



1791 Tullie Circle NE • Atlanta, Georgia 30329 • 404-636-8400 • TTX 705343 ASHRAE • Fax 404-321-5478

Thomas Anderson, CFRE  
Manager of Research Promotion

PHYSICAL PLANT  
FACILITIES ENGINEERING  
& CONSTRUCTION

COPY — FILE — CIRC. —

JUL 27 1992

DKB — JMD — CKK — OTHER — BF — UBS — DLM — WCC —

TO: Research Promotion Chapter Chairmen

FROM: Thomas Anderson *TA*

DATE: July 20, 1992

SUBJECT: Final Research Contributions Report - 1991-92 Year-End

**Congratulations on a successful record breaking year!**

Research contributions for the 1991-92 campaign year total \$1,303,560, up \$122,419 (10.4%) from last year. You, your chapter leadership and Research Promotion volunteers are to be commended for contributing to this success. Thank you for making this year the best ever!

**Goal Busters**

A total of 48 chapters exceeded goal with a combined increase of more than \$100,000 over goal! Congratulations to our 27 new Research Promotion "Goal Busters" for outstanding jobs:

Ronald J. Kilcarr, Long Island  
Robert A. Roston, Bi-State  
Joseph C. Mekel, Illinois  
Steven M. Tredinnick, Minnesota  
William J. Kesnierz, Rockford  
Thom Kelly, Nashville  
Horace J. Tillery, Montgomery  
Jerry L. Kindig, Kansas City  
Daniel E. Holtmeyer, Nebraska  
Bradley L. Bird, Idaho  
David A. Fernandes, Puget Sound  
Daniel N. Frey, Jacksonville  
David B. Fruetel, Central Florida  
Jim Richard, Gulfstream

Gary J. King, Twin Tiers  
Nicolas F. Hanks, National Capital  
Doug R. Morrison, Central Illinois  
Terrence L. Riker, Madison  
William C. McKay, Mississippi  
Karen C. Thrasher, Tennessee Valley  
Willard J. Davis, Houston  
Stephen M. Gritton, Utah  
Bruce G. Davis, New Mexico  
Bruce A. Vincent, Sacramento Valley  
Brad Sordal, Alaska  
Stephen A. Chittenden, Florida West Coast  
Gabriel F. Vidal, Puerto Rico

**Year-End Best Ten  
Through June 30**

The **Best Ten** include 29 different ASHRAE chapters. Ten chapters are new to one or more categories (bold type). Congratulations to our leading chairmen for a fine job.

\$ per Member		# Contributors		\$ Contributed	
La Crosse Area	\$ 249.81	C. Oklahoma	226	Toronto	\$ 33,791
Austin	123.30	<b>Austin</b>	<b>225</b>	<b>Illinois</b>	33,750
Arkansas	113.69	<b>Central Penn</b>	<b>212</b>	Minnesota	33,470
Vancouver Isl.	87.66	Golden Gate	187	C. Oklahoma	31,244
Central Penn	81.15	C. Florida	173	Atlanta	27,759
Regina	80.29	Dallas	170	La Crosse Area	27,729
C. Oklahoma	80.11	<b>Wisconsin</b>	<b>162</b>	Wisconsin	27,161
E. Texas	76.96	Hawaii	156	Golden Gate	25,880
N. Piedmont	70.92	Atlanta	154	Dallas	25,112
N.E. Oklahoma	70.64	Houston	140	<b>Central Penn</b>	<b>24,019</b>

% of Goal		% Contributors to Members	
La Crosse Area	440.1%	Austin	123.6
Central Penn	200.2	<b>Central Penn</b>	<b>71.6</b>
C. Arizona	178.9	Black Hills	71.1
Taiwan	160.0	C. Florida	66.5
Golden Gate	154.2	La Crosse Area	63.1
Mississauga	151.0	S. Dakota	61.1
<b>Illinois</b>	<b>142.1</b>	<b>Tombigbee</b>	<b>59.4</b>
Malaysia	141.0	C. Oklahoma	57.9
Arkansas	139.8	<b>Johnstown</b>	<b>57.5</b>
Kansas City	128.2	Arkansas	47.4

**Excellence in Research Promotion**

ASHRAE Research has completed the year with many fine examples of chapter volunteer achievement. New Society Records were established:

- 12 Contributors joined the "ASHRAE Research Golden Circle" with contributions of \$10,000 to \$35,000 each.
- \$82,624 was personally contributed by 915 ASHRAE leaders.
- Central Oklahoma Chapter obtained 226 contributors (Austin and Central Pennsylvania were close behind).
- Austin Chapter obtained more contributors (124%) than assigned members.
- La Crosse Area Chapter achieved \$249.81 per assigned member.
- Region VI collected \$181,731.
- 5 Regions established new Regional High 5's.

Chapter achievement summaries follow:

- 48 Chapters exceeded Goal.
- 61 Chapters established new High 5's.
- 38 Chapters achieved the Research Promotion High 5 Award by obtaining a new record high this year and 4 of the past 5 years.
- 3 Chapters obtained more than 200 contributors.
- 22 Chapters obtained more than 100 contributors.
- 4 Chapters collected more than \$30,000.
- 10 Chapters collected \$20,000 to \$30,000.
- 30 Chapters collected \$10,000 to \$20,000.
- 1 Chapter exceeded \$200 per assigned member.
- 3 Chapters exceeded \$100 per assigned member.
- 28 Chapters exceeded \$50 per assigned member.
- 55 Chapters exceeded par, \$40 per assigned member.

**Honor Roll Review  
(Needed by July 28)**

Enclosed with this report are 2 lists of names (\$75 Individual and \$125 and greater contributors) to be included with the Honor Roll listing for the October Journal. Please review this list and carefully compare it to your Year-to-Date Detail Report. Let me know of any omissions or name corrections by July 28, 1992. Your assistance will help assure accuracy in the published Honor Roll.

