

“REGIONAIRE”

From the DRC

Charles E. Henck, Region III Director and Regional Chairman ('03-'06)
(443) 224-1602; chenck@wrallp.com

Where does the ASHRAE year disappear? It is time for another CRC and this year we are in Roanoke, Virginia. The Roanoke CRC committee and Chapter have prepared an excellent meeting for us. The welcome party will be in a converted train station next to the hotel. The train station houses many artifacts from the railroad as well as a collection of O. Winston Link photographs of the railroad.

Each chapter officer and committee chair should be preparing to attend the CRC this year for an update on Society activities, nomination of officers, workshops, PAOE changes and a lively exchange of ideas between chapters. Most of this newsletter will address the importance of the CRC and the operation of the chapter.

All information that is required to operate a chapter is found in the Manual of Chapter Operations (MCO). The MCO has the duties of each officer and committee chair, time lines for operating the chapter, awards forms, etc. All ASHRAE members have access to the MCO through the ASHRAE website.

http://membership.ashrae.org/content/ASHRAE/ASHRAE/ArticleAltFormat/200561374611_347.pdf

Each delegate will present a written report on the chapter activities from this past year and a one page chapter summary form.

See from the DRC, continued next column

From the DRC, continued

Remember that up to four people per chapter get reimbursed for their transportation to the CRC. They are the delegate, alternate, membership promotion committee chair and the research promotion committee chair. By car pooling your chapter can send more people to the CRC to benefit from the knowledge of other chapter members, regional officers and Society officers and staff.

Please remember to nominate your chapter members for ASHRAE awards such as Chapter Service Award, Regional Award of Merit, Distinguished Service Award and Fellow. Reward them of their hard work by nominating them for an award.

I am looking forward to seeing you at the CRC in Roanoke.

Charlie ❖

Regional Historian

Thomas A. Rockecharlie III, Region III Regional Historian ('01 - '04)
(804) 262-7323; trockecharlie3@srpeng.com

As Regional Historian, I look forward to seeing all Chapters represented at the Chapter Historian Workshop on Saturday August 13. In the past many Chapters have struggled to fill the Chapter Historian Chair by the time of the CRC. Let's try to have each Chapter send a representative to the CRC workshop. I promise it will be a painless and enjoyable experience. Some attendees might even learn a few things about the successes of other Chapters. I encourage you to bring a display which showcases the History of your Chapter. As always, please bring an open mind, fresh ideas, and a positive attitude. In fact, come early and visit the Star City and the New River Valley while you are at it. I'll be looking for you.

Tom Rockecharlie
Region III Historian ❖

INSIDE THIS ISSUE

- 3 Regional Nominating Preparations for CRC
- 4 Total Resource Promotion Contributions for Region
- 5 New Regional Committee Members

From the ARC

Dan C. Pettway, Region III
Assistant Regional Chairman ('05 - '06)
(757) 468-8800; dcpettway@cox.net

- Communication
- Enthusiasm
- Motivation
- Leadership

Before moving into this edition's topic of Leadership, I would like to share a few of my thoughts about this year's Incoming Presidents Workshop that was held April 30th. In my opinion the workshop was a resounding success. Our DRC, RVC's, and Nominating Committee Member prepared a well organized workshop covering information on how to prepare for a successful 2004-2005 ASHRAE Chapter Program Year. Some of the subjects included the Manual for Chapter Operations, a suggested Presidents Calendar for the program year, and Society President Lee Burgett's PAOE Program for the year. Informal discussions developed on successful ideas for chapters, grooming future chapter leaders, and what preparations should be made by a chapter prior to CRC. One of my favorite discussions was the perceived gap between chapters and Society and how that perception can be changed. Another discussion concerned the Society Website. Several live, on line demonstrations were shown during the discussion. Eight of the region's twelve chapters were represented. This year the workshop was opened to additional chapter officers, which resulted in multiple attendees from each of the eight chapters attending. The Friday evening social was lightly attended, but numerous chickens sacrificed their wings and drumsticks in the name of Society Fellowship. It was pretty widely suggested that next year's social would be wider attended and might include an Orioles game or drinks and dinner in a quieter setting. If you did not attend, you missed one of the most productive meetings I have ever been to. This was due both to the contributions of the regional staff and the attendees. Later discussions between the regional officers and comments from the attendees critique sheets indicated that everyone gained much from this year's session. The upcoming program year has a much better opportunity to be successful for many of the chapters in Region III. Let's move on to this month's subject **Leadership**.

