

55TH NCHEA Annual Conference and Exhibition

Grove Park Inn resort & Spa, Asheville, NC
July 31– August 3, 2007

Basic Financial Concepts

To obtain funding for facilities improvements, you must communicate by speaking the language of finance. In this course, you will learn the basic concepts needed to effectively present a business case for your capital projects.

Topics will include:

- Time Value of Money
- Present Value and Future Value
- Weighted Average Cost of Capital and Discount Rates
- Simple Payback
- Key Performance Measures: Internal Rate of Return and Net Present Value



Selling Facilities Renewal Projects to the CFO

Facilities renewal needs typically wind up "in the waiting room" during the hospital's capital "triage" process. New construction, clinical technologies, and IT investments often fare much better. To win funding for your projects, you must know how to package and sell the financial merits of your project.

In this course, you will gain key insights on:

- Communicating Effectively with the CFO
- Improving Your Success in the Capital Triage Process
- Financing Capital Projects
- Telling the Financial Story via Pro Forma Analysis

To gain maximum benefit, you should know the subject matter covered in the Basic Financial Concepts course.

Chilled Water Plant Maintenance

- Cooling Tower Maintenance with recommendations for operating with maximum energy efficiency
- Water Pump Maintenance and operation
- Chiller Maintenance with recommendations for operating with maximum energy efficiency
- Chilled Water System BAS Control Maintenance/Operation



Understanding Pump Curves

This course will examine centrifugal pump curves in detail. It will consider application of centrifugal pumps to hydronic and plumbing systems.

Items covered include:

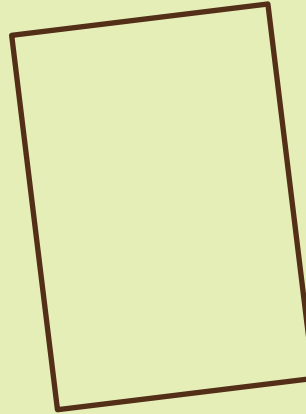
- Determining pump flow required
- Determining pump head required
- Pump impeller sizing
- Variable speed pumping basics
- Pump motor selection
- Pump NPSH requirements
- Parallel and series pumping applications
- General pump application issues



MERV- Filter Efficiency Simplified

MERV, or Minimum Efficiency Reporting Value, is a number from 1 to 16 that is relative to an air filter's efficiency. The higher the MERV, the more efficient the air filter is at removing particles. In this session we explain the purpose of HVAC filtration, the different types of filters that are available, and how to understand filtration efficiency ratings by applying the rating systems to different kinds of filters.

Laugh and Learn with Dr. Charles Petty!



Charles Petty is a funny, educational and inspirational professional speaker. He has the rare ability to package profound, life-changing truths in humor. He has a soft southern accent and uses original humor that is never off-color.

Fame

Included into the National Speaker Hall of Humorous Professional Motivational Speaker

CSP, CPAE, Ph.D.

Dr. Charles Petty

First Class Mail
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Raleigh, NC
Permit #1

"Ralph You are a Funny Man" Oprah Winfrey

Banquet Keynote Speaker: Ralph Hood, CSP -

That's what Oprah said about Ralph Hood, CSP, after Ralph was a guest on her show. Who are we to argue with Oprah Winfrey? He is, indeed, a funny man. Join us at the NCHEA Annual Banquet to find out for yourself.

REGISTER TODAY!

Some people have an enthusiasm for life, family and work. Others just go through the motions, dislike what they do, or constantly look for a new job or relationship. This humorous presentation focuses on the importance of maintaining energy and purpose in one's life and work. Attention will be given to what happens when the fire goes out of a person's life; what are the stress points that cause flame out; and some ways to achieve and maintain a healthy productivity. Extensive humor is used to help participants laugh, learn and be motivated to keep the fire going!



PMB 203
2910 Sellwyn Ave.
Charlotte, NC 28209

RETURN SERVICE REQUESTED



Grove Park Inn resort & spa, asheville, nc

JULY 31 - AUGUST 3, 2007

- TOPICS**
- Leadership, Dr. Charles Petty
 - Funding Facility Improvements
 - Chilled Water Plant Maintenance
 - Pump Curves
 - MERV Ratings
 - Control Systems
 - Vendor Show
 - DFS Updates



EARLY BIRD REGISTRATION
July 14, 2007
SAVE \$50.00!!

SPECIAL EVENTS & SPONSORS

Gol f

Grove Park Inn Resort & Spa - *A Donald Ross Course*
 Tuesday - July 31, 2007
 Noon shotgun start
 Contact Bill Chapman for more information:
 828-286-5620
 bchapman@rutherfordhosp.org
 or www.nchea.com to download Golf Brochure

Spouse/Guest Program

Thursday, August 2, 2007
 Join us for a buffet brunch and "Spathecery!" Through hands-on interaction, learn about the blends of essential oils used in many of The Spa's signature treatments. A Spa Boutique expert will teach you how to create you own spa experience at home.

s p o n s o r s

PLATINUM

Carolina Cat & Gregory Poole

Chem-Aqua, Inc

Johnson Controls

Simplex Grinnell

Rogers and Morton

For **VENDOR** Information Contact:

Jim Wheeler
 2007 NCHCA Vendor Chair
 5524 Brickyard Court
 Garner, NC 27529
 919-812-5728
 jim-wheeler@nc-rr.com