Distribution: RP Committee  
Regional Directors  
Chapter Presidents  
Frank M. Coda, E DIR  
J. Richard Wright, D TECH  
Incoming RP Committee Members

George A. Jackins, DAL  
Billy R. Manning, V-PRES  
Richard A. English, R&T  
Kenneth W. Dean, ARC  
Mark W. Allen, Consultant  
Fred Pearson, V-Pres

# 1991-92 GOAL BUSTERS

(Chronological Order)

## Previously Reported

<u>RP Chairman</u>	<u>Chapter</u>	<u>Region</u>	<u>% of Goal</u>
Rong-Ding Lai	Taiwan	CAL	160.0
Brian Robert O'Donnell	Central Arizona	X	178.9
Robert D. Black	Central Penn	III	200.2
L.L. Roy Gifford	Golden Gate	X	154.2
Henry W. Wade	Arkansas	VIII	139.8
Roger Chu	Hong Kong	CAL	111.4
James M. Porter	La Crosse Area	VI	440.1
Chee Sheng Ow (Pres.)	Malaysia	CAL	141.0
Richard J. Miller	South Texas	VIII	108.5
Roger D. Ford	Alamo	VIII	107.0
Stephen J. Ziamandanis	Northeast	I	124.8
Kenneth M. Fulk	Dallas	VIII	121.5
John C. Waddington	Black Hills	IX	123.8
Paul D. James	Birmingham	VII	109.7
John L. Harrod	Central Oklahoma	VIII	103.8
T. David Underwood	Mississauga	II	151.0
Larry J. Hughes	Delaware	III	118.5
Brad Smith	North Piedmont	IV	107.8
Todd Franklin Swygert	South Carolina	IV	100.6
Michael A. Mechtenberg	South Dakota	IX	112.3
Steven Y. Nakagawa	Hawaii	X	112.7

## New Since Last Report

Ronald J. Kilcarr	Long Island	I	105.6
Gary J. King	Twin Tiers	I	100.8
Robert A Roston	Bi-State	I	102.3
Nicholas F. Hanks	National Capital	III	119.8
Joseph C. Mekel	Illinois	VI	142.1
Doug R. Morrison	Central Illinois	VI	102.2
Steven M. Tredinnick	Minnesota	VI	111.6
Terrence L. Riker	Madison	VI	103.3
William J. Kesnierz	Rockford	VI	100.5
William C. McKay	Mississippi	VII	101.6
Thom Kelly	Nashville	VII	112.8
Karen C. Thrasher	Tennessee Valley	VII	110.3
Horace J. Tillery	Montgomery	VII	105.5
Willard J. Davis	Houston	VIII	104.7

Goal Busters (continued)

New Since Last Report

<u>RP Chairman</u>	<u>Chapter</u>	<u>Region</u>	<u>% of Goal</u>
Jerry L. Kindig	Kansas City	IX	128.2
Stephen M. Gritton	Utah	IX	120.8
Daniel E. Holtmeyer	Nebraska	IX	113.2
Bruce G. Davis	New Mexico	IX	105.6
Bradley L. Bird	Idaho	IX	106.6
Bruce A. Vincent	Sacramento Valley	X	100.8
David A. Fernandes	Puget Sound	XI	101.9
Brad Sordal	Alaska	XI	103.9
Daniel N. Frey	Jacksonville	XII	102.8
Stephen A. Chittenden	Florida West Coast	XII	104.2
David B. Fruetel	Central Florida	XII	103.1
Gabriel F. Vidal	Puerto Rico	XII	102.1
Jim Richard	Gulfstream	XII	100.7

Congratulations for a Fine Job.

Goal Completion Analysis

<u>% of Chap Goal</u>	<u># Chapters</u>	<u>% Total Chapters</u>	<u>Average \$/Member</u>	<u>\$ Needed to Reach Goal</u>
100% +	48	31.2%	\$ 47.73	\$ 0
80-99%	35	22.7%	\$ 38.72	\$ 42,673
50-79%	44	28.6%	\$ 32.45	\$ 128,981
25-49%	19	12.3%	\$ 16.13	\$ 111,426
10-24%	5	3.2%	\$ 4.83	\$ 11,900
< 10%	3	1.9%	\$ 1.15	\$ 11,950
Total	154	100.0%	\$ 30.53	\$ 306,931

YEAR-END RESEARCH INVESTMENT REPORT

June 30, 1992

**BEST YEAR EVER!**

<u>Region</u>	<u>Sum of Chapter Goals</u>	<u>V Chm Goal</u>	<u>June 15 Cum Amount</u>	<u>% of Chp Goal</u>	<u>June 30 Cum Amount</u>	<u>% of Chap Goal</u>
I	\$ 145,154	\$ 145,154	\$71,793	49.5	\$108,629	74.8
II	95,540	95,540	47,257	49.5	71,187	74.5
III	136,900	136,900	99,277	72.5	138,473	101.1
IV	100,000	100,000	58,263	58.6	77,772	77.8
V	103,070	103,070	53,478	51.9	71,794	69.7
VI	161,850	161,850	139,098	88.0	181,731	114.9
VII	96,300	100,000	57,302	59.5	81,952	85.7
VIII	178,075	200,000	153,458	86.2	171,391	96.2
IX	102,227	113,600	52,287	51.1	97,446	95.3
X	142,823	142,823	81,884	57.3	105,955	74.2
XI	106,135	106,150	53,720	50.6	68,077	64.1
XII	77,758	77,758	42,280	74.4	66,678	85.8
CAL	4,000	4,000	4,235	105.9	4,235	105.9
INT'L	25,000	25,000	19,825	79.3	20,050	80.2
OTHER	<u>30,000</u>	<u>30,000</u>	<u>24,229</u>	<u>80.8</u>	<u>38,190</u>	<u>127.3</u>
TOTAL	\$1,504,832	\$1,541,845	\$958,689	63.9	\$1,303,560	86.8