The Random House College Dictionary defines **Leadership** as "the function of a leader". Looking a further at the definition of a leader, Random House says a leader is a "guiding or directing head of an army, political group, etc." I had expected a little more direction from my source, given the tasks and responsibility asked of leaders in any group.

See **Leadership**, next column over

Leadership cont'd

Given that this discussion could go in a number of directions depending on what kind of a group we are talking about, I am going to keep my thoughts on what I think leaders in an ASHRAE chapter should have.

First and foremost is **Dedication** to the mission of our Society. If you are committed to the mission of ASHRAE, you are motivated to accomplish the task of providing leadership. I have spoken before about the words of Thomas Jefferson on giving back to a person's industry. To paraphrase Jefferson's exact words, I would say that a person has a responsibility to give back to the industry by which they make a living. Dedication and commitment is everything. Everyone admires and would like to have a great "presence" and to be comfortable in front of an audience, but this is not paramount for good leadership. The world is full of charming people who accomplish little. If you take on a job, be committed to the task and do the best you can. No one will fault you if you are not personable. But, they will if you commit to a task and do not complete it. Before you can ask others to complete their tasks, you must demonstrate that you are doing the best at the tasks you face. **Leadership** starts with commitment.

The second thing I think leaders should possess is a sense of **Service**. Leaders serve those who comprise the group they are a part of. I would have a very hard time committing to support a leader who did not serve the best interest of the group. One of my favorite words is **Fiduciary**. Again I use Random House to provide the definition of my favorite word as "a person to whom property or power is entrusted for the benefit of another". This responsibility of being a Fiduciary should be in the mind of any leader whether it is ASHRAE, a company, or a political office. I say should because I know of a lot of people who are in places of leadership that are not acting as Fiduciaries. Great leaders do! Everyone thinks of George Washington as a great leader. There is good reason! Check out David McCullough's new read **1776**. We all came close to driving on the left hand side of the road.

Third and last, Leaders must have **Knowledge** of their tasks in order to accomplish them. This leads me to encourage all of you to attend our CRC in Roanoke. How many times I have heard "I have not done that because I don't know how". Those words usually come from those who have not attended the workshops at CRC and are faced with completing their chapter commitments. How can anyone enter PAOE Points if they don't know how? How can a chapter officer produce a successful chapter year if he doesn't know what comprises one? Roanoke Chapter and the Regional Officers have gone to a great deal of effort in their preparations for CRC so that the chapters in Region III can attend, learn, and work to accomplish ASHRAE's mission in the region we serve. Chapter leaders, please make the effort to attend.

Yours in ASHRAE,
Dan❖

Nominating Committee

J. Thomas Sobieski, Region III Nominating Committee Member ('05-'08)
(814)255-2913; jtsobieski@atlanticbb.net

Gary C. Debes, Region III Nominating Committee Alternate Member ('05-'08)
(717)771-7547; gary.debes@york.com

Preparations for Caucus and Executive Session, CRC'05, Roanoke

The Caucus and Executive Session is scheduled for 7:30-10:00 P.M. Thursday, August 11, 2005. Only Chapter Delegates and Alternates and the Region III Member and Alternate Member of the Nominating Committee are permitted to attend the closed Caucus (**Note: The proceedings of the Caucus are secret and are not to be discussed or disclosed outside the Caucus, even among Caucus attendees**). Chapter Delegates should bring letters of nominations and updated "bios" (14 copies) for:

(1) Nomination for a Society Office (President-Elect, Treasurer, four Vice Presidents and three Directors-at-Large).

