



# The A.S.H.R.A.E. Newsletter

American Society of Heating, Refrigeration and Air conditioning Engineers, Inc.  
Southwest Florida Chapter # 139

Voted Region XII Best Newsletter for ASHRAE Year 1998 - 1999 & 2006 - 2007

November 2007

Volume 13 Issue 3



## **PRESIDENT'S MESSAGE**

Greetings Members!

Greetings Southwest Florida Chapter Members:

It's November again! The time of year for giving thanks to all that we have been blessed with in our lives. It is also the start of the holiday season as well as election time. I hope you all have much to be thankful for and take time to smell the roses in your life.

Speaking of elections, if you read last month's newsletter, you will recall that I laid out my presidential theme. One of the items has been implemented. We have formed a nomination committee, as recommended by Society, to help keep our Chapter moving forward with "legitimate" elections. This should also help ensure our future as a Chapter. The nominations, consisting of the following people, will bring their nominations forth to the Chapter at the March 2008 meeting for consideration:

1. Bill Malphus
2. Brett McKinstry
3. Don Pine
4. Andy Ask
5. Gary Griffin
6. Rob Risley

If you are interested in a position in the Chapter, please feel free to contact one of these gentlemen. They may also call you!

The annual "Golftoberfest" was a huge success!! Thanks to all of our sponsors and our golf tournament volunteers for a great tournament. Thanks to all of our players for attending. All of the money, after payment to Pelican Preserve, goes to ASHRAE Research.

Best wishes to all!

Best regards,

Mike Myers

2007-2008 SW Florida ASHRAE Chapter President

## **SEPTEMBER MEETING NOTICE**

### **Topic:**

**FLORIDA POWER & LIGHT'S HVAC  
AND WATER HEATING DSM  
INCENTIVE PROGRAMS**

### **Guest Speaker:**

**Keith Ponitz,  
Florida Power & Light**



### **Meeting Location:**

**Magnolia Room**  
Town Center at Pelican Preserve  
(just off Colonial Blvd.)

### **Date:**

**November 14, 2007**

### **Time:**

**5:00 – 6:00** Board of Governors Meeting  
**5:45 – 6:45** Technical Session  
**6:45 - 8:30** Dinner, Meeting and Program

### **Cost:**

\$30.00

**Reservations are required.**

**RSVP to Stacey Perkins:**

**(239) 275-9420**

Or

[Sperkins@trane.com](mailto:Sperkins@trane.com)

Or on line at:

[www.swflashrae.org](http://www.swflashrae.org)

**This Month's Topic:**

**MAIN PROGRAM FLORIDA POWER & LIGHT'S HVAC AND WATER HEATING DSM INCENTIVE PROGRAMS**

**Background: BACKGROUND:** In 2005, Florida Power & Light invested more than \$100 million on conservation programs and energy management incentives. According to the latest US Department of Energy (DOE) report on conservation programs, *FPL was rated number one among utilities nationwide*. While FPL's customer base of 4.4 million accounts represents only three percent of electricity consumers' nationwide, FPL customer participation in energy conservation programs represents 13 percent of the entire U.S. electric utility conservation effort. With more than 1.87 million customers in total participating during the past two decades, enough energy demand reduction has been accomplished (4,223 megawatts) to avoid building the equivalent of 10 medium-sized power plants. FPL's partnership with its customers in conservation and energy management programs has proven so successful that within the next decade FPL is planning to reduce summer peak demand by an additional 1,200 megawatts, which represents the summer peak energy needs of nearly 400,000 homes. The presentation discusses on FPL's rationale for instituting the incentive programs and covers the current program revisions, goals, and incentive increases.

