

“REGIONAIRE”**From the DRC**

Kevin Fallin, Region III Director and Regional Chairman ('09-'12)

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Welcome to the 2009-2010 ASHRAE Society year. I hope you have all had a relaxing and joyful summer. As I assume the role of Director and Regional Chair from Dan Pettway, I think it appropriate to comment on his success as DRC. Dan has represented the Region on the Board of Directors at Society, and conducted the business of the Region with distinction. He has transformed the President-Elect training from a poorly attended event, into a powerful and highly anticipated training session with almost every chapter represented. He has promoted the interests of the members of Region III, and the ASHRAE community with great passion. We wish Dan well in his new ASHRAE endeavors, one of which will be continuing in his role as my mentor, by serving as my ARC for this Society Year. I look forward to serving you as your DRC for the next three years, and hope to continue the proud tradition of exemplary performance in Region III by building on the successes of the past. With you help, we can achieve all of our goals, and continue to promote the ASHRAE mission of advancing the arts and sciences of heating, ventilating, air conditioning, and refrigerating to serve humanity and promote a sustainable world.

In the interest of providing all of our incoming Chapter President's with the tools necessary to become effective leaders, we held our President-Elect training in Baltimore, Maryland on April 25th. The event was a huge success with 21 members in attendance representing the twelve chapters in Region III. We convened for a social event on Friday

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From the DRC continued

night, and were able to witness the Orioles game against Texas from the luxury of the Evapco Skybox at Camden Yards, thanks to the generosity of Evapco and Chesapeake Systems. On Saturday, we covered a large amount of material, and shared recent success stories. The incoming president's learned from each of the Regional Officers as well as several current Chapter President's on what it takes to have a successful year. Based on the feedback I have received, it appears that the training was extremely beneficial, and all in attendance felt more prepared to assume the role of Chapter President.

Having set the stage for success with our Chapter Presidents, our next big event is the Chapters Regional Conference. This conference is held every year, and is currently rotated between each of the twelve chapters in Region III. This year, the National Capital Chapter will be hosting the Conference on August 13-15, 2009 at the Marriot Metro Center in Washington, D.C. The purpose of the CRC is to provide training to all incoming chapter Officers and Committee Chairs, to conduct the business of the Region, and to recognize the achievements of our Chapters and Members for the past Society year. Co-Chairs Dunstan Macauley and Stephanie Mages have done an outstanding job in the planning of this event (along with a dedicated committee), and have planned a first class event that you are sure to enjoy. The CRC will begin with technical sessions on Thursday with the theme of High Performance Building Design. Thursday night will be the CRC Caucus where the Delegates from each Chapter will make nominations for honors & awards and ASHRAE positions within the Region and Society. On Friday, we will conduct our Regional business meeting. The Welcome Party will be held Friday night at the National Press Club, and is sure to be an exciting event. On Saturday, we will conduct our training workshops for all Chapter Officers and Committee Chairs. We are once again planning to have a Dale Carnegie trainer on hand to provide added value to our workshops.

We hope that you will be able to join us for the CRC in Washington. Registration, Hotel, and event information is available on the Region III website at www.region3.ashraeregions.org

Kevin

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Nominating Committee

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Charlie Henck and I attended a session of the Society Nominating Committee in Louisville June 21st. There were no nominees to discuss but the session was called to finish the work carried over from the Chicago Winter Meeting and to prepare for the 2009-2010 Society Year. Past President Kent Peterson is the Chair of the committee for this year with last year's President Bill Harrison as Vice-Chair. This is the normal progression for the leadership of the committee.

The prominent theme for the upcoming CRC is to ensure that the best candidates from Region III are presented in the Caucus on Thursday evening. This has been a huge issue in the past that we must manage better now and in the future. Please come prepared on Thursday with prime candidates for the open positions for the Region and for the Society. We need to fill RVC positions for Chapter Technology Transfer Committee as well as Student Activities Committee. I suggest you review your outstanding past chapter presidents and to contact them if they are interested in serving in a regional position. We need back up candidates for all RVC positions as well as for the DRC. Back ups are very important as one never knows what the future may bring and regional leadership must be continuous. As Nominating Committee goes, I will no longer be eligible for a position on the Nominating Committee as this will be my 6th year on the committee. Charlie Henck would be the natural replacement for me and Julian deBullet would be the natural replacement for Charlie as he has served as our Reserve Alternate. These nominations need to be discussed in Caucus.