(2) Nominations for Regional Office: Director and Regional Chair to replace Charlie Henck ['03-'06] and Regional Vice Chair-Research Promotion to replace Brad Lowe ['03-'06] as well as 1st and 2nd backups for these two positions.

(3) Confirmation of 1st and 2nd backups for George Wells III ['05-'08], RVC-Membership Promotion, Paul Petrilli, ['05-'08] and Ben Crowley ['05-'07], RVC Chapter Technology Transfer.

(4) Recommendations for Society Committee positions.

See *Nominating Committee*, next column over

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, cont'd

(5) Nominations for Honors and Awards (see criteria at: www.ashrae.org/Honors).

Also, any issues that your chapter believes should be discussed in private may be addressed during the Caucus. These might include wording and/or appropriateness of motions to be made at Friday's business meeting, delicate personnel matters, chapter problems, etc.

The Caucus will be continued at 6:30-7:30AM Saturday if necessary.

This is your chapter's opportunity to advance your chapter's proven leaders to Regional and Society leadership positions and recognize and honor chapter members for their voluntary service to ASHRAE at the Chapter, Region and Society levels.

See you on August 11th.

Tom ❖

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. ❖

CALENDAR OF EVENTS

ASHRAE WINTER MEETING

CHICAGO, ILLINOIS JANUARY 21-25, 2006

INTERNATIONAL AIR CONDITIONING, HEATING, REFRIGERATION EXPOSITION (AHR Expo)

CHICAGO, ILLINOIS JANUARY 23-25, 2006

REGION III CHAPTERS REGIONAL CONFERENCE (CRC)

ROANOKE, VIRGINIA AUGUST 10-13, 2005

Research Promotion

Bradley E. Lowe, Region III Vice Chairman
Research Promotion ('03 - '06)
(703)253-1771; blowe@pepcoenergy.com

FINAL Resource Promotion Results for 2004-2005

Region III collected **\$134,407** for ASHRAE Research this past year! Our annual goal was **\$136,247**, SO CLOSE.

Chapter Summary

Philadelphia (#21) – Jay Halsey	\$26,250
\$/Member	(\$31)
Central PA (#22) – Dan Wyrick	\$10,273
\$/Member	(\$25)
Johnstown (#23) – Eric Danchanc	\$1,800
\$/Member	(\$30)
Pittsburgh (#24) – Chris Larry	\$1,400
\$/Member	(\$4)
Baltimore (#25) – Celeste Butler	\$11,885
\$/Member	(\$16)
NCC (#26) – Jim Grant	\$49,458
\$/Member	(\$52)
Hampton Roads (#27) – ???	\$1,255
\$/Member	(\$6)
Richmond (#28) – Terrance Kerner	\$10,905
\$/Member	(\$45)
Lehigh Valley (#98) – Ethan Fick	\$3,496
\$/Member	(\$22)
Delaware (#112) – Bob Schunke	\$1,395
\$/Member	(\$6)
Roanoke (#125) – Pat Cady	\$8,215
\$/Member	(\$42)
Anthracite (#134) – Frank Kilyanek	\$8,075
\$/Member	(\$72)

Next Year

A new strategic plan for Research was developed by Society. The idea behind the plan is to attempt to fund the 'Priority' research projects within a two year period. This translated into a Society goal of \$1.86M after allocating an additional \$5 or \$10 per member to each chapter's 5 year average. What that means at the chapter level is that this is an achievable goal that the chapter has probably reached sometime in the past 5 years. At the Regional and Society level, we just need to get all the chapters to hit these goals at the same time consistently. The Region III Goal for 2005-2006 is **\$190,408**. We'll be setting the individual chapter goals prior to CRC and will pass that information on to the Chapter Chairs at the RP Workshop on Saturday.

I look forward to seeing you in Roanoke!

