

“REGIONAIRE”**From the DRC**

*Charles E. Henck, Region III Director and
Regional Chairman ('03-'06)*

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Spring is finally here. As we approach the end of this ASHRAE year there is still much to be completed; President Elect training, PAOE completion, CRC preparation, etc.

President-elect and Incoming Officer Training

Date: April 30, 2005

Time: 9 am – 5 pm (lunch provided)

Place: Henry Adams, LLC
600 Baltimore Avenue
Towson, Maryland 21204
410-296-6500

Purpose: Preparation for ASHRAE 2005-2006

Agenda items: Review Manual of Chapter Operations, PAOE, CRC, motions, nominations, workshops, MBO's, etc.

Dan Pettway and I will be hosting an informal networking session on Friday evening for all that want to attend. We have decided to meet at a local sports bar for wings, beer, and conversation. Let us know by e-mail if you are going to attend so we can plan accordingly.

Wrapping Up the ASHRAE Program Year

It is the time of year to report all of your chapter's accomplishments. Please make sure each chapter committee has the login and password to enter the PAOE points. Some PAOE points are entered by the RVC's or by Society Headquarters, so please check that you have received proper credit.

See from the DRC, continued next column

From the DRC, continued

CRC Roanoke

Now is the time to start CRC planning. Nominate your chapter members for Regional and Society awards or Society committees. Your chapter members work hard – reward them with an award. See the Manual of Chapter Operations for a list of awards. The MCO is on the Society Website. Do you have recommendations to improve ASHRAE? Bring them forward as motions at the CRC. Member and Chapter input are very important to Society. Remember that CRC is in Roanoke on August 10-13, 2005. On Thursday there will be technical sessions during the day. Friday will be the CRC business session. All chapter members are invited to attend the business session. All committee members need to attend the chapter workshops on Saturday August 13.

What do ASHRAE Members want from Society?

ASHRAE just completed a comprehensive market survey of members and non-members regarding current market needs for ASHRAE products and services. The research covered four main topics which are: membership value, image, products and services; education and training; handbooks and standards. As ASHRAE moves forward, this information will be used as one tool for evaluating current and future programs. Thanks to all for providing your input to the survey.

I would like to thank each of you for the time and effort that you have given to ASHRAE. Without you, our organization would not be what it is today.

Charlie ❖

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Need a place to stay for the Incoming Presidents' Workshop?**No, you can't stay at Charlie's house!**

But he says you might try the Sheraton Inn North Baltimore at 903 Dulaney Valley Road (410-321-7400). You can get a \$99.00 rate on the internet at spg.com. Please send Charlie or Dan an e-mail if you are coming in for Friday Night's Social. ❖

From the ARC

Dan C. Pettway, Region III
Assistant Regional Chairman ('04 - '05)
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- Communication
- Enthusiasm
- Motivation
- Leadership

Before I start on this month's subject, I would like to thank Pittsburgh Chapter for their hospitality during my recent chapter visit. I would like to especially thank Kurt Scheer and Chris Larry for their time and effort. Pittsburgh is well on its way to hosting the 2006 Chapters Regional Conference (CRC). After an evening of CRC discussion, Board Meeting, and their Monthly Chapter Meeting; a lively informal discussion followed concerning the challenges of chapters today. It was an enjoyable hour or so. So beneficial was that discussion that Charlie and I are planning to host a similar informal session in Baltimore the evening before the Incoming Presidents Workshop. If any of the attendees of Saturday's session want to join us for a similar informal discussion, we will be available (liquid libation may be involved). I invite you to join us Friday Night. I have found that at Society Annual and Winter Meetings, much was accomplished in the informal gatherings. Having the same at the regional level will be beneficial. This is an opportunity, if you want to take advantage. If nothing else you can come in early and have a beer! How can you lose? While I am on the subject of the workshop, we have opened the workshop up to more than the Incoming Presidents so you could have the opportunity to enjoy others company traveling in, the economy of sharing a room, and an additional trained person at the chapter level. We are trying very hard to make it attractive to for you to attend. Let's move on to this month's subject **Motivation**.

The Random House College Dictionary defines **Motivation** as "the act or instance of motivating". It further explains it as "something that motivates; inducement; or incentive". I'll push it a little further and just say Motivation causes someone to act on or accomplish something. Motivation is something we practice every day. Do you have a child at home? How do you get them to complete their homework or pick up their room? Are you in a management position at work? How do you get employees to complete their work? In ASHRAE we work with volunteers. You don't give them an allowance and you can't put them in time out. You can't terminate them and still accomplish Society's work. A good friend has constantly reminded during my years in ASHRAE leadership, "You can't kill 'em".