**Congratulations**

**for Establishing a New ASHRAE Research Record**

**RESEARCH PROMOTION FUNDS RECEIVED**  
Compared with Prior Years

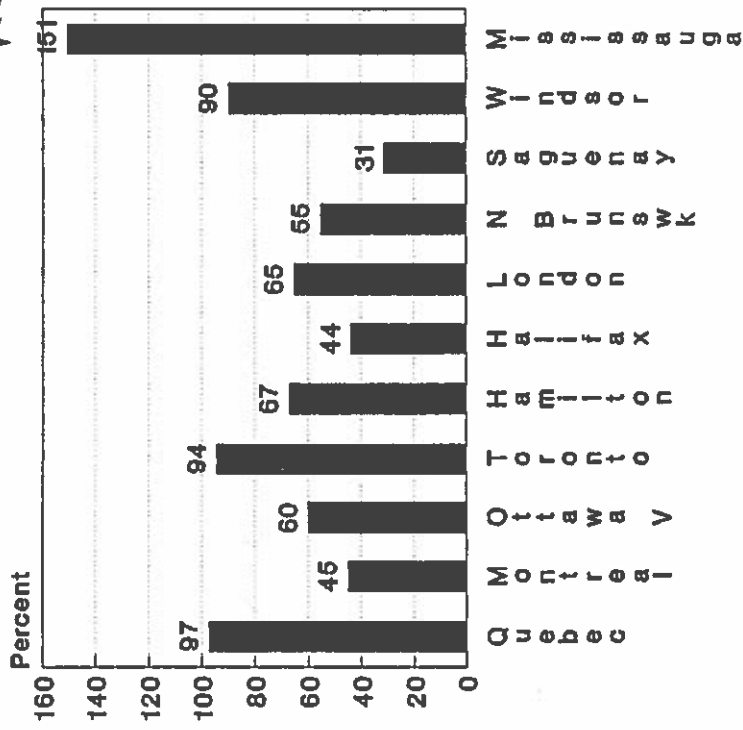
<u>As of</u>	<u>89-90</u>		<u>90-91</u>		<u>91-92</u>	
	Amt	%*	Amt	%*	Amt	%*
Sept 30	\$ 90,509	6.5	\$ 94,254	5.9	\$ 121,415	7.2
Oct 31	97,370	7.0	119,920	7.5	146,792	8.7
Nov 30	126,176	9.0	151,061	9.4	166,124	9.9
Dec 31	153,561	11.0	179,033	11.2	210,349	12.5
Jan 31	193,558	13.8	244,115	15.3	300,278	27.9
Feb 28	234,768	16.8	314,245	19.6	353,805	21.1
Mar 15		N/A	356,596	22.3	422,962	25.2
Mar 31	347,453	24.8	407,430	25.5	528,348	31.4
Apr 15	418,629	29.9	487,087	30.4	609,157	36.3
Apr 30	491,646	35.1	586,768	36.7	687,997	41.0
May 15	643,510	46.0	704,220	44.0	797,793	47.5
May 31	765,783	54.7	799,789	50.0	850,322	50.6
Jun 15	883,363	63.1	878,514	54.9	958,387	57.1
Jun 30 - Final	\$1,189,616	84.3	\$1,181,141	79.0	\$1,303,560	77.6

\*% of goal:      89-90 Budget \$1,400,000  
                      90-91 Budget \$1,600,000  
                      91-92 Budget \$1,680,000

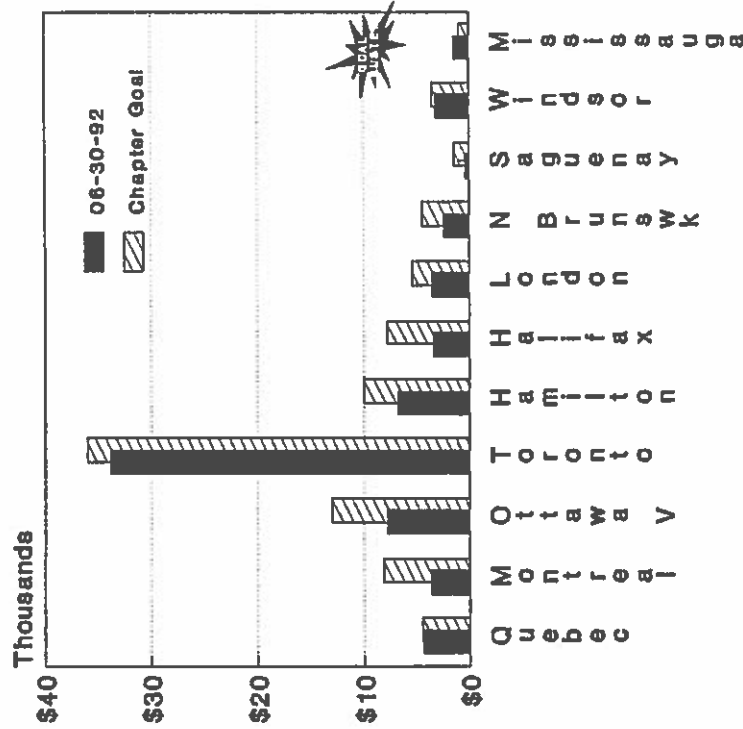
**1991-92 CONTRIBUTIONS BY SOURCE**

<u>Source</u>	<u>\$\$\$</u>	<u>Number</u>	<u>Average Contribution</u>
Golden Circle	\$ 142,500	12	\$ 11,875.00
Dual	34,609	199	173.91
Direct	114,651	597	193.02
Chap RP Vols	916,643	6,281	146.15
Direct Mail	910	12	75.83
Telephone	4,085	62	65.89
Dues	<u>90,162</u>	<u>1768</u>	<u>51.00</u>
Totals	\$ 1,303,560	8,920	\$ 146.14

