

“Tools for Saving”

Saturday, November 3, 2007

Schedule of Events

8:30 am – Registration

Exhibit Hall Opens

8:30 – 9:30am – Managers’ Breakfast:

*Tap into Microsoft Outlook to Save Time
& Increase Productivity*

9:45-10:30 am Session A

Tool Rules: Reasonable Rules Enforcement

Speaker: William Ward, Esq., Ackerly & Ward

Do your documents require some minor remodeling or an entire overhaul? Do the rules you seek to enforce carry little or no weight? This session will help you determine whether your documents measure up.

Energy Audits for Your Association

Speakers: Representatives from the Connecticut Energy Fund and Acquarion.

Find out how utility companies will work with you to provide free or low cost audits to help you determine how and where you can save on energy use.

10:30 – 11:15am

Exhibit Hall

11:15 – 12:00 am Session B

**Insurance Tools: Ways to Reduce Risk
and Save on Premiums**

Speaker: Dave Kelly – Smith Insurance

Risk management for your association can often translate into more stable premiums. By employing some very basic strategies, some insurance challenges may be greatly reduced. Learn what other associations are doing to keep costs down and property values up.

Tools to Lower Your Energy Costs

Speakers: Michael Gold – A & S Windows and John McKean, Maintenance Manager – Pyramid Maintenance

Is money flying out of your windows, doors and roofs? Are their products and techniques you can use in your association to help reduce energy costs? Find out how you can implement some of the ideas from the energy audit session and start saving.

12:00 – 12:30 pm

Exhibit Hall

12:45 pm Raffle Prizes Announced

TOOLS FOR SAVING \$

By Russell Munz



Russell Munz

Everyone’s budget has gone up to pay for rising utility costs. What can you do about it? This is the main question being discussed at this year’s Southern CT Condo Trade Show on November 3, 2007 in Stamford.

There are many tools and techniques to combat energy use and save money. Our company has focused on several areas to fight back against these costs.

Electricity Savings: Start small, replace your common area light bulbs with florescent bulbs. Convert conventional bulbs to compact florescent bulbs. They last longer which lowers your maintenance costs and they consume less energy. For additional savings, check your water heater. When it comes time to replace your water heater make sure to look at high efficiency units and research online water heaters which do not use electricity to keep a tank of water hot – instead it heats it as needed.

Water Savings: Water conservation saves you money on two budget line items. First, it saves money charged by the water company and second many towns have a sewer use charge or tax which is based on your water meter reading. Lower your water consumption and lower the sewer charge as well. You can purchase water conservation kits which include 1) aerators for faucets; 2) conservation shower heads; and 3) toilet tank displacement so you use less water per flush. The association could distribute kits to all unit owners to reduce the community bill. For example, the U.S. mandated maximum water flow for a shower head is 2.5 gallons per minute. One of the lowest flow shower heads and cheapest is the Niagara Conservation Earth Massage Soap & Soak (\$20) and uses about 0.5 gallons per minute. Another way to save is if you have common bathrooms you may consider upgrading to high efficiency toilets that use less water per flush.

Heat & A/C Savings: Heating and air conditioning use a lot of energy. Some simple steps can save you big money. First make sure to set up a schedule for changing the unit’s filters (two or four times per year) – a clogged filter will cause the unit to run inefficiently and use more electricity. Second, swap out your regular thermostats for a programmable digital thermostat which will save you approximately 10%. To save money on air conditioning, put an aluminum coating on your flat roof to reflect the sun – this will save approximately 10-15%. If you have a roof top HVAC unit, check to see if it has an economizer. Economizers bring in cool air from outside during the night to cool down the building without running the costly AC. Lastly, if your unit needs costly repairs and it may be time for replacement, order a high efficiency unit with a SEER rating of 13 or 14.

Utility Savings: You can minimize the effects of fluctuating costs of heating oil, gas and electric. You can lock in pricing for a year so the price does not “float” with the market. You can also talk to suppliers about a price cap to see if they offer you to float below a set price but not go above the determined price cap. Lastly, ask what time of year is the best time to shop for these items when the prices are lower to save the most. For example usually spring is the best time to start calling and asking about heating oil.

Finally, the State of Connecticut offers tax incentives for purchasing high efficiency equipment – ask your vendors for info to save even more!

For help researching these ideas come by the tradeshow on November 3rd. Experts will discuss the topics in detail at the educational sessions and you can meet vendors that work with communities to implement these cost saving tools. See you there! ■

Russell Munz is a former US ARMY Captain where he learned the importance of providing clear guidance and delegating to teammates. Prior to military service, Cornell University business programs taught him the importance of focusing time on tasks that have the greatest impact. Now he works with Pyramid Real Estate Group. He is also the Chairperson of the Southern Connecticut Trade Show Committee.