**Past Presidents of  
#139 Southwest Florida Chapter**

- 1982 - 1983 Edward O'Neal, P.E.
- 1983 - 1984 Edward O'Neal, P.E.
- 1984 - 1985 Dennis Holland
- 1985 - 1986 Ross Montgomery
- 1986 - 1987 Jeff Dorini
- 1987 - 1988 Kermit Rood
- 1988 - 1989 Bill Malphus
- 1989 - 1990 Tom Delnay
- 1990 - 1991 Nelson Tarbox
- 1991 - 1992 Gary H. Griffin
- 1992 - 1993 Gary H. Griffin
- 1993 - 1994 Jeff Zenoniani
- 1994 - 1995 Lisa A. Duritsch
- 1995 - 1996 Jason Grabowski
- 1996 - 1997 James Faulkner
- 1997 - 1998 Robert Risley
- 1998 - 1999 Winifred Denius
- 1999 - 2000 Paul Martin
- 2000 - 2001 Don Pine
- 2001 - 2002 Randy Saul
- 2002 - 2003 Jason Allen
- 2003 - 2004 Mark Brant, PE
- 2004 - 2005 Guy Van Meulebrouck
- 2005 - 2006 John Pennington
- 2006 - 2007 Kurt Vega

**Please help us update the ASHRAE  
email list**

Email to Kurt Vega at [kurt.vega@emersonct.com](mailto:kurt.vega@emersonct.com).  
Or call 239-693-7200 X 218 mail to:

Kurt Vega  
Emerson Industrial Automation / Saftronics.  
5580 Enterprise Parkway  
Fort Myers, FL 33905

Please include the following:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Membership # \_\_\_\_\_

## *Membership News*

### *Welcome New Members*

Autumn Spalding has been extremely busy in her role as Membership Chair for Southwest Florida. Please welcome the following new members to the chapter.

Nancy Gallo, Jason Hardman, Don Binetti, Sean Torgerson, and Billy Teston – Young Engineer. All with B & I Contractors, Inc.

Rick Junkins, Jeff Shwartz, Wanda Wilson, and Sarai Orama. All with Commercial Air Management

Richard Brooks with JCI

December's meeting is Membership Promotion Night

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### *Chapter Research Promotion Night*

Wednesday November 14, 2007

Dan Rodgers Region XII Regional Vice Chair  
Will be joining our meeting in recognition of Research Promotion night.



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### ***HISTORY***

*By: Jason Garbowski*

**COMPANY: B&I Contractors, Inc.**

**ESTABLISHED: 1960**

**NUMBER OF EMPLOYEES: 480**

**ANNUAL SALES: 60 million**

#### **KEY EMPLOYEES:**

Gary Griffin – President

Jason Grabowski – Vice President

Brian Kelly – Chief Financial Officer

#### **COMPANY HISTORY:**

B&I Contractors is one of the largest mechanical and electrical contractors in South Florida. The company was founded in 1960 by Gordon Harbuck (Gordon "Buck" Harbuck was married to a lady named Ira. The first initials of their names B&I.) B&I currently performs commercial HVAC, Plumbing and Electrical work throughout the State of Florida. The founder of the company, Gordon Harbuck, owned and operated the company from 1960 until his retirement in 1990. He was succeeded by Hugh Clark who was president from 1990 until 1995 and during that time the company transitioned to an employee owned company (ESOP). Gary Griffin was appointed as President in 1996 and under his direction and leadership the company has tripled its sales and employees in the last ten years. B&I Contractors has been a strong supporter of the Southwest Florida ASHRAE Chapter and has always encouraged employees to participate on all levels.

#### **ASHRAE AFFILIATION:**

Gary Griffin  
Member  
President 1991, 1992  
Board of Governors

Jason Grabowski  
Member  
Refrigeration Chair 1994  
President 1995  
Resource Promotion RVC 1996-99  
Milton Garland Award  
Regional Award of Merit

Jeff Zenoniani  
Member  
President 1993

Brian Mumme  
Member  
Resource Promotion Chairperson 2004, 2005

Autumn Spalding  
Member  
Membership Chairperson 2007

Nancy Gallo, David Johnson, Rick Helms, Jason Hardman and Sean Torgerson Members

## ***ASHRAE Receives NCEES Accreditation for Educational Programs***

ATLANTA – ASHRAE has received accreditation for its education program from the National Council of Examiners for Engineering and Surveying (NCEES).