See **Motivation**, next column over

Motivation cont'd

If ASHRAE doesn't have volunteers, its work will not be done. Eighty percent of Society's work is accomplished by volunteers. Whether it is just a couple of hours each month or more, we desperately need volunteers to help get the job done. Having said that, do all volunteers accomplish their tasks? Unfortunately, they do not. It is easy for one to raise their hand and say "I'll do that". Completing volunteer work is entirely another matter given all of life's demands and distractions. Not everyone is a self starter. **Motivation** by chapter leaders may be required. As Chapter President it is your job to make sure your chapter personnel complete their tasks. Contrary to some belief, it is not the president's job to do it all. However, it is his responsibility to see the work gets done. **Part of the challenge of being President is knowing what work needs to be done.** That knowledge can be learned with experience from going thru the chapter chairs, attending Incoming President's Workshops, and attending CRC's. **Another challenge is motivating the troops.** I do not recommend the General Patton approach with volunteers. First, you can motivate people by example. Give your best to tasks and people around you will follow your example. One of my favorite personal sayings is "Leaders lead, they don't push; that is why it's called Leadership". Second, use recognition; you can **motivate** people by making examples of others who do good work and success is infectious. Third, compliments are one of the best motivators of all. Fourth, nicely remind people that their tasks are due in advance and that you expect them to complete them on time. Pleasant reminders can also be used when deadlines have been missed.

Unfortunately there are those occasions where someone simply cannot be motivated. This is where Society work has been entrusted to one who will not meet his commitment. Failure to motivate some is a disappointment that leaders must endure. You cannot win every challenge. Keep smiling and gain strength from the fact that there are others like you who have accepted leadership positions in ASHRAE and are sharing your pain. If you can get this good at motivating unpaid volunteers, just think how much it will improve your leadership skills at work? ❖

Yours in ASHRAE,
Dan

Chapter Visitation Assignments for 04'-05'

Brad Lowe, RVC Resource Promotion – Johnstown
Dan Pettway, ARC – Pittsburgh
Kevin Fallin, RVC Membership Promotion – Baltimore
Glenn Hourahan, RVC CTT – Lehigh Valley
Dan Wyrick, RVC Student Activities – Delaware
Charlie Henck, DRC – Anthracite, Central Pennsylvania,
Hampton Roads, National Capital, Richmond.
Presidents of Chapters are asked to contact assigned
Regional Officer to make arrangements. ❖

“On the Job Training”

By Kevin Fallin, RVC Membership – Region III

We all have a job to do, whether it is paid or volunteer, and regardless of our work and/or educational backgrounds, we must receive training in order to maximize our efficiency and productivity. As such, we are continuously learning new tasks to accommodate changes in the market, our specific position or job function, and personal lives. This training can make our tasks easier to perform, and provide more flexibility in our personal lives, because we have completed the required tasks in less time. In the business world, this approach leads to increased productivity and hopefully increased profits. The benefits of training are apparent, and we should all take advantage of these benefits.

As such, ASHRAE Region III holds an Incoming President’s Workshop in the spring of each year to help prepare for the upcoming tasks, and hopefully make them easier to perform. The Region also holds a Chapter’s Regional Conference (CRC) in the fall, where training is provided to all grass roots Committee Chairman and Chapter Officers. When taken advantage of, this training will make your tasks easier to perform, and less time consuming. In addition, by utilizing the experiences of past Officers and Committee Chairman, our programs are updated each year to present the “Best Practices” which have been successful with other Chapters. By learning what has succeeded for others, you have a distinct advantage in achieving the same success in your tasks. As an added benefit, both of these forums allow for you to promote your ideas and discuss your success stories.

I encourage each of you to take advantage of this opportunity, and realize that the CRC is open for all Chapter Members to attend whether they are currently serving as an Officer or Committee Chair or not. This year’s President Elect training will be held in Baltimore on Saturday April 30th, and the CRC Conference will be held in Roanoke on August 11-13th. I hope to see you there. ❖

Keep your chapter Website updated. It is your members up to the minute link with what is going on in your local chapter.