The Society Board of Directors passed a new rule in Louisville that consolidates the position and responsibilities of DRC Alternate and Assistant Regional Chair. The new policy also formalizes the position and the candidate's selection process. The Caucus will recommend to the DRC, a candidate and two back ups, from which they can make their recommendation. The recommended candidate's name is forwarded to the Society President-Elect for consideration and appointment. Region III has used the standard succession of the immediate past DRC serving as the ARC for the first year of the new DRC's term. The ARC of his second and third years would be filled by the Caucus's considered future DRC. Region III has been very fortunate to have had very capable candidates waiting in the wings and

See Nominating Committee next column

Nominating Committee continued

I believe that we should continue this tradition of succession.

Last November Charlie and I were in Atlanta with members from the other 13 Regions and other Board Elected Members. We put forward our Caucus nominations for Board positions as did the other Regions. We started the day with a list of over 40 candidates for Director at Large to fill three positions. All of these candidates were qualified for the position but we had to make some very difficult decisions. Region III did quite well in the process, Kevin Fallin of the National Capital Chapter was confirmed as our brand new DRC we wish him all the success that his predecessor Dan Pettway had. Dan is now our ARC for the year. Bill Bahnfleth from Penn State was elected as a Vice president for a two-year term. Tom Watson re-elected for one more year. Tom Werkema from Philadelphia was elected for a three-year term as Director at Large.

The outcome for the Society as you are aware was very exciting. Gordon Holness is our new President; the new president-Elect however is the best part yet. Lynn Bellenger from the Rochester New York Chapter is the first woman in our 112 year history to hold that position. Not to say that being a woman is the deciding factor, Lynn is uniquely qualified for the position as she served as a Director at Large for three years and moved forward as Vice President for two years in the 90s, came back on the Board of Directors in 2003 as Region I DRC and subsequently move up thru the Board and is now the "heir apparent" for the presidency. This is history. Ron Jarnagin is our new Treasurer.

Gary

CALENDAR OF EVENTS

REGION III CHAPTERS REGIONAL CONFERENCE (CRC)
NATIONAL CAPITAL CHAPTER AUGUST 13-15, 2009

ASHRAE WINTER CONFERENCE & EXPOSITION
ORLANDO, FL JANUARY 23-27, 2010

ASHRAE ANNUAL MEETING
ALBUQUERQUE, NM JUNE 26-30, 2010

Membership Promotion

Roger K. Jones, III, Region III Vice Chairman
Membership Promotion ('08 - '11)
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Thank you for your hard work this past society year by each of the Chapter Membership Promotion Chairs. It is no secret that in these challenging economic times ASHRAE Membership numbers are suffering. **Delinquencies** (unpaid members) Society wide and in our Region III stands at a VERY high rate of 24%.

Retention of new and existing members will be the major focus of the upcoming CRC and ASHRAE Society is working on a best practices info kit that uses a personalized email campaign via mail merge. The concern is that large volume ASHRAE.org email messages are not getting to our members or being treated as spam.

CRC 2009

All Chapter Membership Promotion Chairs need to attend the upcoming Region III Chapters Regional Conference in Washington, DC. **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 15, 2009.

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. Developing your Chapter Mentoring Program will be another key topic at the CRC Workshop.

See you in Washington, DC!

Roger

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

ASHRAE History

Carl Courtney, Region III
Regional Historian ('09 - '10)
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"It's not good enough that we do our best sometimes.

We have to do what's required."

... Sir Winston Churchill

This statement by our British cousin was, no doubt, made during the dark days of World War II. I've checked my references (Bartlett's Quotations, etc.) but cannot pin the date down. Nevertheless, the statement applies to all of us in ASHRAE, including the Chapter Historians. By that, I mean we all occasionally come shining through by writing an article such as this one for our Chapter publication. Perhaps it is an article written to obtain PAOE points, perhaps not. You are to be commended if you have done that during the past year. However, should our entire year's effort be contained within that one meaningful effort? Most assuredly not! We cannot rest on our laurels anymore than the British pilots could stand down (after a good day) during the Battle of Britain. The fight was ongoing, with day after day of air combat and losses. Ultimately, the Allies were victorious, but at great cost.

