

# INDIANA INNOVATION

*and*

## HIGH PERFORMANCE SUMMIT

### 2018

**THRIVING  
ACCELERATING  
SUSTAINABILITY  
PERFORMANCE  
RESILIENCY**

#### PARTNER ORGANIZATIONS



Society for  
Marketing  
Professional  
Services  
Indiana



**AIA**  
Indiana



INDIANA



ACHE F2F CEs, AIA LUs, GBCI CEs and PDHs

# 9:00 AM - 2 PM

## TRADE SHOW & NETWORKING

### 2018 SESSION AGENDA

9:00 AM **REGISTRATION / EXPO HALL OPENS**

9:30 - 10:30 / 11:00 AM **EDUCATION TRACKS** (3 Concurrent Sessions)

**TRACK 1 - SALON E** Building the Hospital of Tomorrow:  
Rehabilitate, Renovate or Replace  
Addressing aging facilities, population growth, market demand,  
and the need to improve operational efficiencies.  
**1.5 ACHE F2Fs, AIA LUs, PDHs, GBCI CEs**

**TRACK 2 - SALON C** Integrative Process: Energy Modeling, Arc Platform,  
Virtual Reality and Augmented Virtual Reality  
Fast-paced and hands-on seminar format discussing synergies  
between building systems and enhancing collaboration.  
**1 AIA LU, PDH, GBCI CE LEED Specific (O+M)**

**TRACK 3 - SALON A** (Re)-Positioning A/E/C Technical Experts:  
Engage the Brain to Trigger the Buy  
How to strategize with designers as they are increasingly  
becoming the visible face for the firm.

11:30 AM - 1:00 PM **KEYNOTE LUNCH PRESENTATION**  
**GRAND BALLROOM** Thrive Indianapolis - Resiliency and Sustainability  
Perspectives on Sustainability, Resiliency and overall  
quality of life related to the Thrive Indianapolis Initiative.  
**1.5 AIA LUs, PDHs, GBCI CEs**

2:00 - 3:00 PM **EDUCATION TRACKS** (3 Concurrent Sessions)

**TRACK 1 - SALON E** Higher Education Panel:  
The Value and Implementation of Sustainability  
Indiana's finest Universities discussing the use of High  
Performance systems and processes across their campuses.  
**1 AIA LU, PDH, GBCI CE**

**TRACK 2 - SALON C** Smart Technologies - Systems:  
LEED / LEED-Cities / PEER / WELL / SITES  
An "inside view" into the terrific Value these rating systems  
bring to all types of projects.  
**1 AIA LU, PDH, GBCI CE LEED Specific (BD+C), WELL, SITES**

**TRACK 3 - SALON A** Comprehensive Quality Management Systems:  
Ensuring High Quality of Care  
Presenting a framework for the development  
of a comprehensive, integrated quality management system.  
**1 ACHE F2F, PDH, GBCI CE**

3:00 PM - 4:00 PM **NETWORKING HAPPY HOUR**  
Cocktails and hors d'oeuvres will be provided

### PARTNER ORGANIZATIONS

Heapy Engineering is a nationally recognized leader in sustainability and providing services that support and create high performance buildings. Our services include MEP and Fire Protection Systems Design, Energy, Commissioning, Technology, Planning and SMART Technologies Integration primarily for the Healthcare, Mission Critical, Education, Government and Cultural markets. The firm is involved in over 400 LEED projects, with more than 50% of certified projects attaining GOLD and PLATINUM certification.



## AIA Indiana

AIA Indiana is a statewide non-profit association that represents roughly 750 architects from four local sections which includes Indianapolis, Fort Wayne, Northern Indiana, and Southern Indiana. The chapter encourages collaboration and provides support for all architects in Indiana through fellowship with a goal of advancing the profession.

Indiana Healthcare Executives Network (IHEN) is proud to partner with our Platinum Sponsor - Heapy Engineering - for the Indiana Innovation and High Performance Summit. IHEN is the local Indiana chapter for our national ACHE (American College of Healthcare Executives) parent organization. IHEN exists to spark growth, build networks and encourage our members to continually educate themselves on the ever-changing world of healthcare. IHEN partners with local organizations to inspire creativity and help our members expand their horizons. Heapy Engineering has played a large role in the IHEN community and we are thankful to have them as a part of our network.