## REGION II Percent of Goal



## REGION II Year-to-Date/Goal





YEAR-END CONTRIBUTIONS SUMMARY  
June 30, 1992

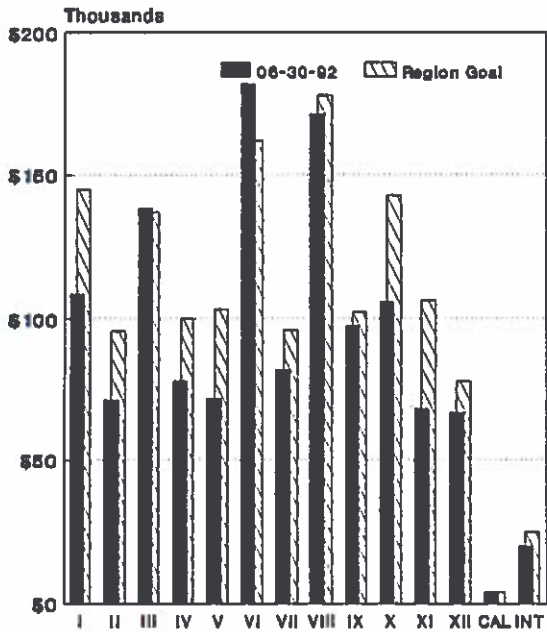
REG	CHAP	CHAPTER	MEMB	GOAL	YTD CONT	YTD \$	% OF GOAL	% OF MEMB	YTD \$/MEMB
2	13	Quebec	173	4500	45	4360	96.9%	26.0%	\$25.20
2	14	Montreal	539	8170	41	3696	45.2%	7.6%	\$6.86
2	15	Ottawa	341	13000	50	7817	60.1%	14.7%	\$22.92
2	16	Toronto	839	36000	71	33791	93.9%	8.5%	\$40.28
2	37	Hamilton	193	10000	37	6859	68.6%	19.2%	\$35.54
2	100	Halifax	178	7770	30	3393	43.7%	16.9%	\$19.06
2	116	London	110	5500	10	3560	64.7%	9.1%	\$32.36
2	117	N Brunswick	120	4500	15	2495	55.4%	12.5%	\$20.79
2	140	Saguenay	36	1500	4	465	31.0%	11.1%	\$12.92
2	141	Windsor	55	3600	30	3240	90.0%	54.5%	\$58.91
2	153	Mississauga	140	1000	14	1510	151.0%	10.0%	\$10.79
2	902	Total 2	2724	95540	347	71187	74.5%	12.7%	\$26.13

1991-92 PAOE CALCULATIONS-ADDITIONAL DOLLARS NEEDED FOR GOALS AND AWARDS  
YEAR-END - JUNE 30, 1992

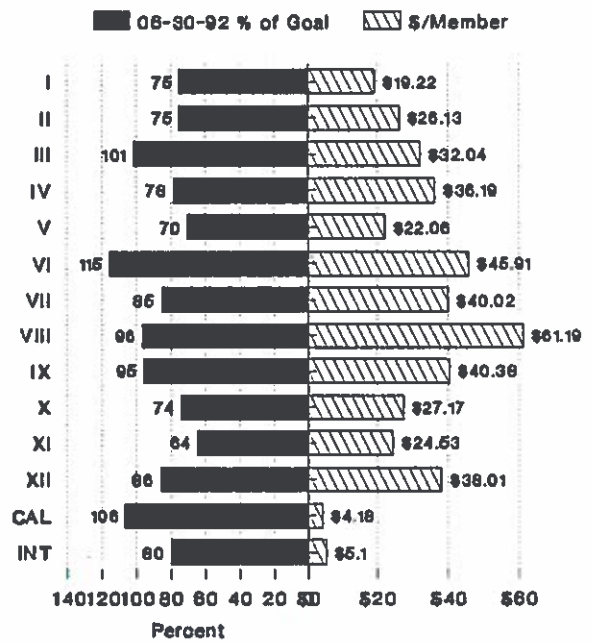
YTD RP PAOE	YTD \$ PER MEMBER	CHAPTER	ADDT'L \$ FOR 400+ PAOE	ADDT'L \$ FOR 200 PAOE	ADDT'L \$ FOR CHAP GOAL	ADDT'L \$ FOR NEW HIGH 5
462	\$25.20	QUEBEC	\$0	\$0	\$140	HIGH 5 *
101	\$6.86	MONTREAL	\$16,114	\$5,334	\$4,474	\$3,159
298	\$22.92	OTTAWA V.	\$3,473	\$0	\$5,183	\$6,819
762	\$40.28	TORONTO	\$0	\$0	\$2,209	\$636
565	\$35.54	HAMILTON	\$0	\$0	\$3,141	\$2,137 *
361	\$19.06	HALIFAX	\$697	\$0	\$4,307	\$4,146 *
546	\$32.36	LONDON	\$0	\$0	\$1,940	\$1,621 *
316	\$20.79	NEW BRUNSWICK	\$1,005	\$0	\$2,005	\$486 *
185	\$12.92	SAGUENAY-LAC	\$775	\$55	\$1,035	\$1,161
989	\$58.91	WINDSOR	\$0	\$0	\$360	\$166 *
202	\$10.79	MISSISSAUGA	\$2,767	\$0	OVER GOAL	HIGH 5
436	\$26.13	REGION II AVG.	4788	TOTAL RP PAOE		\$19,802