Brad ❖

Membership Promotion

George E. Wells, III P.E., Region III Vice Chair
Membership Promotion ('05 - '08)
(302) 773-3056; gwells01@comcast.net

CRC 2005: All Chapter Membership Promotion Chairs are cordially invited to attend the upcoming Region III Chapters Regional Conference in Roanoke, VA. This is the most important task the Membership Promotion Chairs will undertake this year! This workshop provides the necessary grounding in order for the MP Chair to fully understand the task at hand. It is a proven fact that CRC attendance enables the MP chair to get off to running start, which will result in a successful year. The Membership Promotion Workshop will be held on Saturday afternoon, August 13, 2005. Attendance at the CRC MP Workshop by Chapter MP Chair results in the chapter receiving 100 PAOE points. In addition, CRC workshop is required for the chapter to receive the Top Gun Award. I am looking forward to seeing you all at the Region III CRC.

Mentoring: Mentoring means different things to different people. By definition (according to Webster's), a mentor is a trusted counselor, guide, or coach. In the world of ASHRAE, mentoring plays a crucial role in the development of an individual, local chapter, and Society as a whole. When people are engaged, they feel a sense of belonging. This will keep them coming back, and participating. Assigning a mentor to new Chapter members is the quickest way to get them involved and keep them active. In addition, it will assist in the professional development of the individual.

I encourage each of you to request Chapter Board of Governor's participation, and assign a BOG Member (or other Senior ASHRAE Member) to every new member of your Chapter. Make sure that the mentor contacts the new member, helps answer any questions they may have, and gets them involved with the local chapter. Serving on the MP committee is a great way for new members to meet people, and become engaged in ASHRAE activities. In addition to sustaining and growing your chapter membership and providing your new members with a valuable service, there are 50 PAOE points available for chapters with active Mentoring Programs.

Remember, ASHRAE is a volunteer organization, as are many other trade organizations, and we rely on the active participation of our membership to provide the technical expertise, develop the standards and provide the programs currently offered. A willing volunteer who is not utilized is a tremendous waste of a valuable resource. A good Mentoring Program can eliminate this waste. If you need further assistance on developing your Chapter Mentoring Program, please feel free to contact me.

George❖

Student Activities

*Paul E. Petrilli, Region III Vice Chairman
Student Activities ('05 - '08)
(814) 269-9355; petrilli@hflenz.com*

"... This committee has the most fun ..."

*"...You really selected a great committee to become
a member of ..."*

These are the statements that I heard the entire week at the ASHRAE Summer Meeting in Denver, CO last month. By the end of the week, I much to my delight, I discovered that these statements were right on the mark. So much so, that I have adopted these statements as the theme for the next three years that I serve as your RVC. My goal by the end of this year's CRC is to have each of the chapter SA Chairs adopting this philosophy as well.

I tentatively walked into a room of total strangers at my first meeting this past June; **New Member Training**. What should I expect? Are we really going to spend an entire Friday evening discussing Student Activities? What kind of people would schedule meetings from 3:00 to 8:00 p.m. on a Friday night? I quickly discovered that I had joined a group of people who were dedicated to bringing new blood into our engineering profession. These people had been the best in their respective regions, were focused on the tasks at hand, and knew how to make the next 5 hours pass by effortlessly.

We each were asked to serve on two Student Activities subcommittees. Following the lead of my predecessor, Dan Wyrick, I attended the K-12 and Student Project subcommittees. Why you ask? As the Johnstown Chapter Chair, I completely ignored the K-12 that I should correct this imbalance and get some experience at what I was missing. Of course, I couldn't abandon my roots altogether (a student member at Penn State some 20 years ago) so I jumped right into the Student Project.

See Student Activities Committee, next column

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

Student Activities Committee, cont'd

A total of 18 student projects had advanced past the chapter and regional competitions, and it was now up to the people in this room to select the winners. I am pleased to report that after the smoke had cleared, once again, the entry from Region III in the Systems Selection Category walked away with first place. Congratulations are in store for Ms. Amy Pastor and Mr. Jesse Fisher of Penn State and their Student Faculty Advisor, Mr. William Bahnfleth.