## Society for Marketing Professional Services Indiana

The Society for Marketing Professional Services (SMPS) is a community of marketing and business development professionals working to secure profitable business relationships for their A/E/C companies. Through networking, business intelligence, and research, SMPS members gain a competitive advantage in positioning their firms successfully in the marketplace. SMPS offers members professional development, leadership opportunities, and marketing resources to advance their careers.

The U.S. Green Building Council transforms buildings into more efficient and healthy places to live, learn, work, and play. A passionate group of volunteers, staff, and USGBC members are working every day to advance our shared mission of green buildings for all within this generation. We invite you to join us as we green Indiana together. We focus on three major areas: Best-in-class education and events to build knowledge and expertise on cutting edge green building topics, local and state advocacy to advance green building policies and practices, and healthy learning environments at Green Schools to help provide sustainability education for the next generation. Visit our website at [www.usgbc.org/usgbc-indiana](http://www.usgbc.org/usgbc-indiana) or email us at [usgbcindiana@usgbc.org](mailto:usgbcindiana@usgbc.org).



## INDIANA

# 9:30 AM - 11:00 AM OWNER'S PERSPECTIVE

1.5 ACHE F2Fs, AIA LUs, PDHs, GBCI CEs

## TRACK 1 - SALON E

Education Track Sponsor

**TONY KENDALL**

Indiana Area Market Leader, Cochrane Supply & Engineering

Introduction of Panelists

**SCOTT TEFFETELLER, IHEN**

### **BUILDING THE HOSPITAL OF TOMORROW: REHABILITATE, RENOVATE OR REPLACE**

With considerable Hospital renovations, expansions, and replacements occurring or planned, this panel will discuss how upcoming projects are addressing aging facilities, population growth, market demand, and the need to improve operational efficiencies. Addressing Indianapolis' healthcare systems, these Panelists will provide their perspective on their use of High Performance systems and their requirements for Sustainability and LEED certification as they talk about current and future projects.



#### **JON GILMORE**

President, Tonn and Blank

Recently named to ENR's Top 400 Contractors list for 2018, Tonn and Blank has completed more than \$1.5 billion dollars in healthcare construction work. Jon has evolved from laborer to project manager to President and CEO to now oversee three offices and more than 300 employees throughout Indiana and Illinois.



#### **JAMES MLADUCKY**

VP of Design & Construction, Indiana University Health

Jim brings over 30 years of healthcare planning, design and construction experience and is directing the planning, design and construction of IU Health's \$1.34 billion Strategic Facility Program, which is expected to transform care delivery for the residents of Indiana.



#### **SCOTT TEFFETELLER**

President, East Region Community Health Network (Moderator)

As President, Scott is responsible for all community services in the east region, including Community Hospital East, the regions physician practices and ambulatory sites of care across the area.

Education Track Sponsor

**COCHRANE  
SUPPLY**

# 9:30 AM - 10:30 AM HIGH PERFORMANCE DESIGN

1 AIA LU, PDH, GBCI CE LEED Specific (O+M)

## TRACK 2 - SALON C

Introduction of Panelists

**JOE YOUNT, USGBC Indiana**

### **INTEGRATIVE PROCESS: ENERGY MODELING, ARC PLATFORM, VIRTUAL REALITY AND AUGMENTED VIRTUAL REALITY**

In a fast-paced and hands-on Seminar format, these Panelists will demonstrate several "new tools" designers and contractors are using today. They will discuss how these tools accelerate the adoption of High Performance systems and innovative methods for designing, constructing and operating (managing) buildings. They will address questions such as "What synergies between building systems and building components can be realized through pre-design discussions?" as well as "What do Architects, Engineers and Contractors need to know about each other's parameters to enhance collaboration?"



#### **RYAN HOFFMAN, PE, CEM, BEAP, LEED AP BD+C**

Building Optimization Practice Operations Manager, Heapy Engineering

As Manager of Heapy Engineering's LEED & Energy Services Group, Ryan has full responsibility for the technical aspects as well as the planning, scheduling and delivery of Heapy Engineering's Sustainability and Energy Services projects. His broad range of sustainability experience provides a strong foundation in an array of project types.



#### **LANA CROUSE**

Director of Community Indiana and Michigan, USGBC

Lana leads local operations in conjunction with volunteer leaders and oversees market development, local strategy, event management, account management and USGBC initiatives.