\* 1991-92 Research Promotion High 5 Award Candidates

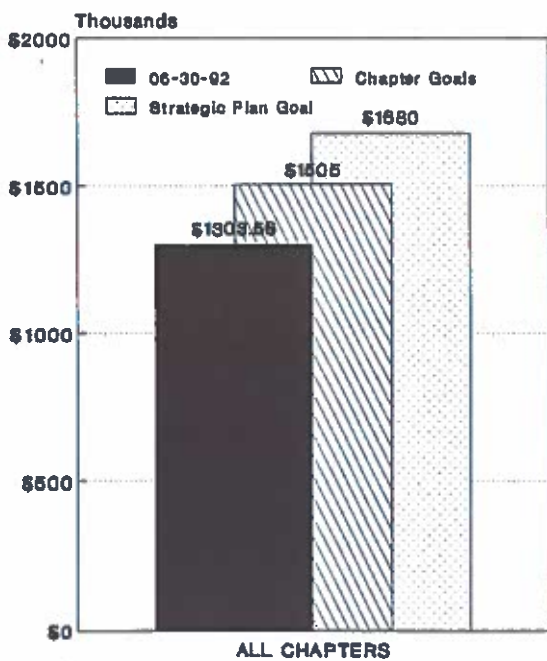
### All REGIONS Year-to-Date/Goal



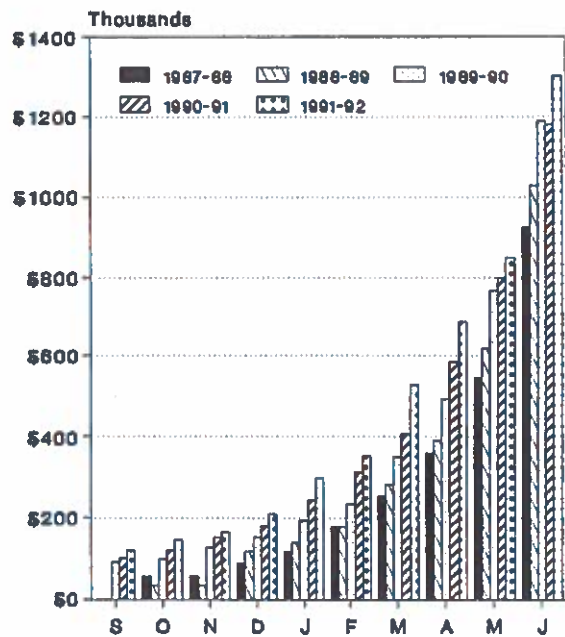
### ALL REGIONS PERCENT OF GOAL



### YTD TO GOAL



### MONTHLY YTD CONTRIBUTIONS COMPARED WITH PRIOR YEARS



REGION 02 - CHAPTER 116 - LONDON

CONTRIB DATE	S NAME OF CONTRIBUTOR	MEMBER NUMBER	CHECK NUMBER	NON-MEMBER	MEMBER	TYPE		
						GENERAL	MEMORIAL	
02/27/92	I GLOVER HILL INCORPORATED	2023101	63160	300.00		300.00		
02/27/92	I DRENNAN REFRIGERATION INC	5029330	63161	250.00		250.00		
02/27/92	I MECHANICAL CONTRACTORS AS	2004417	63157	200.00		200.00		
02/27/92	I DON MORTON SALES LIMITED	1957018	63159	50.00		50.00		
02/27/92	I W B GINGERBACH SALES LIMIT	2048771	63158	25.00		25.00		
04/16/92	I SMYLLIE & CROW ASSOCIATES	2032580	64539	200.00		200.00		
04/16/92	I CHORLEY & BISSET LIMITED	1917556	64556	500.00		500.00		
04/30/92	I LONDON CANADA CHAPTER ASH	5050308	64991	1,000.00		1,000.00		
04/30/92	I OWEN RICHARD GLENDON	2001689	64990		35.00	35.00		
06/12/92	I UNION GAS LIMITED-CHATAM	5048033	66445	1,000.00		1,000.00		
CHAPTER 116 - TOTAL				3,525.00	35.00	3,560.00	0.00	0.00

HIGHTIVE	5,180	CONTRIBUTION TOTAL	3,560.00
CHAPTER GOAL	5,500	ASSIGNED MEMBERS (PAGE)	110
ASSIGNED MEMBERS (PAGE)	110	CONTRIBUTIONS PER	32.36
CHAPTER GOAL	50.00	ASSIGNED MEMBER	



LIST OF \$125 AND LARGER HONOR ROLL MEMBERS. PLEASE CHECK THIS LIST CAREFULLY. LET ME KNOW BY JULY 28, 1992 IF WE HAVE OMITTED ANYONE  
 MEMBER REGION CHAPTER NAME..... ALPHA FIRST, NAME REC. TYPE STATUS CODE YTD.....

1917556	02	LONDON	CHORLEY & BISSET LIMITED	INST	00N	500.00
5029330	02	LONDON	DRENNAN REFRIGERATION INCORPORATED	INST	00N	250.00
2023101	02	LONDON	GLOVER HILL, INCORPORATED	INST	00N	300.00
5050308	02	LONDON	LONDON CANADA CHAPTER ASHRAE	INST	00N	1000.00
2004417	02	LONDON	MECHANICAL CONTRACTORS ASSOCIATION-LONDO	INST	00N	200.00
2032580	02	LONDON	SMYTHE & CROW ASSOCIATES INCORPORATED	INST	00N	200.00
5048033	02	LONDON	UNION GAS LIMITED-CHATAM ONTARIO	INST	00N	2000.00

\*\*\*

4450.00



REGION 02 - CHAPTER 116 - LONDON

SOURCE	SOURCE DESCRIPTION	CONTRIBUTION	NUMBER	AVERAGE CONTRIBUTION
I	CHAP RP VOLS	3,560.00	10	356.00
TOTALS:		3,560.00	10	356.00





ASHRAE

## DUES PAID TOTALS BY REGION

03 JAN 1992

PAGE 1

REGION 01 CHAPTER	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
001 BOSTON	719	105	26	31	881
003 RHODE ISLAND	115	21	1	4	141
004 CONNECTICUT	496	76	30	3	613
006 LONG ISLAND	259	46	15	3	323
007 NORTH JERSEY	792	152	40	81	1,093
008 NEW YORK	747	123	106	47	1,053
009 NORTHEAST	224	39	17	19	299
010 CENTRAL NEW YORK	324	67	20	17	428
011 ROCHESTER	335	84	42	25	486
012 NIAGARA FRONTIER	204	26		3	233
111 CHAMPLAIN VALLEY	94	19	10		123
118 MAINE	142	20	26	17	213
129 THIN TIERS	117	13	5	4	139
146 BI-STATE	205	37	2	7	251
152 GRANITE STATE	131	36	49	36	252
601 UNASSIGNED REGION I	8	2			10
901 APD/FPD NEW YORK	13	3			16
REGION TOTALS	4,929	877	459	297	6,554