Nominating Committee

Michael Woodford, Region III Nominating Committee Member (‘02-’05)
(703)600-0328; woodford@ari.org

J. Thomas Sobieski, Region III Nominating Committee Alternate Member (‘02-’05)
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President Elect Training

At the training session on April 30th, we will advise attendees with information on which particular positions we need to fill this summer, and on what steps you need to take to prepare nominations for individual honors and awards. We will also confirm on April 30th the outcome of the nominations made at Region III's CRC-2004. For our Region, this included, for the 2005-2006 year, a new Regional Vice Chairman (RVC) for Membership Promotion, a new RVC for Student Activities, and a new Member and Alternate Member for the Nominating Committee.

Preparing for the August CRC

By now, each Chapter should have activated its CRC 2005 Action Committee, to prepare for the CRC in August. In April and May, your Committee should work to first identify candidates for positions and awards. Then you should confirm individuals' willingness to serve and begin preparing biographies and letters of submittal, which you will need to bring to CRC. In your preparation of awards, recommendations and detailed information can be found on the ASHRAE website at www.ashrae.org under the tab "About ASHRAE" clicking on "Honors and Awards". In June and July, you should complete your final preparations for the August CRC meeting. At the CRC caucus in August on Thursday evening, you will present your chapter's final nominations, recommendations, and honors and award submissions in a closed session.

Thank you; and, see you on April 30th. ❖

CALENDAR OF EVENTS

PRESIDENT ELECT WORKSHOP AND REGIONAL PLANNING MEETING

BALTIMORE, MARYLAND APRIL 30, 2005

ASHRAE ANNUAL MEETING

DENVER, COLORADO JUNE 25-29, 2005

REGION III CHAPTERS REGIONAL CONFERENCE (CRC)

ROANOKE, VIRGINIA AUGUST 10-13, 2005

The Society Ballot – A Few Thoughts....

By DRC – Region III, Charlie Henck

You have recently received a ballot for voting on election of officers and directors, a petition from the hospitality industry, and a bylaws amendment.

The petition requests the development of a separate standard for hospitality facilities. It's obviously your own decision how to vote, but please note that the ASHRAE Board of Directors has strongly recommended that you vote no on this issue. If you, or any of your chapter members, have questions on this item, please feel free to contact me.

The petition is an attempt to side-step the careful ASHRAE process and appeal directly to the Membership. I view this as an abuse of process that sets a bad precedent. The intent of Section 4.3 of the Bylaws (available on the ASHRAE website) is to allow the Board to ask the Membership a question in the form of a referendum. The provision to ask the Membership a question by petition protects the minority when the Board refuses to deal with an issue.

In this case, few issues have had as much discussion by both the Board and its committees. ASHRAE has acted steadfastly and in good faith and the Board has come to a conclusion. If this question were to pass, it would encourage every group that did not like an ASHRAE decision to write a nice sounding petition and bypass the committee, Council, Board review process we have in place.

Points that I feel are pertinent include:

Separate ventilation standards have been created (or are in development) for houses, hospitals, and airplanes. In each case, the proponents for a separate standard made their case to the appropriate bodies from the Project Committee to the Board and ultimately were convincing that there were significant enough qualitative differences to proceed with a separate standard. Others, including the Hospitality Industry, have tried to do the same, but were not persuasive. The issue has been a topic of debate for several years.

The Hospitality industry is requesting special status as a separate occupancy with regards to ventilation requirements. However, the predominant feature that makes the Hospitality industry qualitatively different is the prevalence of smoking. While smoking is surely an issue of significance for that industry, the issue is moot for this petition. The policy of the Society is that our standards do not accommodate any amount of smoking.

There are a host of practical problems that have been considered, but are not mentioned on the ballot, including the difficulty of getting a balanced committee, the need to rectify rates and philosophies between such a new standard and 62.1, etc. The average member could not be expected to

Continued next column

Ballots, continued

know this, but those in the Society who have the responsibilities have done their due diligence. They have determined that anything reasonable that can be achieved for these occupancies can best be done within the context of Standard 62.1 and not by a new standard.

As a friend commented on this issue, "I would encourage anyone interested to delve deeply into this issue and look at the record of what happened and what would happen. I am confident that those Members who do will make a good decision. For those who do not care to invest that much time, the issue becomes the simpler one of who do you trust more, your Board or a special interest?"