This accreditation from NCEES' Registered Continuing Education Providers Program (RCEPP) gives ASHRAE's educational offerings, part of the ASHRAE Learning Institute, another level of creditability in the eyes of licensing and renewal authorities. ASHRAE Learning Institute offers on-site and online educational programs addressing a wide variety of engineering topics, such as commissioning and compliance with ASHRAE standards. For more information, visit [www.ashrae.org/ali](http://www.ashrae.org/ali).

RCEPP is a comprehensive registry of continuing educational providers that have demonstrated adherence to high-quality, effective practices in the development and delivery of professional education activities for engineers and surveyors.

## ***Refrigerated Shipping Celebrated in ASHRAE Technical Program Session***

ATLANTA – Londoners enjoying a lamb chop dinner tonight should take time to celebrate a milestone anniversary in the history of refrigeration.

This year marks the 125th anniversary of the first frozen shipment of meat from New Zealand to Europe. In 1882, the Dunedin carried 3,521 sheep and 449 lamb carcasses, arriving in London in good condition after a 98-day voyage. "Early attempts to meet the English demand by exporting canned meat failed, as it was an unreliable product disliked by the English population," Dr. Richard Love, lecturer, Massey University, New Zealand, said. "Fortunately, worldwide technology was being developed at this time, and there were several candidate

technologies available, such as absorption systems, mechanical compression systems and air-cycle systems, to ensure successful refrigerated shipping."

Love will share findings from his historical research, Early Refrigerated Meat Shipping from New Zealand, in the poster session at ASHRAE's 2008 Winter Meeting, Jan. 19-23, New York City. The poster session is held from 11 a.m.-1 p.m. Jan. 22 at the New York Hilton.

The Dunedin used an air-cycle refrigeration system, which was seen as more reliable than a mechanical compression system on an ocean voyage, as it could not suffer from refrigerant leaks, according to Love. In the decades that followed, carbon dioxide- and ammonia-based mechanical compression systems became much more popular.

"Today, New Zealand still exports a large amount of frozen product around the world – 92 percent of New Zealand lamb is exported, and meat exports comprise about 14 percent," Love said. "Refrigerated shipping remains an important technology for the country."

For more information about the ASHRAE meeting, Jan. 19-23, New York Hilton, visit [www.ashrae.org/newyork](http://www.ashrae.org/newyork).

Held with the ASHRAE Winter Meeting is the ASHRAE co-sponsored International Air-Conditioning, Heating, Refrigerating Exposition, Jan. 22-24, at Javits Convention Center. For more information, visit [www.ahrexpo.com](http://www.ahrexpo.com).

ASHRAE, founded in 1894, is an international organization of 55,000 persons. ASHRAE fulfills its mission of advancing heating, ventilation, air conditioning and refrigeration to serve humanity and promote a sustainable world through research, standards writing, publishing and continuing education.

## ***ASHRAE's Role in Providing Guidance for Contractors Explored in Forum***

ATLANTA – To ensure design and construction of the most efficient and comfortable buildings possible, ASHRAE is working to provide its

technical guidance to all members of the building team.

Input on guidance needed from ASHRAE to best serve contractors and design build firms is sought in a forum at ASHRAE's 2008 Winter Meeting, Missing the Bus: What is ASHRAE Not Doing for the Contractor? It takes place from 12:15-1:15 p.m. Jan. 22, Javits Convention Center.

"ASHRAE isn't looking to reinvent the wheel on training documentation targeted to contractors and design-build firms but instead to work with existing organizations to market a more comprehensive suite of training information for contractors," Jim Fields, chair of ASHRAE's task group on HVAC contractors and design-build firms, said. "One of our primary goals is to see how we can make existing products, such as standards and design guides, more user-friendly for contractors."