#### **JOSH MORY**

VP of Architectural Development, Hendricks Commercial Properties

Josh is the in-house architect at Hendricks Commercial Properties, a real estate investment, management, and development firm recently featured in the New York Times for being a leader in revitalizing Beloit, Wisconsin. One of their most recent projects is the renovation of a historic Coca Cola Bottling Company building in Indiana, which made heavy use of Virtual Reality to engage clients and the public.



#### **JOE YOUNT**

Architect, Ratio Design (Moderator)

Joe is an Architect at RATIO with a little experience in just about everything; as well as a passion for design and all the little things that make a space great.

9:30 AM - 10:30 AM

HIGH PERFORMANCE PROCESSES

TRACK 3 - SALON A

Introduction of Speaker  
**HEATHER COX, CPSM**, *SMPS Indiana*

(RE)-POSITIONING A/E/C TECHNICAL EXPERTS:  
ENGAGE THE BRAIN TO TRIGGER THE BUY

With up to 70% of the buyer’s journey done before your business development team even shows up, you must pitch perfectly at every opportunity to make the next cut. This **Compressed** selling time, mixed with the market’s drive toward **Commoditization**, and the move toward **Consensus** decision making, and you’re now feeling the headwinds to future revenue and margin growth. How does Business Development and Marketing strategize with Designers as they are increasingly becoming the visible face for the firm? Sell the way buyers buy today - 7 out of 8 of the big sales training programs were developed before the internet, cell phone and personal computer! You can’t use sales training programs developed decades ago and expect to win today.



**BRYAN GRAY**  
*CEO, Revenue Path Group*

Bryan helps leaders steer their organizations through our current “age of accelerations”, where the fight for relevance seems never ending. Having previously led two businesses to the Inc. 500 list of fastest-growing companies, Bryan and his group are well positioned to help firms better compete and grow in today’s highly competitive arena.



**HEATHER COX, CPSM**  
*Director of Marketing and Client Relations, CE Solutions, Inc. (Moderator)*

Always interested in increasing her knowledge, Heather has learned every aspect of the A/E/C industry, including drafting, electrical and architectural design, accounting, human resources, administration, and project management. She has found her passion in marketing and cultivating relationships.

PROGRAM INSIGHTS

11:30 AM - 1:00 PM

KEYNOTE LUNCH PRESENTATION

1.5 AIA LUs, PDHs, GBCI CEs

GRAND BALLROOM

Welcoming Remarks  
**MICHAEL BERNING, PE, CEM, LEED FELLOW**, *Heapy Engineering*

THRIVE INDIANAPOLIS:  
RESILIENCY AND SUSTAINABILITY

Representatives from Thrive Indianapolis and the IU Environmental Resiliency Institute and the former Manager of the Kansas City Energy Project will discuss their perspectives on Sustainability, Resiliency and overall Quality of Life related to the Thrive Indianapolis initiative.



**BRAD BEAUBIEN**  
*Administrator for Long-Range City Planning, City of Indianapolis*

Brad is responsible for leading the long-range planning functions of the City. He was honored as one of Citizens’ (Energy Group) 125 Neighborhood Leaders, and his work is also the recipient of several awards, including a Hoosier Planning Award, two National Planning Awards from the American Planning Association, a Cultural Vision Award from NUVO Newsweekly, and a Digital Education Achievement Award from the Center for Digital Education.



**JANET McCABE**  
*Professor of Practice at the Indiana University McKinney School of Law and Assistant Director for Policy and Implementation, Indiana University Environmental Resilience Institute*

From July 2013 through January 2017, Janet was the Acting Assistant Administrator for the Office of Air and Radiation at the United States Environmental Protection Agency. She was nominated by President Barack Obama to be Assistant Administrator of that office.



**JENNIFER GUNBY, PE, REP, LEED AP**  
*Former Manager for the Kansas City Energy Project and current State and Local Advocacy Manager for the U.S. Green Building Council and is a former city council member of Roeland Park Kansas*

Prior to joining the USGBC team, Jennifer developed a broad background in sustainability and energy efficiency through her work at the Institute for Market Transformation managing the Kansas City Energy Project, at GBA Architects + Engineers leading the Energy Studio, and as a former city council member of Roeland Park Kansas.