I would add that the number of ballots returned each spring is very small and a few votes could swing the hospitality industry petition vote either way. Regardless of your decision on the issue, please take the time to cast a ballot. Thanks, Charlie. ❖

Membership Promotion

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Membership Promotion ('02 - '05)
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Members, Members, Members

As the end of the fiscal year approaches, let us take a moment to review our performance in Membership Promotion as a Region. With monthly data through the end of March, Region III is close to meeting its goal of a delinquency rate of 9%. This is the direct result of all of the hard work performed in contacting delinquents during the month of February. If we continue to follow up, we will break the 9% goal before the end of the year. However, our Regional goal of 12% New Members is in jeopardy, as our current number of New Members is at 5.59%. In addition, we are short of our Advancements goal of 2%, with the Region, which is currently at 0.49%. During the last couple of months of the fiscal year, it is important that we not stop promoting membership, and the benefits ASHRAE has to offer. I therefore challenge each Membership Promotion Chairman to secure at least 5 new chapter members, and 2 new advancements before June 30th. Enlist the help of your Chapter Presidents and board members to ensure that your chapter will be strong long after your term as Membership Promotion Chairman has expired. A healthy sustainable Chapter requires new members, and the only way to obtain new members is to spread the word about the tremendous benefits ASHRAE has to offer.

Remember: Prior Proper Planning Prevents Poor Performance. So plan for the future of your Chapters, and promote ASHRAE Membership. ❖

Regional Historian

*Thomas A. Rockecharlie III, Region III
Regional Historian ('01 - '04)*
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As the Society year heads in to the homestretch, please be reminded that the PAOE reporting system has not been utilized by most of the Chapters in the Region. Hopefully, many activities have been completed that can receive PAOE points, but they are just not entered at this time. I encourage all Chapter Presidents to step forward to report any points that may have been obtained in the absence of a Chapter Historian. I am also reminding all that submissions for the Gold Ribbon Award are due to me by May 1. I look forward to reading your submissions.

Industry History:

Here is an article I found on the Society website that is quite interesting:

Web Site Traces History of HVAC&R Brands

ATLANTA -- Ever wonder what happened to Miller Home Furnace Company? What about Johnson Air-Ease? John Mills did. The service manager for an HVAC&R contractor in Carmel, Ind., has developed a Web page that traces the history of HVAC&R brand names. He says he's not a history buff, and he maintains the site mainly for fun.

"I was just curious where the brands came from," says Mills. "So six or seven years ago I started researching brands for a Web site. Now, I update as needed."

His list now includes more than 90 brands. Some have ceased to exist. But most have been acquired by other companies. For example, Miller Home Furnace Company is now part of Nordyne, while Johnson Air-Ease is part of the Armstrong Air division of Lennox. ❖

We encourage you to distribute the Regionaire to your local chapter members, so that all may learn of our regional activities.

“Money Well Spent”

I know a number of you know about the Milton Garland – Jose Reig Student Challenge and realize that funds are available to support activities that make young people familiar with Heating, Air Conditioning, Ventilation, and Refrigeration. No one in our region makes better use of the program than, past RVC – Student Activities, Dave Meredith. Here is a note from him reporting to Regional Treasurer, Gary Debes on recently “Money Well Spent”.

To: Gary Debes
From: David Meredith
Subject: Milt Garland funds

Just a quick update to let you know how we spent \$900 in Milt Garland funds donated by Region III this year. We actually squeezed three major student activities out of this grant.

1. Four students attended the ASHRAE Winter Meeting in Orlando and basically the grant paid for their airfare, while they paid for the rooms two nights and our local fund raising paid for the other two nights.
2. Our Girl Power! Program took 17 middle school girls to University Park over Spring Break to tour the Nano Manufacturing Technology clean room. We charged them \$20 each and took about \$200 from the remaining Milt Garland funds to cover the rest of the bus cost.
3. Our Engineering Explorer Post for high school students will jump a bus next Tuesday to tour GSA's Central Heating and Cooling plant for the mall area. (As you recall, our original proposal for the Pentagon was rejected due to Homeland Security issues.) This is a new \$30 million CoGen facility with 17,000 Tons of cooling, two gas turbines and 1.6 MM lb/hr of steam capacity. We will eat lunch across the street in the Dept. of Agriculture Cafeteria. Cost to the student is \$20 for this trip as well. Right now we have 20 High School students, 9 college students and 4 parents on the trip. Half of the students are female. I would add that the only graduating senior in the Post plans to attend Penn State in the fall as engineering major.

According to my current estimate, we will have \$12 left in the ASHRAE student account by this time next week. That plus any additional income the rest of the year should be enough for a major end-of-the-year cookout (the way we spend \$\$\$).

I would call that a successful year, and just want to thank Region III again for their support of our activities. I will send a short write-up and photos to Ashley in Student Activities when we get back next week. ❖

(Editors Note: I am sure Milton and Jose would agree it was Money Well Spent. Thanks, Dave!)