ASHRAE formed its task group earlier this year. Fields said more active involvement with contractors and design-build firms will help strengthen the level of understanding between design engineers and these other disciplines. For more information about the ASHRAE meeting, Jan. 19-23, at the New York Hilton, visit [www.ashrae.org/newyork](http://www.ashrae.org/newyork). Held with the ASHRAE Winter Meeting is the ASHRAE co-sponsored International Air-Conditioning, Heating, Refrigerating Exposition, Jan. 22-24, at Javits Convention Center. For more information, visit [www.ahrexpo.com](http://www.ahrexpo.com)

### ***Golftober Results Friday October 19, 2007***

On behalf of Sam Moreland Golf chair Please give the following volunteers a well deserved THANK YOU for all of your hard work. Autumn Spalding, Stacey Perkins, Betsy Sanders, Florice Wright, John Pennington, and Roger Coll. We raised over \$5,500 for research.

First place:  
Crosby  
Boudreaux  
Jason  
Grabowski  
Shawn  
Simpson

Brian Mahaffey

Second Place:  
Rick Helms  
Mike Novo  
Joe Angelo  
Marshall  
Naimo

Third Place:  
Rick Junkins  
Randy  
Munsey  
Jeff  
Schwartz  
Buzz  
Roadman

Sponsors were:

**Applied Dehumidification, Inc.**  
**Boyd Brothers Service**  
**Brockmeyer Insulation, Inc.**  
**Carroll Air Systems**  
**Diviersified Fluid Controls**  
**Emerson Industrial Automation/Saftronics**  
**George A. Israel, Jr**  
**Metal-Aire**  
**Professional Air Balance**  
**Projects One Systems Sales**  
**Smith & Casady, Inc**  
**Tom Barrow Company**  
**Air Source**  
**B & I Contractors**  
**Carrier**  
**Commercial Air Management**  
**Dynatherm Resources, Inc.**  
**Florida Air Solutions**  
**Greenheck**  
**Gulf Coast Mechanical/Baltimore Air Coil**  
**Krueger**  
**McGill Airflow**  
**Southwest Florida Trane**  
**TLC Engineering for Architecture**  
**Waterside Mechanical**

There was one more team who deserves honorable mention. But they were too busy trying to catch fish rather than play golf. We won't mention them by name, but they know who they are. Better luck next year.

## ASHRAE 2007-2008 Chapter Meeting Dates

Meeting Date	Program	Speaker / Representative	Location
Sep. 12, 2007	Building Commissioning	Carl N. Lawson ASHRAE Distinguished Lecturer	Magnolia Room
Oct. 10, 2007	Joint Meeting with TCSCA/AIA – Panel Discussion Featuring Architects, Engineers <b>(Donor Recognition Night)</b>	-	Magnolia Room
Oct, 26, 2007	Golftober	-	Pelican Preserve
Nov. 14, 2007	FPL Incentive Programs <b>(Research Promotion Night)</b>	Keith Ponitz, FPL	Magnolia Room
Dec. 12, 2007	Smoke Control Part II; <b>(Membership Promotion Night)</b>	Mike Myers, TLC Engineering	Magnolia Room
Dec, 2007	Hockey Night	Florida Everblades	TBA
Jan. 9, 2008	Creating Non-Proprietary Controls Specifications <b>(Young Engineers Promotion Night)</b>	John Minor, Automated Logic Corp	Magnolia Room
Feb 8, 2008	Envelope Seminar	Dr. Joe	TBA
Feb 13, 2008	Joint Meeting with CSI	TBD	TBA
Mar. 12, 2008	LEED and Proposed ASHRAE Standard 189;	Thomas M. Lawrence, Ph.D., ASHRAE DL (Pending)	TBA
Apr. 9, 2008	TBA	TBA	TBA
Apr., 2008	Backwater Fishing Tournament	Richard Brooks	Backwater
May 14, 2008	ASHRAE President (Pending)	Kent Peterson	Magnolia Room
May, 2008	Pool Tournament	Lisa Duritsch	TBA
June, 2008	Presidents Party	Mike Myers	TBA