GOLD

Hess

Chem-Treat

Peterson Associates pa

SCANA Energy Marketing

CL Downey

Honeywell Building Solutions

SILVER

Faulkner Haynes & Associates, Inc

Stanford White

BP Energy

Covington Power Services

Harris Intergrated Solutions

East Group

BE & K Building Group

BRONZE

Jones & Frank

Dusty Ducts

Boiler Masters

IES Engineers

Systems Electronics

Stipp and Powell, Inc

Palmetto Air & Water Balance

System WorCx

Alpha Environmental Science

PWI Consulting Engineers, Inc

B&D Boilers

Evergreen Medical Services

Mactec Engineering

AGENDA

Tuesday, July 31, 2007

8:00 - 9:00 am Certification Committee
 9:00 - 9:30 am Finance Committee Meeting
 9:30 - noon Board Meeting
 1:00 pm Golf Tournament
 Grove Park Inn Resort & Spa Golf Course
 7:00 pm - 9:00 pm
 Conference Reception (Live Music)
Attendees, Guests, Vendors Welcome

Wednesday, August 1, 2007

7:00 - 8:00 am
 Registration & Continental Breakfast
 8:00 - 9:45 am
 Welcome and Annual Business Meeting
 10:00 - 12:00 noon Roaring Fires, Flickering
 Flames, Dying Embers or Cold Ashes?
 Dr. Charles Petty
 12 noon - 2:30 pm **Vendor Show - Lunch provided**
 2:45 - 5:00 pm How to Build and Sell a Strong Business
 Case for Funding Facility Improvements
 Robert Mikulac
 5:00 pm District Meetings

Thursday, August 2, 2007

7:00 to 8:00 am Continental Breakfast
 8:00 - 9:00 am
 Chilled Water Plant Maintenance - Tony Slay
 9:15 to 11:30 am
 Pump Curves - Mark Bingham
 11:45 - 1:45 pm **Vendor Show - Lunch provided**
 2:00 - 3:00 pm
 Merv Ratings - Sam Price
 3:15 - 4:30 pm
 Control Systems - (Open Protocols vs Proprietary)
 Rich Remeke
 6:30 - 7:00 pm
2007 NCHCA Annual Reception
 7:00 pm
2007 NCHCA Annual Banquet
 Keynote: Ralph Hood

Friday, August 3, 2007

6:30 - 8:00 am Continental Breakfast
 7:00 - 9:45 am **Vendor Show**
 10:00 - 11:45 am
 Department Facility Services Update
 Bill Warren
 12:00 pm Adjournment

Take advantage of
Early Bird Registration!
 Fill out registration form or
 download form online at www.
 nchea.com and mail your
 registration with check to:

Make Check Payable to:
NCHCA

David Murray

NCHCA Secretary/Treasurer
 High Point Regional
 Health System
 601 North Elm Street
 High Point, NC 27261
 Phone 336-878-6000,
 ext. 2484
 Fax 336-878-6035

DMurray@HPRHS.COM

Your registration **PAYMENT**
 of \$160.00 must be
 postmarked by **July 14, 2007**.
 Registration **PAYMENTS**
 postmarked **AFTER** July 14,
 2007 will be \$210.00

YOU SAVE \$50.00

Registration Includes:

- NCHCA Membership Dues
- Valuable educational opportunities
- NCHCA Business Meeting
- Conference Reception with entertainment
- Admittance to the Vendor Show featuring more than 100 booths
- Vendor Show Luncheons
- Annual Banquet and Reception

**MEMBERSHIP DUES
 ARE INCLUDED IN
 MEMBER REGISTRATION FEES**

REGISTRATION FORM

NORTH CAROLINA HEALTHCARE ENGINEERS ASSOCIATION, INC.
 55th NCHCA ANNUAL CONFERENCE & Exhibit ion
 JULY 31 - AUGUST 3, 2007

If you PRE-REGISTERED on the NCHCA web site, include your printout with your check. If you have NOT pre-registered OR YOUR CONTACT INFORMATION HAS CHANGED, make sure you fill out all the information below.

Please duplicate for additional registrants. (Please type or print clearly)

Name:
 First Name Middle Initial Last Name

Title:

Healthcare Institution or Company:

Address:

City:

State: Zip Code:

Telephone:

Fax:

Email:

Designation: CHFM CHE PE

NCHCA Full Member \$210.00 *Early Bird \$160.00 - Postmarked by July 14, 2007

NCHCA Associate Member \$210.00 *Early Bird \$160.00 - Postmarked by July 14, 2007

Full and Associate Member Registration includes one year NCHCA membership

NCHCA NON Member \$200.00 *Early Bird \$150.00 - Postmarked by July 14, 2007

NON Member Registration does NOT include NCHCA membership

District 1 District 2 District 3 District 4

All Guests will need to wear NCHCA name badges to attend events. Please provide GUEST name that will be on name badge.

Name of Spouse/Guest you are also registering. (No fee) Please Print

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Childcare needed during Annual Banquet: YES NO

Please provide children's name and ages: Please Print

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For **PROGRAM** Information Contact:

William Baird
 2007 NCHCA Program Chair
 Randolph Hospital
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 Asheboro, NC 27203
 336.629-8899
 wgb@randolphhospital.org

For **REGISTRATION** Information Contact:

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