Our ASHRAE situation is not a dire as that time and place, but if you have accepted the office of Historian there is an obligation to do what is required. This means to me that every month one should be thinking of what can be done within the Chapter, historically speaking. For example, after the last Chapter meeting in May one should begin planning for the Historical display for the CRC in August. This project doesn't have to be some artistic masterstroke of photographs and visual display. It can be a simple, direct, no "frills" report that says something significant about the activities of your chapter. After all, you are engineers. Be ingenious!

Speaking of the 2009 CRC, please be advised that I will not be there because the date conflicts with our 50th wedding anniversary. Need I say more? In any case, someone will be appointed to stand in for me for the Historians' work session. In closing, allow me to quote another Englishman:

"It is the greatest of all mistakes to do nothing because you can only do little - do what you can"

...Rev. Sidney Smith

Carl

Student Activities

*Paul E. Petrilli, Region III Vice Chairman
Student Activities ('05 - '10)*
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Where did the time go? A question that I now ask myself as I prepare to enter my fifth and final year as Region III's Student Activities Chair. I thank each and every one of you for all of your efforts in bringing ASHRAE and HVAC&R to students of all ages over the last four years.

For the eight of you who participated in our workshop last August in Harrisburg, you may recall that several of you made both Dan Pettway and I aware that in our zeal to get you to attend our Saturday workshop, we failed to inform you that **YOU ARE WELCOME TO ATTEND ALL OF THE EVENTS OF OUR CRC!**

If you need PDH's to maintain your registration, you can earn up to 8 at the excellent technical session offered this year in Washington, DC on Thursday. Spend half the day on Friday learning how Region III business gets done and the other half experiencing what the City has to offer! Don't forget about the welcome party on Friday night, and of course, the now famous Saturday SA Workshop. **Let's get a perfect 12 for 12 at this year's CRC!**

PAOE

PAOE for 2008-09 closed on June 30 and I thank all of you for reporting your activities. Much to my surprise, the website closed out the 08-09 site before I could enter my "RVC Assigned Points", but don't worry, I have manually assigned the your additional points and will take them into consideration when selecting the winners of awards that I will present at the Awards Luncheon at CRC.

Paul

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

From the ARC

*Dan Pettway, Region III
Assistant Regional Chairman ('09-'10)*
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I am pleased to report on the final PAOE numbers for the 08-09 Society Program Year. These numbers do include some last minute corrections on the Student Activities numbers.

Chapter	Total 08-09	% compared to 07-08
Philadelphia	13846	165.2
Central PA	6435	115.5
Johnstown	5100	101.4
Pittsburgh	5815	110.3
Baltimore	12883	190.4
National Capital	10445	100.0
Hampton Roads	3505	74.0
Richmond	5595	84.7
Lehigh Valley	4089	164.2
Delaware	1065	244.8
Roanoke	5040	82.7
Anthracite	2930	96.1
Region III Total	76748	118.3

The above results have eight chapters and the Region showing improvement over last year.

As the year closed out, I performed interviews with Chapter Presidents to determine how successful they had been in completing items in their MBO's. Two things were a common theme; first they wished that they had entered PAOE Points on a more regular basis, and second that they used this information to conduct regular performance reviews within their chapters.

The leadership of the Region has been passed to Kevin Fallin. As Kevin mentioned in his article, as a Region we have made progress. Our President Elect Workshop is well attended and effective. Our other major regional event is the Chapters Regional Conference. Historically, our attendance has not been good. This year's is coming up next month. It is hosted by National Capital Chapter in Washington, DC and held on August 13th through the 15th. National Capital's host committee has done an outstanding job preparing. I am positive that Kevin Fallin will have an excellent program prepared for you. If you want your chapter people trained to conduct ASHRAE's mission in your chapter effectively, they must attend the workshops. If you want to partake of the free soft skills training that is a benefit of your membership, you must be there. To benefit from networking in this challenging economy, you must be there. If you want to have a darn good time in the company of industry leaders wanting to improve themselves and the industry, you need to be at the CRC. I look forward to seeing you there.

Dan

Chapter Technology Transfer

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Thanks to all of you who made this a very successful year.

CTTC PAOE Summary

Minimum is 350 PAOE Points, PAR is 750 Points

Number of Chapters in Region:	12
Number of Chapters Reporting PAOE	11
Number of Chapters Making Society Minimum	5
Number of Chapters Making Society PAR	6

Chapters Regional Conference (CRC)

This is a two-day 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.