### A.S.H.R.A.E - Southwest Florida Chapter 2007-2008 Officers and Committee Directory

**Chapter Officers:**

**President**

Michael Myers  
239-275-4240  
[mike.myers@tlc-eng.com](mailto:mike.myers@tlc-eng.com)

**President Elect**

Sam Moreland  
239-278-1988  
[smoreland@tombarrow.com](mailto:smoreland@tombarrow.com)

**Vice President**

Randy Munsey  
[randymunsey@burchcorp.com](mailto:randymunsey@burchcorp.com)

**Treasurer**

Stacey Perkins  
239-275-9420  
[sperkins@trane.com](mailto:sperkins@trane.com)

**Secretary**

Heather Hsi  
813-258-6609  
[hlhsi@adiflorida.com](mailto:hlhsi@adiflorida.com)

**Administrative Assistant**

Mary Kay Gonzales  
239-939-9098  
[Fasteagle3@aol.com](mailto:Fasteagle3@aol.com)

**Chapter Board of Governors:**

Gary Griffin  
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John Pennington  
239-633-8197  
[johnp@boyd-hvac.com](mailto:johnp@boyd-hvac.com)

Kurt Vega  
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Rob Risley  
239-332-9111  
[rrisley@fpl.com](mailto:rrisley@fpl.com)

**ASHRAE**  
1-800-527-4723

**Chapter Committee Chairpersons:**

**Chapter Technology and Transfer Committee (CTTC)**

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239-633-8197  
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**Programs**

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**Membership**

Autumn Spalding  
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[aspalding@bandicontractors.com](mailto:aspalding@bandicontractors.com)

**Resource Promotion**

Roger Coll  
239-275-9420  
[rmcoll@trane.Com](mailto:rmcoll@trane.Com)

**Chapter Committee Chairpersons:**

**News Letter Editor**

Kurt Vega  
239-693-7200 ext. 218  
[kurt.vega@emersonct.com](mailto:kurt.vega@emersonct.com)

**Honors and Awards**

Gary Griffin  
239-332-4646  
[GaryG@BandIContractors.Com](mailto:GaryG@BandIContractors.Com)

**Historian**

Jason Grabowski  
239-332-4646  
[jasong@bandicontractors.com](mailto:jasong@bandicontractors.com)

**Student Activities**

Lawrin Ellis  
239-275-4240  
[Larwin.Ellis@tlc-eng.com](mailto:Larwin.Ellis@tlc-eng.com)

# RESEARCH *RAMBLINGS*

Volume 10, Issue 2

October 2007

Advancing HVAC&R to serve humanity and promote a sustainable world

## What's Inside...

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## CONGRATULATIONS

Achieving the Full Circle is one of the most important first steps in achieving your chapter's overall RP Goal. It shows your chapter members that you – the RP Chair – and your Chapter leaders support ASHRAE Research. When you, or they, call up a member or a company, you can proudly say that you're not asking for something that you yourself aren't willing to do. You've put your money where your mouth is; that *Show Me* attitude is just as important in California, New York and Florida as it is in Missouri.

Leading the pack so far in Full Circle is Region VIII with 3 Chapters (Dallas, Houston & Cen. OK). Close on their heels is Region XII with Jacksonville and Cen. Florida. Regions I, III, VII, IX, X and XI all have one chapter each to already achieve this award.

"Leadership is  
an action, not  
a position."

- Donald H. McGannon

## CAMPAIGN TICKER

### 2007-08 Campaign

Goal: \$2,037,900  
YTD: \$284,460  
% of last YTD: +55.5%

The Full Circle Form can be found on your chapter's Disk, inside the Training Manual under important forms or by contacting your RVC or Headquarters Staff. The deadline is December 14<sup>th</sup> so don't delay!