03 JAN 1992

DUES PAID TOTALS BY REGION

ASHRAE  
 REGION 02  
 CHAPTER  
 013 QUÉBEC  
 014 MONTREAL  
 015 OTTAWA VALLEY  
 016 TORONTO  
 037 HAMILTON  
 100 HALIFAX  
 116 LONDON  
 117 NEW BRUNSWICK  
 140 SAGUENAY-LAC ST JEAN  
 141 WINDSOR  
 153 MISSISSAUGA  
 602 UNASSIGNED REGION 2

	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
	148	35	13	15	211
	464	87	53	79	683
	295	58	1	4	358
	742	122	102	53	1,019
	164	33	34	23	254
	140	47	3	3	193
	100	12	3	16	131
	83	37	3	5	128
	26	12	70	41	149
	52	5	4	18	79
	121	22		2	149
	1				1
REGION TOTALS	2,336	470	286	259	3,351

CHAPTER	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
021 PHILADELPHIA	738	107	43	38	926
022 CENTRAL PENNSYLVANIA	264	34	28	30	356
023 JOHNSTOWN	67	19	5	6	97
024 PITTSBURGH	294	34	27	27	382
025 BALTIMORE	663	108	7	22	800
026 NATIONAL CAPITAL	821	123	63	34	1,041
027 HAMPTON ROADS	132	35	14	20	201
028 RICHMOND	236	51	6	8	301
098 LEHIGH VALLEY	120	20	5	1	146
112 DELAWARE	191	28	5	4	228
125 ROANOKE	174	24	7	6	211
134 ANTHRACITE	91	23	2	31	147
<b>REGION TOTALS</b>	<b>3,791</b>	<b>606</b>	<b>212</b>	<b>227</b>	<b>4,836</b>

03 JAN 1992

DUES PAID TOTALS BY REGION

ASHRAE  
 REGION 04  
 CHAPTER  
 029 NORTH PIEDMONT  
 030 SOUTHERN PIEDMONT  
 031 SOUTH CAROLINA  
 032 ATLANTA  
 097 GREENVILLE  
 106 TRIANGLE  
 113 CHARLESTON

	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
	165	24	19	24	232
	313	59	7	16	395
	111	22	3		136
	758	132	38	29	957
	209	31	7	3	290
	266	38	10	9	323
	70	19	1		90
REGION TOTALS	1,092	325	85	81	2,383

ASHRAE

## DUES PAID TOTALS BY REGION

03 JAN 1992

PAGE 1

REGION 05

CHAPTER	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
038 CLEVELAND	340	39	2	4	385
039 COLUMBUS	355	41	42	45	483
040 CINCINNATI	330	38	9	6	383
041 DAYTON	177	24	12	9	222
042 TOLEDO	138	16	2	1	157
043 CENTRAL INDIANA	320	46	62	25	453
044 EVANSVILLE	92	14	15	20	141
045 DETROIT	454	66	46	9	575
046 CENTRAL MICHIGAN	115	22	7	2	146
047 WESTERN MICHIGAN	293	31	43	13	380
090 AKRON/CANTON	138	17	5	16	176
103 NORTHERN INDIANA	80	14	6	1	101
120 FORT WAYNE	77	13	10	3	103
121 EASTERN MICHIGAN	63	17	4	1	85
REGION TOTALS	2,972	398	265	155	3,790

03 JAN 1992

DUES PAID TOTALS BY REGION

ASHRAE REGION 06 CHAPTER	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
048 WISCONSIN	371	52	41	34	498
049 ILLINOIS	885	99	36	39	1,059
050 CENTRAL ILLINOIS	110	19	5	4	138
051 IOWA	222	19	36	13	290
052 MINNESOTA	689	93	54	36	872
054 ST LOUIS	524	72	18	9	623
089 CHICAGO	126	16	10	1	153
095 MADISON	152	19	32	5	208
107 NORTHEAST WISCONSIN	125	18	2	6	151
115 LA CROSSE AREA	106	13	29	11	155
119 ROCKFORD	75	10	8	10	106
123 MISSISSIPPI VALLEY	149	20	7	2	178
137 EAST CENTRAL ILLINOIS	71	7	17	7	102
<b>REGION TOTALS</b>	<b>31,605</b>	<b>460</b>	<b>291</b>	<b>177</b>	<b>4,533</b>

ASHRAE

DUES PAID TOTALS BY REGION

03 JAN 1992

PAGE 1

CHAPTER	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
055 LOUISVILLE	169	20	10	36	235
056 MEMPHIS	184	21	2	4	211
057 BIRMINGHAM	205	39	19	17	280
058 MOBILE	66	18	6	3	93
059 NEW ORLEANS	144	29	2	28	203
060 BATON ROUGE	72	6	3		81
061 MISSISSIPPI	111	9	2	1	123
088 NASHVILLE	226	32	8		266
099 EAST TENNESSEE	189	26	1	3	219
114 TENNESSEE VALLEY	53	12	2	7	74
124 MONTGOMERY	68	12	16	8	104
128 BLUEGRASS	77	17	2	2	98
130 NORTHWEST FLORIDA	57	16	2	4	79
133 NORTH ALABAMA	66	18		5	87
131 TOMBIGBEE	28	6		1	35
136 MOUNTAINEER	79	12	3		94
607 UNASSIGNED REGION 7	1				1

REGION TOTALS	1,795	293	78	119	2,285
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03 JAN 1992

DUES PAID TOTALS BY REGION

ASHRAE  
 REGION 08  
 CHAPTER  
 062 ARKANSAS  
 063 SHREVEPORT  
 064 HOUSTON  
 065 ALAMO  
 066 AUSTIN  
 067 DALLAS  
 068 CENTRAL OKLAHOMA  
 069 NORTHEASTERN OKLAHOMA  
 070 FORT WORTH  
 071 WEST TEXAS  
 091 EAST TEXAS  
 154 SOUTH TEXAS  
 608 UNASSIGNED REGION B

