 2010, 12:30 PM – 2:00 PM**

Topic: **Case Study: Greening Student Life By Greening Residence Halls**

Cost: free

**December 10, 2010, 10:00 AM – 6:00 PM**

Topic: **Green Building 101 For Contractors**

Registration: <http://www.nexusboston.org/civicrm/event/register?id=204&reset=1>

Cost: \$40



## 26<sup>th</sup> Annual Build Boston

**November 17-19, 2010, 8 AM – 10 PM (Wed.), 8 AM – 9 PM (Thu.), 8:30 AM – 3:30 PM (Fri.)**

Location: Seaport World Trade Center, 200 Seaport Blvd., Boston, MA

Cost: \$0 - \$700

Online Registration: <http://www.buildboston.com/ResPlus/BuildBoston/Registration/>



HOW WILL YOU ADVANCE  
THE STATE OF THE ART?  
FORWARD.

PUSH THE ENVELOPE AT BUILD BOSTON.

**BUILD  
BOSTON  
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