## “I WANT TO KNOW MORE ABOUT...”

Let us know what RP items you want more information on. This newsletter is filled with information requested by the RP Committee and RP Chairs. The type and amount of information it contains is up to you! So, let us know if there is a particular topic you would like to know more about, or if you have articles, tips, or information you would like to share with your fellow ASHRAE Members.

We want to be as informative as possible, but we need your input to know what type of information is helpful to you.

Please send your emails to Nicole at [nberry@ashrae.org](mailto:nberry@ashrae.org)

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## GET READY FOR...

### Calling SYBUNTs

How to increase a Chapter's number of donors is an ongoing problem that all RP Chairs must address. Even if your chapter is strong, has an active RP Program and traditionally makes goal every year, an increased number of investors is as important as any fundraiser or special event to your success.

Just like maintaining and growing a successful business, you can't count on the same 30 investors year after year, neglecting to educate others on the importance of RP and soliciting their support. One easy, efficient way to increase the number of *regular* investors is by resoliciting those members

who have supported RP in the past but not recently. Using your 5 or 10 yr history on your chapter's personalized disk, sort the excel file to pull up donors who gave in 2002-3 and 2003-04 but not since then. Ask your chapter leaders if anyone knows the member or knows who to contact in the company, invite them to attend an ASHRAE Meeting, introduce them to research going on in your area or in their field of engineering, make RP personal to them by showing how it influences and makes a positive impact in their business and their lives. Remember, these aren't cold calls – they are past donors who know ASHRAE, who support Research and who just need to be nudged into doing it *again*.

## AN EASY WAY TO GIVE

### ***Did you know that for about 30¢ a day, you can become an Honor Roll Level Donor?***

A monthly donation of only \$10 during the 10 primary months of the Campaign (Sept. – June) will result in a donation of \$100, the minimum amount to achieve Honor Roll status. This will give you donor recognition in the ASHRAE Journal and during your Chapter's Recognition Night, not to mention the knowledge that you are supporting the research that is supporting you.

An authorization form for this monthly or bi-monthly charge may be found by clicking [here](#), through your Chapter RP Chair or by contacting ASHRAE RP staff at Headquarters in Atlanta. Please ask for Candace DeVaughn or Patricia Adelman, 404/636-8400.

## MESSAGE FROM RANDY JONES, RP CHAIR

As you begin the 2007-08 campaign year, the first thing you must remember is that your RP campaign should not be the job of one person. Historically one person campaigns have had little success. On the other hand, we do not expect you to recruit some large committee and hold RP committee meetings every month. Good luck at getting people to volunteer for that!

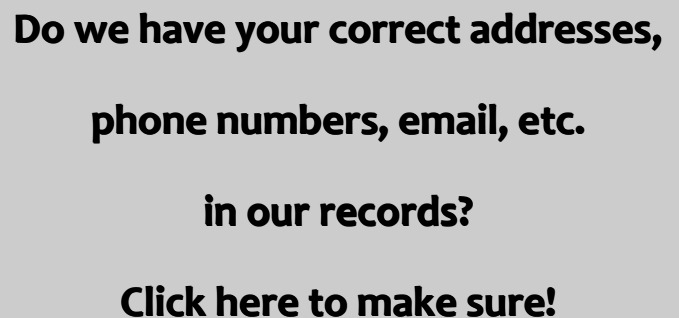
What you need to do is recruit people to assist with certain specific tasks during the campaign. Almost every chapter has a few golfers who have experience putting on a golf tournament. Even a special event like an ASHRAE Research golf tournament, can be broken up into several areas so no one is overwhelmed. Some can organize the teams, someone can handle refreshments or prizes. You and possibly one more should solicit the hole sponsors. There are also a number of other special events that many chapters have used with success. You may find someone who would like to handle a technical session or maybe an auction at your Christmas party.