CHAPTER	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
062 ARKANSAS	190	32	16	42	280
063 SHREVEPORT	84	11	1	3	99
064 HOUSTON	404	73	42	40	639
065 ALAMO	206	18	7	13	244
066 AUSTIN	167	29	22	34	292
067 DALLAS	472	64	46	9	591
068 CENTRAL OKLAHOMA	353	38	28	21	440
069 NORTHEASTERN OKLAHOMA	170	23	10	14	217
070 FORT WORTH	257	22	1		280
071 WEST TEXAS	75	15	24	10	124
091 EAST TEXAS	51	7	13	16	87
154 SOUTH TEXAS	41	7	6	7	61
608 UNASSIGNED REGION B	3				3
<b>REGION TOTALS</b>	<b>2,553</b>	<b>339</b>	<b>216</b>	<b>209</b>	<b>3,317</b>



ASHRAE

DUES PAID TOTALS BY REGION

03 JAN 1992

PAGE 1

REGION 09

CHAPTER	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
053 KANSAS CITY	423	42	31	49	545
072 EL PASO	70	13	3	4	90
073 ROCKY MOUNTAIN	462	51	43	40	596
074 UTAH	214	21	17	6	258
075 NEBRASKA	309	35	11	17	372
076 WICHITA	98	13	4	5	120
077 NEW MEXICO	196	26	3	3	228
093 SOUTH DAKOTA	116	22	11	10	159
127 BLACK HILLS	34	4			38
131 BIG SKY	92	15	5	3	115
135 IDAHO	85	10	3		98
148 PIKES PEAK	51	15	14	4	84
150 OZARKS	62	6	26	7	101

REGION TOTALS 2,212 273 171 148 2,804

03 JAN 1992

ASHRAE DUES PAID TOTALS BY REGION

REGION 10	CHAPTER	MEMBERS PAID	MEMBERS UNPAID	STUDENTS PAID	STUDENTS UNPAID	CHAPTER TOTAL
	081 SACRAMENTO VALLEY	226	35	3	2	266
	082 GOLDEN GATE	649	103	24	9	781
	083 SAN JOAQUIN	87	8	1		96
	084 SOUTHERN CALIFORNIA	726	110	27	14	877
	085 SAN DIEGO	263	45	7	14	329
	086 CENTRAL ARIZONA	743	27	2	4	276
	087 TUCSON	85	17	28	3	133
	092 SOUTHERN NEVADA	90	10			100
	101 SAN JOSE	265	37	20	3	325
	105 ORANGE EMPIRE	311	53	6	2	372
	108 HAWAII	258	45	1	2	306
	126 NORTHERN NEVADA	63	9	4	1	77
	144 SIERRA DELTA	52	13			65
	155 TRI COUNTY	99	21	2	3	125
	910 APO/FPD SAN FRANCISCO	8	2			10
	REGION TOTALS	3,421	535	125	57	4,138

03 JAN 1992

ISSUES PAID TOTALS BY REGION

ASHRAE

REGION 11

CHAPTER

017 MANITOBA

018 SOUTHERN ALBERTA

019 NORTHERN ALBERTA

020 BRITISH COLUMBIA

078 INLAND EMPIRE

079 PUGET SOUND

080 OREGON

096 REGINA

102 SASKATOON

122 ALASKA

136 MID-COLUMBIA

145 VANCOUVER ISLAND

911 APO/FPO SEATTLE

MEMBERS

PAID

UNPAID

STUDENTS

PAID

UNPAID

CHAPTER TOTAL

148	29	13	13	177
258	51	13	13	335
215	34	22	33	304
350	43	22	19	434
69	15	1	1	86
550	106	34	26	716
464	40	14	36	554
43	16			59
75	8	78	12	173
127	42	22	10	201
59	8	3	4	74
73	16			89
4				4
2,435	408	209	154	3,206

REGION TOTALS

3,206

03 JAN 1992

DUES PAID TOTALS BY REGION

ASHRAE  
 REGION 12  
 CHAPTER  
 034 JACKSONVILLE  
 035 FLORIDA WEST COAST  
 036 MIAMI  
 094 CENTRAL FLORIDA  
 104 GOLD COAST  
 109 SPACECOAST  
 110 PUERTO RICO  
 132 GULFSTREAM  
 136 SOUTHWEST FLORIDA  
 912 AFD/PO MIAMI

CHAPTER	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
	248	44	15	35	342
034 JACKSONVILLE	333	57	33	18	441
035 FLORIDA WEST COAST	194	41	17	4	256
036 MIAMI	227	44	22	11	304
094 CENTRAL FLORIDA	131	33	19	19	202
104 GOLD COAST	68	9	1	1	79
109 SPACECOAST	98	33	1	21	153
110 PUERTO RICO	130	26	2	2	160
132 GULFSTREAM	77	19	11	2	109
136 SOUTHWEST FLORIDA	4	1			5
912 AFD/PO MIAMI					
<b>REGION TOTALS</b>	<b>1,510</b>	<b>307</b>	<b>121</b>	<b>113</b>	<b>2,051</b>

03 JAN 1992

DUES PAID TOTALS BY REGION

ASHRAE

REGION 13

CHAPTER

142 SINGAPORE ASSN OF ASHRAE MEMBERS (SAAM)

143 HONG KONG

149 MAYLASIA CHAPTER

157 TAIWAN

158 INDIA

	MEMBERS		STUDENTS		CHAPTER TOTAL
	PAID	UNPAID	PAID	UNPAID	
	262	36	4	5	307
	415	68	11	4	498
	86	21	2		109
	63	7	25		95
	110	24	1	1	136
REGION TOTALS	936	154	43	10	1,143

03 JAN 1992

ISSUES PAID TOTALS BY REGION

ASHRAE

REGION

CHAPTER

MEMBERS  
PAID UNPAID

STUDENTS  
PAID UNPAID

CHAPTER  
TOTAL

		3			3
147	1				1
904	13				13
REGION TOTALS	17	0	0	0	17

DUES PAID TOTALS BY REGION

03 JAN 1992

REGION	MEMBERS		STUDENTS		REGION TOTAL
	PAID	UNPAID	PAID	UNPAID	
00	3,562	756	91	49	4,458
01	4,925	877	455	297	6,554
02	2,336	470	286	259	3,351
03	3,791	606	212	227	4,836
04	1,842	325	85	81	2,383
05	2,972	398	265	155	3,790
06	3,605	460	291	177	4,533
07	1,795	293	78	119	2,285
08	2,553	339	216	209	3,317
09	2,212	273	171	148	2,804
10	3,421	535	125	57	4,138
11	2,435	408	209	154	3,206
12	1,510	307	121	113	2,051
13	936	156	43	10	1,145
	17	0	0	0	17
REPORT TOTALS	37,962	6,103	2,648	2,055	48,868







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Membership Promotion

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Chapter Membership Promotion Chairmen  
Chapter Presidents

Gentlemen:

The attached Society Membership Growth figures were obtained from the Atlanta report, dated April 2nd, 1992. We have seen some improvement since March, however, we are still 155 members below our initially assigned society members at the start of the year, as well as 237 short of our 1992 goal.