Chapter Technology Transfer

Glenn C. Hourahan, Region III Vice Chairman
Chapter Technology Transfer ('04 - '07)
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Nearly through ... time to wrap up the year. Some updates and notes on remaining items before closing out 2004-2005 CTTC activities.

AWARD SUBMISSIONS DUE

NOW IS THE TIME to finalize your award submissions and get them to the CTTC RVC (or the Refrigeration RVC). The due dates for submissions to the RVC are indicated below:

Award Name	Date due to RVC	Notes	Submissions Received
Technology Award	12 May 2005	For regional selection.	See below
Government Activities Award	12 May 2005	For regional selection	None
Dan Mills Award	1 June 2005	Societal: For outstanding CTTC Chair	None
Chapter Programs Star Award	1 June 2005	Societal: For outstanding Program S/C Chair	None
Ice Man Refrigeration Award	12 May 2005	Regional: Outstanding S/C Chair	None
Milton Garland Refrigeration Award	1 June 2005	Societal: Recognition of a superior project.	None

More detailed information on the various ASHRAE awards and competitions can be found in the 2004-2005 Chapter Technology Transfer Committee Manual for Chapter Chairs (refer to Section 9) and in the CTTC Manual of Operations.

TECHNOLOGY Awards Received to Date from Region III Chapters

Category	New Building	Existing Building
Commercial Buildings	—	Baltimore, Richmond
Institutional Buildings	Baltimore, Richmond	Baltimore
Health Care Facilities	—	Baltimore
Industrial Facilities/Processes	—	Baltimore
Public Assembly	Baltimore	—
Residential	Baltimore	—
Alternative/Renewable Energy	—	—

REGIONAL REFRIGERATION ACTIVITIES

Only a few chapters have advised of their Refrigeration activities. If you are reading this article, and say “**what about our chapter?**” then it is time for your chapter’s refrigeration activities to be submitted to Jimmy Carver. All reports must be in by 15 May 2005 to be considered for the Regional *ICEMAN Award*.

Region III members are also encouraged to submit an outstanding refrigeration project to contend for the coveted *Milton Garland Refrigeration Award*. Projects must be submitted by 1 June 2005 to be considered.

Chapter refrigeration programs or articles about refrigeration were presented in several Chapter meetings and Newsletters: Richmond Chapter included an article “*Everything About Refrigerants*” in its March Newsletter (ASHRAE Reporter). Central Pennsylvania presented a chapter program in February about the unique problems of “*Natatorium System Design*.”

2004-2005 year marks the 100th anniversary of the founding of the American Society of Refrigerating Engineers (ASRE), a predecessor to ASHRAE. Articles cited in recent issues of the ASHRAE Journal include “*Case Credits & Return Air Paths for Supermarkets*” and “*Electronic Expansion Valves*” that detail innovative refrigeration engineering.

Refrigeration Pioneer “Gardner Voorhees” was inducted into the ASHRAE “Hall of Fame” at the ASHRAE 2005 Winter Meeting. The Hall of Fame honors deceased members of the Society who have made milestone contributions to the growth of HVAC&R technology. In 1890, Voorhees designed a central refrigeration plant for the Quincy Market Cold Storage Co. and at the St Louis World’s Fair he designed a mechanical cooling air conditioning system (the first comfort cooling of a public large building). Voorhees, a charter member of ASRE, died in 1937.

Please consider volunteering your time to review the upcoming Refrigeration Handbook. Your efforts will benefit current and future engineers, with an up to date handbook resource. Region III members are also encouraged to contribute articles to the ASHRAE Journal.

See CTTC continued page 6

Can’t Make the Annual or Winter Meeting Technical Sessions? The latest HVAC&R Technical Data from the ASHRAE Meeting Seminars now available Online or by DVD. Check it out at www.ASHRAE.org and go to the online Bookstore. ❖

13 APRIL 2005 ASHRAE BROADCAST

The 13 April 2005 satellite broadcast (*Mold in our Building Environment*) was a huge success with participants from over 1500 satellite download sites (and numerous webcast viewers) involved. Six presenters explored prevention of mold in new construction, methods for monitoring mold in indoor environments, detection of biological contaminants, solutions to prevent and/or alleviate mold problems and the legal issues relating to mold contamination. A CD on that broadcast is currently available through ASHRAE for a nominal cost. If your chapter participated by hosting a Satellite Broadcast reception for your members, please be sure to claim your 100 PAOE points.

