



ASHRAE

Technology for a Better Environment

1791 Tullie Circle, NE • Atlanta, GA 30329-2305 USA • Tel 404.636.8400 • Fax 404.321.5478 • <http://www.ashrae.org>

Kevin W. Fallin, P. E.
Vice Chair, Region III
Membership Promotion

Reply to: E. K. FOX & ASSOCIATES, LTD.
4035 Ridge Top Road, Suite 650
Fairfax, VA 22030
☎ 703-273-1112
Fax 703-273-2112
Email kwoffallin@ekfox.com

REGION III - ASHRAE MEMBERSHIP PROMOTION "TOP GUN" AWARD 2004/2005

Purpose: To recognize superior performance of Chapter Membership Promotion Chairman

Goal: To achieve 3% net growth within each chapter in Region III

Criteria: Achieve a minimum of 100 total points and accomplish all mandatory requirements

| | <u>Par</u> | <u>Max</u> |
|--|------------|------------|
| *1. <u>CRC Workshop Attendance</u> 20 points for 2004/2005 Chair | 20 | 20 |
| *2. <u>Planning with RVC by 10/01/04</u> 20 points | 20 | 20 |
| *3. <u>Delinquent Member Campaign</u> 20 points for Organized Delinquency Campaign | 20 | 20 |
| *4. <u>Initial Website Reporting - PAOE</u> Report Chapter Activities Prior to 11/1/04 | 15 | 15 |
| *5. <u>Chapter Membership Nights</u> 10 points for each Membership night | 10 | 10 |
| 6. <u>Region III PAOE Performance Bonus</u> 5 points for 300 thru 799 PAOE points 10 points for more than 800 points | 5 | 10 |
| 7. <u>Percent of New Members</u> 5 points for every 1% in excess of 9% 10 points for each 1% over 15% | 15 | Unlimited |
| 8. <u>Percent of Decrease of Delinquents</u> 5 points for each 1% under an 10% rate 10 points for each 1% under 5% | 10 | 65 |
| 9. <u>Chapter Mentoring Activities</u> 10 Points for an active Chapter Mentoring Program | 10 | 10 |

* Mandatory for Top Gun Award