2:00 PM - 3:00 PM

OWNER'S PERSPECTIVE

1 AIA LU, PDH, GBCI CE

TRACK 1 - SALON E

Education Track Sponsor  
**TONY KENDALL**, Indiana Area Market Leader, Cochrane Supply & Engineering

Introduction of Panelists  
**DAN OVERBEY**, AIA Indiana / USGBC Indiana

HIGHER EDUCATION PANEL:  
THE VALUE AND IMPLEMENTATION OF SUSTAINABILITY

Representing some of Indiana’s finest Universities, these Panelists will provide their perspective on the use of High Performance systems and processes across their campuses. Design concepts such as energy efficient systems and requirements for Sustainability and LEED certification will be discussed as they talk about their upcoming projects.



**JESSICA DAVIS, MS, MPA**  
Director of Sustainability, IUPUI  
Jessica provides leadership and acts as an organizational strategist for sustainability, collaborates with the academic community to integrate sustainability into the curriculum, and implements comprehensive campus programs to promote an instinctive culture of sustainability at IUPUI.



**AMANDA DOENGES, PE, CEM, LEED AP**  
Director of Engineering & Administration, Butler University  
Amanda is responsible for utilities/energy consumption, engineering project management, and coordination with the Maintenance Services Department and Planning Design and Construction for Butler’s approximately 2.6 million square feet of facilities on its 335 acre campus.



**MAX DRISCOLL, LEED AP BD+C**  
Assistant Director of Sustainability, Purdue University  
Max serves as the primary representative for sustainable design and construction management best practices and green building rating systems. He provides support to the Sustainability Committee (SUSCOM), the Student Sustainability Council (SSC) and other groups on campus.



**ALLISON MIHALICH**  
Senior Program Director Office of Sustainability, University of Notre Dame  
Allison is responsible for facilitating the University’s sustainability small working groups and advancing the University’s progress towards achieving their sustainability goals.



**DAN OVERBEY, AIA, LEED AP (BD+C, ID+C, O+M), WELL AP**  
Director of Sustainability, Browning Day Mullins Dierdorf (Moderator)  
Dan is devoted to leveraging and disseminating evidence-based design methods and resources to improve architectural practice, shape policy, and help project teams make better-informed design decisions.

Education Track Sponsor



2:00 PM - 3:00 PM

HIGH PERFORMANCE DESIGN

1 AIA LU, PDH, GBCI CE LEED Specific (BD+C), WELL, SITES

TRACK 2 - SALON C

Introduction of Panelists  
**HANNAH FLECK**, USGBC Indiana

SMART TECHNOLOGIES - SYSTEMS:  
LEED / LEED-CITIES / PEER / WELL / SITES

**WELL, PEER, SITES** are some of the newest Sustainability rating systems that have expanded beyond what LEED has done for the built environment. **LEED v4.1** has recently been launched and **LEED for Cities** involves the entire Community. These panelists are experts in these new (and improved) Ratings Systems. They will share an “inside view” into the terrific Value these rating systems bring to all types of projects. They will show how these Rating Systems support and advance High-Performance Buildings as well as Campuses, Cities, etc.



**SUMETA SACHDEVA, LEED AP BD+C, WELL AP**  
Grumman / Butkus Associates  
Sumeta has a passion for harnessing energy efficiency to improve comfort, reduce costs, and help the environment. She specializes in sustainability assessments and LEED consulting. Her work also encompasses retro-commissioning, new building commissioning, and energy efficiency projects.



**JAMIE STATTER**  
Vice President, USGBC  
Jamie leads strategic relationships for a range of programs and market sectors. In this capacity, Jamie works with business and government leaders to ensure that LEED, PEER, SITES, Parksmart, and the TRUE Zero Waste certification programs are utilized as tools to meet climate, sustainability, and resiliency goals.



**HANNAH FLECK**  
Sustainability Engineer, Guidon Design (Moderator)  
Hannah has worked on buildings and infrastructure projects throughout Indiana and is currently leading her company in achieving LEED certification for their new office building. She is the current chair of the USGBC’s Indiana Central Branch which has provided multiple GBCI CEUs in Central Indiana.

PROGRAM INSIGHTS

# 2:00 PM - 3:00 PM HIGH PERFORMANCE PROCESSES

## 1 ACHE F2F, PDH, GBCI CE

### TRACK 3 - SALON A

Introduction of Panelists  
**TRAVIS LOZIER, IHEN**

## COMPREHENSIVE QUALITY MANAGEMENT SYSTEMS: ENSURING HIGH QUALITY OF CARE

This panel will present a framework for the development of a comprehensive, integrated quality management system. Participants will learn what a comprehensive quality management system is and elements necessary to develop and implement a successful quality management system.