PAOE UPDATE

As of 14 April 2005, all but one chapter have now entered PAOE points in the CTTC category. However, these points appear inadequate compared against the extensive activities that we know are being undertaken by various chapters in the program, refrigeration, and TEGA sectors. All CTTC chairs are encouraged to log onto the ASHRAE website and update PAOE points for **completed** chapter activities.

Congratulations to the *National Capital* and the *Richmond* Chapters for reaching PAR (i.e., 750 points). Additionally, the *Anthracite* Chapter has reached MINIMUM (i.e., 350 points).

COMMITTEE ORGANIZATION FOR THE UPCOMING 2005 – 2006 SOCIETAL YEAR

All chapters are reminded that the CTT Committee is a *mandatory standing committee* and that in the upcoming societal year each chapter **must** assign a responsible person to chair its CTT Committee. The new 2005-2006 PAOE requirements from incoming ASHRAE President Lee Burgett have been finalized and shared with the chapters. Please refer to this listing as you begin planning for the upcoming year. Due to the scope of the committee's activities, it is recommended that each CTT Committee have additional volunteers (and appropriate subcommittee chairs) for PROGRAMS, REFRIGERATION, TECHNOLOGY, and GOVERNMENT ACTIVITIES.

CTTC SUPPORT

Many answers to your questions can be found in the CTT Manual. This manual, and other support items, can be downloaded from ASHRAE's website. On Refrigeration issues, please contact Jimmy Carver (tel: 757/855-3006, Email: carverj@colonialwebb.com). On other CTTC issues, please contact Glenn Hourahan (Tel: 703/824-8865, Email: glenn.hourahan@acca.org). ❖

Resource Promotion

Bradley E. Lowe, Region III Vice Chairman
Resource Promotion ('03 - '06)
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Resource Promotion Results as of March 31st, 2005

Regional Summary

Region III has collected **\$97,363** toward ASHRAE Research. Our annual goal is **\$136,247**, so we're at **71%**. We're on track to make goal so let's keep it up. Don't let up now!

Chapter Summary

Philadelphia (#21) – Jay Halsey	\$15,775
(\$/Member)	(\$18)
Central PA (#22) – Dan Wyrick	\$2,180
(\$/Member)	(\$5)
Johnstown (#23) – Eric Danchanco	\$1,200
(\$/Member)	(\$20)
Pittsburgh (#24) – Chris Larry	\$625
(\$/Member)	(\$2)
Baltimore (#25) – Celeste Butler	\$4,235
(\$/Member)	(\$6)
NCC (#26) – Jim Grant	\$57,859
(\$/Member)	(\$61)
Hampton Roads (#27) – Alan Veeck	\$1,855
(\$/Member)	(\$9)
Richmond (#28) – Terrance Kerner	\$8,795
(\$/Member)	(\$36)
Lehigh Valley (#98) – Ethan Fick	\$1,075
(\$/Member)	(\$7)
Delaware (#112) – Bob Schunke	\$1,115
(\$/Member)	(\$5)
Roanoke (#125) – Pat Cady	\$1,875
(\$/Member)	(\$10)
Anthracite (#134) – Frank Kilyanek	\$1,500
(\$/Member)	(\$13)

Congratulations to the top \$/Member* Chapters:

Jim Grant	\$61
Terrance Kerner	\$36
Eric Danchanco	\$20
Jay Halsey	\$18

Please see RP page 8

RP continued from page 7

The Dollars per Member will become more critical next year as Society re-allocates the goals for the Regions and Chapters. No longer will the goals be based solely on past performance. The idea is that Chapters need to contact their members for donations, \$/member is a good measure of success, and the success of some Chapters should not take away from to potential of others.

It's pretty basic:

ASHRAE RP goal = \$1,700,000

ASHRAE Members = 40,581

\$/Member needed to meet goal = \$42

Where's your Chapter??

Congratulations to **Jim Grant** for a NEW Golden Circle for the National Capital Chapter!!! ACCA has made a second \$5,000 donation to take them to \$10k for the year.

National Research Promotion Calling Campaign Week is May 16, 2005. Please coordinate your volunteer committee to call all past donors. You smaller chapters should be calling your entire membership.

Region III has great potential to exceed goal. Remember – the June 30th deadline is not negotiable. Nothing that comes in late will count toward this year. Keep that in mind when making the Chapter contribution to ASHRAE Research. Keep up the great work!

Thanks, Brad ❖

**Have you made your
Annual Contribution
to ASHRAE Research
Promotion?**