On Friday and Saturday training sessions for the chapter officers and committee chairs take place. The business meeting consists of an overview of the state of ASHRAE Society. There are breakout sessions for the committees and important chapter functions. You won't want to miss this.

CTTC Workshop-Saturday the 15th

Chapter Technology Transfer is an integral part of our chapter's success and attendance earns you 100 PAOE Points. The CTTC Workshop will be held on Saturday the 15th and I'm counting on 100% attendance. Please bring some of your ideas to share with the group.

Chapter MBO's-Due by October 1, 2009

Each CTTC Chair is responsible for completing an MBO. This is your opportunity to target two to three primary goals you would like to achieve for the upcoming year. You can earn easy PAOE points if you discuss your plan with me prior to October 1, 2009.

Distinguished Lecturers

As reported in our last Regionaire's newsletter, all (8) allocated DL's were confirmed. In addition, seven (7) DL's were utilized bringing our total to fifteen (15).

GREAT JOB FOLKS!

See CTTC next column

CTTC Continued

A new list with the DL's can be found on the ASHRAE website.

A DL request must be approved by the RVC and Society in order to be confirmed.

If the DL is confirmed Society will pay the travel cost related to getting the DL to your Chapter (and home again). One DL is allocated for the Technical Session at CRC. If your Chapter is hosting a CRC in the future, plan on using a DL.

This is a great program, and it's easy to confirm. Please complete the DL request form and email to the RVC for approval. Remember DL's are always available for the Chapter use, however if it's not confirmed the Chapter is expected to pay the expenses.

Awards

There were eight (8) submissions for Regional Awards, six from Baltimore, one from Central PA and one from Philadelphia. These submissions have been reviewed for completeness and appropriateness and unfortunately didn't meet the qualifications.

Thanks to all your hard work and let's continue to submit the projects.

Please plan on attending the luncheon on Saturday to see who receives PAOE awards for the CTTC work done by the Chapters over the past year.

Congratulations to all of you for your hard work. You've made this a very successful year.

Have a safe and wonderful summer and I'll see all of you at CRC in August.

Nancy

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

Research Promotion

Jim Grant, Region III Vice Chairman

Research Promotion ('09 - '12)

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I would like to begin by acknowledging what an amazing job Dan Wyrick has done for RP in Region III for the past three years. Those are some mighty big shoes to fill!

Well the numbers are in for 2008-2009 and for the 2nd year in a row, Resource Promotion has exceeded \$2 million raised. Region III was a major contributor to this total. Congratulations to you all for another amazing year!

Regional Summary

Region III collected \$176,089.00 toward ASHRAE research. The 2008-2009 goal was \$191,117.00. We had a few large donors that did not participate this year which would have put us over our goal.

Chapter Summary

Philadelphia (21) – Gary Debes	\$26,756.00
Central PA (22) – Bob Miller	9,663.00
Johnston (23) – John Weiland	3,800.00
Pittsburgh (24) – Kurt Scherr	7,600.00
Baltimore (25) – Sherry Abbott-Adkins	24,464.00
Nat'l Capital (26) – Dave Cooper	71,275.00
Hampton Roads (27) – Forrest Morgan	1,690.00
Richmond (28) – Steve Lyons	10,396.00
Lehigh Valley (98) – Gabriel Badesso	4,550.00
Delaware (112) – Bob Schunke	1,575.00
Roanoke (125) – Patrick Castelveccchi	9,220.00
Anthracite (134) – Frank Kilyanek	5,100.00

I would like to remind all Chapter presidents and RP chairs to register for CRC 2009 in Washington DC!! I would really like to see all the incoming RP chairs attend CRC. This would be a great opportunity introduce myself to you and most importantly to get a good head start on planning for the 2009-2010 year. The National Capital Chapter has put together a really great venue for this year's conference and the location cannot be beat.

Also all RP chairs in Region III should attend the Centralized Training in Chicago on September 26th. If you cannot make that date there are two other times you can attend: August 15th and September 12th. RP makes it very easy to attend; just book your airline tickets directly through American Express with no cost to you! If you have any questions, please contact me.

I really look forward to meeting all of the RP chairs for 2009-2010 in Region III and working together to have another great year!

Hope to see everyone in DC, Chicago or both!

Jim