You also need to secure several people to assist you with your calling campaign(s). Get some old hands involved. A good choice is a respected consulting engineer who may also be a past president. Obviously honor roll donors and those

with a history of supporting research are preferred. Have someone like this call the principles or branch managers of the rep firms or the contractors doing their projects. Believe me, as a salesman for over 25 years, when one of my clients calls to ask for my support for ASHRAE, I do it.

The key is asking for people to only help with specific tasks. It's kind of like asking for a research contribution; if you don't ask, they probably won't volunteer. But as long as the time commitment is reasonable, you may be surprised by how many people are willing to help out.

Once again, thank you for being a part of ASHRAE Research Promotion.



**Do we have your correct addresses,  
phone numbers, email, etc.  
in our records?  
Click here to make sure!**

## CURRENT RESEARCH PROJECTS UPDATE

Our research program not only supports our own standards, but other important standards for the built environment that are written by other organizations.

*Earlier this year, submissions were made to the NFPA Smoke Management Committee to make changes to NFPA 92B, Standard for Smoke Management Systems in Malls, Atria and Large Spaces based on the results obtained in RP-1247. NFPA 92B is the standard used throughout North America for the design of atria smoke management systems.*

*The Committee will be meeting in November to discuss the proposed changes. Would it be okay with ASHRAE if the the final report for the project is circulated to the Committee members for the upcoming discussions.*

*Thank you for your consideration of this request.*

*Gary Lougheed, Ph.D.  
Senior Research Officer  
Fire Research Program  
Institute for Research in Construction  
National Research Council of Canada*

## HELP FROM HEADQUARTERS


We have had a great start to the 2007-08 RP Campaign. Keep up the good work and continue to send in donations as you receive them. Many of you have already held fundraising events for your Chapter—take the advice of many who have done this in the past, and spend a little time organizing these donations. The end of the campaign scramble can be easily avoided by sending in your paperwork in a timely fashion. Please let us know if you need assistance in organizing and/or in figuring out the most efficient way to complete your paperwork.





## MAKE IT WORK—TIPS FOR SUCCESSFUL FUNDRAISING

**Calling Campaigns**— We tell our members at each of the meetings, in our newsletter, and by email that they will be getting calls—then we call them. Most donors acknowledged that they had yet to donate because no one had asked them to. Letting your members know that you plan to call takes the edge of calling off a bit for those volunteers on the calling campaign.

In several instances we didn't need to call since the donor went ahead and sent a check or they contributed online before we called (in our newsletter we include donation forms and a link that takes members right to the donation page of the ASHRAE Research website).

In Summary:

-  Tell your members at meetings that you will be calling them to seek their support.

-  Tell your members in your newsletter that you will be calling them to seek their support.
-  Give your members lots of ways to donate before you call (so maybe you won't have to call at all). Include donation forms in the newsletter and copies on the tables at meetings. Include a link to the ASHRAE Research donation page of the Society website ([https://www.ashrae.org/aboutus/resource\\_promotion.asp](https://www.ashrae.org/aboutus/resource_promotion.asp) )
-  Tell your members why you volunteer your time for this cause.
-  Call!

**Brian Lynch, Rocky Mountain, Region IX**

***Share your favorite fundraising tips.  
We'll include these every month.  
Email [nberry@ashrae.org](mailto:nberry@ashrae.org)***

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## OCTOBER/NOVEMBER 2007 - CHECKLIST:

- Contact Expo Exhibitors!**
- Order award certificates from Headquarters**
- Compile Volunteer List**
- Contact Major Donor Prospects**

## Headquarters' Support Staff:

**Patricia Adelman**, RP Manager  
PAdelman@ashrae.org

**Nicole Berry**, RP Coordinator  
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**Candace DeV Vaughn**, RP Assistant  
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