Student Activities is not work . . . its fun . . . What other committee allows you to experience the exuberance in a young persons eyes when it all suddenly makes sense? Let's get off to a great year with a successful CRC in Roanoke this August.

Paul ❖

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

New Members Join Regional Committee

The Regional Committee has two new members. Paul Petrilli, P.E. joins us for a three year term as Region III Vice Chairman for Student Activities and George Wells joins us for a three year term as Regional Vice Chairman for Membership Promotion. The Regional Committee has also had additional position changes with Tom Sobieski moving to Region III Nominating Committee Member and Gary Debes serving as the new Nominating Committee Member Alternate. None of the above are unfamiliar names to those who have been active in Region III. All of these members have been active volunteers in Society leadership and continue to work to further the goals of Society. Do you ask why these people continue to serve? Why don't you try volunteering for a working contribution to ASHRAE? Most of us who are active started in a small way. Eighty percent of Society's work is done by volunteer members. Join us in ASHRAE's work.

Chapter Technology Transfer

*Benjamin W. Crowley, Region III Vice Chairman
Chapter Technology Transfer ('05 - '07)
(703) 273-1112; bwcrowley@ekfox.com*

Having survived the first year of the merger of Chapter Programs and TEGA (which already included Refrigeration), we are looking forward to getting some serious traction this year.

Chapters Regional Conference (CRC)

The primary intent of this message is to invite the CTTC Chairs and the sub-Committee chairs responsible for Chapter Programs, TEGA, and Refrigeration to the upcoming Region III Chapters Regional Conference (CRC). For those of you who may not know what CRC is all about, the CRC is an annual conference designed to fulfill two primary purposes.

First, it is a two-day (Thursday and Friday) business meeting. ASHRAE is a grassroots organization, and CRC is an opportunity for delegates from the Chapters in the Region to come together and report on the state of their chapters, learn about other chapters, nominate regional and society officers for the coming year, and make suggestions about how the Society could be improved.

Second, it is a one-day (Saturday) training session for chapter officers and committee chairs. There are several sessions designed to cover issues related to the structure and state of ASHRAE Society as a whole; on a parallel track there are a series of breakout sessions for the grassroots committees and various other important chapter functions. In a nutshell, it is a one-day introduction to managing an ASHRAE Chapter.

Since CT² encompasses such a vast array of material, it has evolved into an all-day workshop starting Saturday morning, and finishing up late Saturday afternoon. Attendance at this session is vital to the success of the Chapter Programs, TEGA, and Refrigeration activities of your Chapter. Attendance is also part of your job description as a Chapter Committee Chair. It is mandatory, and there are PAOE points riding on your attendance at the session (Hopefully, you know about PAOE. If not, we'll talk about it in the near future.).

So first, if you haven't already, commit to attending the CRC Chapter Technology Transfer Committee Workshop on Saturday, August 13, 2005 at the Hotel Roanoke in Roanoke, VA. Contact the Roanoke Chapter or register on-line at www.ashraeroanoke.org/crc2005/.

*See CTTC next column
CTTC continued*

Second, let me know if there is anything in particular that you would like to cover during the workshop. We have a wide range of material to cover and information to disseminate, but if you have any particular questions feel free to contact me ahead of the Workshop and fire away.

PAOE for CTTC continues to evolve. Last year, the President of Society rolled together all of the previous requirements for both Chapter Programs and TEGA – making a very long list of things to plan, execute, and track. This year a little more shape has developed in the points. Unless you convince me that you want to hear about something else, I'm planning to build the workshop around the Planning and Execution aspects of PAOE as they are presented in this year's PAOE structure. Hopefully, that will help each of you finalize your planning for the year.

Goal Setting Discussion

Since we are all in the process (hopefully) of finalizing our plans for the year in advance of CRC, let me warn you that I'll be calling each of you over the next week or so to have a discussion about your planning and to establish two or three primary goals you hope to achieve this year. Yes, this is part of the PAOE; and we need to have this conversation in order for you to get your points.