### SHERRON ROGERS

VP and BD of Strategy and Operational Excellence, Eskenazi Health

Sherron is a transformational leader with the ability to inspire and empower complex teams to drive results. She has experience successfully managing over 900 employees and budgets of over \$100M with extensive operational and process improvement success in multiple industries.



### MARLON WARDLOW

VP Performance Improvement, Parkview Health

Marlon is a progressive healthcare leader with over 15 years of experience and a visionary leader with proven leadership ability to enhance the efficiency of an organization to meet strategic objectives. He is an expert in project management, Lean, Six Sigma, strategic planning, and performance improvement initiatives.



### JOE FERDELMAN, PE, HFDP, LEED AP BD+C

Healthcare Practice Leader, Heapy Engineering

Joe provides guidance to the firm's engineering staff on matters regarding the latest innovations in healthcare design and the development of design tools, codes and overall industry insight. As a leader in the Mechanical and Electrical Consulting field, Heapy Engineering is recognized as one of the Top 20 Healthcare Engineering Firms.



### TRAVIS LOZIER

VP of Performance Improvement, Community Health (Moderator)

Travis facilitates and manages a large portfolio of performance excellence initiatives and projects. Travis also assists with curriculum development and training focusing on performance improvement methodologies, including Lean and Six Sigma.

# 9:00 AM - 2 PM TRADE SHOW & NETWORKING

### BBC PUMP AND EQUIPMENT COMPANY

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### CMBuck

Agents of Change - Power & Lighting Divisions

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### Cochrane Supply & Engineering

Leading Industrial IoT & Building Controls Supplier

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### COOK FLUID PRODUCTS / SPIROTHERM

Hydronic System High Efficiency Air / Dirt Removal

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New Construction Energy Efficiency Design Assistance

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### EATON

Power management company. We provide energy-efficient solutions.

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### EDF Energy Services LLC

Supplier of Natural Gas into the Midwest

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Indoor air quality & legionella testing. AIHA, CDC, ELITE laboratory, ELAP.

502-893-6080

### Fuller Engineering

Indiana's Experts in IT Continuity

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### Heapy Engineering

MEP, Commissioning, Sustainability & Energy, Technology

317-571-8795

### Honeywell E-Mon

Highlighting E-Mon Submeters and Honeywell Thermostats

612-401-3021

### IHEN

Indiana Healthcare Executives Network (IHEN) serves to provide continuing education and assistance to our members, in the development of long-term, professional relationships.

ihen.ache.org

### JOHNSON CONTROLS

JCI is a Global Technology and Industrial Leader.

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### Ledtronics LED Lighting

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### SAMSUNG - AC Equipment Reps., Inc.

Innovation in cooling and heating means dependability, advanced technology, exceptional performance, and higher efficiency.

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### SIKA Sarnafil Roofing

Worldwide leader of Thermoplastic Roofing & Waterproofing Membranes.

630-947-3427

### Spohn Associates, Inc.

Celebrating 40+ years as a Manufacturers Representative and Specialty Contractor, servicing the Design + Construction Community.

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### The Garland Company

High-performance roofing and building envelope solutions.

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### USGBC Indiana

USGBC Indiana promotes sustainable building design.

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The goal of the Indiana Summit is to provide Education on innovative, High Performance design of the Built Environment as well as the same for the Processes and Operations of the Organizations occupying the built environment.

The Indiana Summit is purposely designed to help accelerate the adoption of Innovative, High Performance Design, Construction and Operational measures throughout all Indiana. We brought Thought Leaders in various Markets, Processes and Technologies to share their wisdom with Summit attendees. We highlighted Innovators from Indiana and around the nation, as well as brought in an “outside” more nationally focused Keynote Panel that “pushed the envelope” of our overall theme of the Indiana Summit - Accelerate Performance.

## To Our Attendees

Thank you for attending the 1st Annual Indiana Innovation and High Performance Summit. As partnering organizations, we hope what you learned at today's educational sessions will assist you in integrating innovative and sustainable strategies into your everyday approach to the built environment.

## Conference Image Release:

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