Distinguished Lecturer Series

Hopefully, everyone is familiar with the Distinguished Lecturer Program. I'll be talking more about this Program throughout the year, but let me give you a few highlights now. ASHRAE has pulled together a number of speakers who have been recommended as engaging and expert. Their topics relate to issues that are current and relevant. The Program was initially envisioned to be a way to bring more high-powered speakers to struggling Chapters, but it has blossomed into a program that is benefiting the majority of the Chapters in Society each year.

We have five allocations for the coming year. An allocation means that if you follow the procedures of the Program, Society will pay the travel costs related to getting the DL to your Chapter (and home again). One of these allocations is targeted for use at the Technical Sessions of the CRC. So if your Chapter is hosting a CRC in the future, plan on using a DL for one of the Tech Sessions. The other four will be allotted to the following Chapters (Anthracite, Baltimore, Delaware, and Hampton Roads). We will revisit and adjust the allocations based on our conversations at CRC.

This is a great program, and it's easy to take advantage of it. And you don't have to have an allocation to use a DL.

*See CTTC Page 7
CTTC continued*

But, if you don't have an allocation, your Chapter will have to cover any travel costs related to bringing the DL to your meeting. So every Chapter should plan to bring in a DL this year.

If I have not received Participation Forms from the four Chapters with allocations by October 31, the slots will be made available to the other Chapters on a first come, first served basis.

Awards

During Glenn Hourahan's tenure as RVC, there were 10 submissions for Regional Technology Awards. Come to the Awards Luncheon on Saturday to find out who won.

In addition, there will be a number of PAOE awards for the CTTC work done by the Chapters over the past year.

Finally

I'm looking forward to a big year for CT² in Region III. We should be nearing the end of our planning phase, and entering the execution phase. We (the Regional Leadership) are here to help you succeed; let us know how best I can help.

Ben ❖

REGIONAL REFRIGERATION ACTIVITIES

Jimmy Carver, Region III Refrigeration Chairman
(757) 962-9941; carverj@colonialwebb.com

Region III Chapter's Regional conference is just a few weeks away. The summer has rolled in the heat and for many of us this is a busy season. We would like to thank all of you for your hard work to promote ASHRAE, especially refrigeration

As the year came to a close, we requested that each chapter report any refrigeration activity that took place to the Regional Chair of Refrigeration. By reading chapter newsletters, ASHRAE Insights and by checking chapter WEB sites, Region III is still strong in refrigeration. Many of you will be saying "Hey, what about our chapter, we had refrigeration activity?" We would like to have published this activity, but some of the chapters simply did not report their work to the RC of Refrigeration. This is a shame, because this activity and the people, who made it happen, will not get the proper recognition they deserve.

Please mark your calendar for August 11-13, and please send your chapter refrigeration chair to the CRC. Why?

See CTTC next column

CTTC continued

To better equip them to promote ASHRAE and especially refrigeration in your chapter. Does your chapter really promote the R in ASHRAE? If not, a vital part of our Society is not being promoted. Region III is committed to promoting refrigeration, which is something to be proud of.

At the CRC this year, the ICEMAN award will be presented to a chapter refrigeration chair for the work of promoting refrigeration in Region III. This award is being presented not only for the refrigeration activity but also for timely reporting of this activity throughout the year.

We are now in the year 2005. Break through science must be developed in the area of refrigeration. Without the innovation of new projects and implementation of new ideas, refrigeration technology will not go forward. By your contribution to engineering and science, you are a vital part of our future.

We did not have a submittal this year for the Milton Garland Refrigeration Award in Region III. The next season will soon be upon us. Development of refrigeration technology and projects showcasing this technology should be a goal for Region III for years to come. We are home of some of the best engineers in Society.

It has been my pleasure to serve Region III of ASHRAE. All of us share the rewards of the volunteers who continually sacrifice their time and efforts to make ASHRAE the prime source for information. Thank You for your support, see you at the CRC in Roanoke Virginia.

Send your comments to Jimmy Carver, Regional Chair of Refrigeration via e-mail at carverj@colonialwebb.com. Or by phone at 757-962-9941

JIMMY ❖