There is no question, that the recession both in Canada and in the United States is impacting our membership growth objectives.

I know that each of you are doing everything possible, with the limited time you have available, in both introducing and reintroducing new and former society members to the advantages of ASHRAE Membership. For this you have the thanks of everyone at Society.

This month Quebec, Ottawa, Toronto, London and Mississauga have either met or exceeded the overall Regional goal of 92%. Toronto heads the list of new members in March with 6, followed by Montreal with 3.

I would strongly recommend that your Chapter PAOE Chairman review the report of March 31st, 1992 to make sure that you are getting full credit for all the activities under MEMBERSHIP PROMOTION BONUS. I also suggest that you will pay particular attention to MEETING ATTENDANCE BONUS columns, particularly where they involve sending copies of Chapter meeting minutes to Atlanta. If you have not receive March 31/92 report let me know.

No doubt my partner Vice Chairman will be reminding you to take a hard look at all other columns before time runs out.

.../2



My thanks to Darryl Boyce and the entire London Chapter for the kind reception shown to me, during my Chapter visit April 6th. Their non technical speaker for the evening Norm Taylor addressed the theme of NEW DIRECTIONS IN CHANGING TIMES was very well received and pertinent in todays economic times.

I will be representing our Regional Membership promotion at the Baltimore Annual Meeting in June. As always, I would very much appreciate any comments, highlights, or suggestions that I could table, that might be beneficial to other regions across the Society.

Again, as always, if I can be of any help in anyway, just call.



John T. Dugan

JTD/ep





# MEMBERSHIP PROMOTION

## SOCIETY MEMBERSHIP GROWTH

### REGION II

<u>CHAPTER</u>	<u>ASSIGNED SOCIETY MEMBERS</u>	<u>(A) 1992 GOAL</u>	<u>(B) ACTUAL PAID</u>	<u>70% of GOAL</u>	<u>(C) UNPAID</u>
QUEBEC	173	178	173	97	17
MONTREAL	539	555	500	90	56
OTTAWA	341	351	331	94	32
TORONTO	839	864	796	92	80
HAMILTON	193	199	181	91	20
HALIFAX	178	184	165	90	26
LONDON	110	113	104	92	11
NEW BRUNSWICK	120	124	103	83	22
SAG/LAC ST. JEAN	36	37	30	81	9
WINDSOR	55	57	54	95	3
MISSISSAUGA	140	144	132	92	14
TOTAL REGION	2724	2806	2569	92	290

(A) REPRESENTS PRESIDENT DONALD RICH'S GOAL OF 3% NET MEMBERSHIP GROWTH

(B) FOR PERIOD ENDING APRIL 2/92  
ACTUAL PAID MEMBERS

(C) FOR PERIOD ENDING APRIL 2/92  
UNPAID MEMBERS





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John T. Dugan  
Vice Chairman, Region II  
Membership Promotion

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Chapter Membership Promotion Chairmen  
Chapter Presidents

Gentlemen:

Based on our results as of February 3, 1992 we have achieved 88% of our net membership growth objective for this Chapter year.

Congratulations to the increasing number of Chapters, who are exceeding the Regional achievement, particularly Ottawa, Windsor and Mississauga, who are in the 90% range.

By this time, you will have received the 1991-92 PRESIDENTIAL AWARD OF EXCELLENCE Report for period ending 12/31/91.

Under DEL (Delinquents) the values shown for both Quebec and Hamilton are incorrect. Corrections will be made on the next report. All Chapters should understand that the values shown in this column include resignations.

It is very appropriate at this point in the year to review the PAOE report to make sure you are maximizing every opportunity available. We are all very aware of the impact that Delinquents (DEL) and advancements (ADV) have, but it is just as important to weigh columns A,B,C,D and E as well. For example, only Hamilton have reported a membership meeting under column B. I know that other Chapters have had both membership promotion and new member nights, and have not correctly informed Atlanta. The vehicle used in reporting are the Chapter meeting minutes, that should clearly identify the purpose of the meeting, as it relates to the PAOE program.

Also, take a look at column C. Ottawa Valley Chapter have at least 3 or 4 "dues" paying members, who are also members of a Society Council or Committee. I know that Toronto, London, Halifax and others are short changing themselves, by not taking advantage of column C.

The following is a potpourri of issues and comments that arose from our Membership Promotion Committee meetings in Anaheim, California.





- Society is projecting a \$200,000.00 shortfall in membership revenues for this year. We came into the year with an overly optimistic forecast, that did not truly reflect the impact of our North American recession.
- Increased activity involving joint meetings with other related Organizations.
- More attention has to be paid to employers, to expose them to the advantages in having their employees participate in Society membership and activities. Recommend individual thanks, and/or invite major employers to attend a special Chapter meeting to recognize employers contributions.
- The more successful Chapters hold their meetings at an ideal location, emphasize the need for high level programs, and produce a professional newsletter.
- There is increased activity involving door prizes, raffles and use of mentors for new Society and Chapter members.
- We will be introducing a wallet sized application form, during our Centennial year.
- There was active discussion on revamping our membership grades, eliminating any intimidating forms, and doing whatever is necessary to make sure that our structure is in line with both our principles and "needs of our members."
- We're on the home stretch now, and it will require an extra "kick" if we are to achieve our Society goal of 3% net membership growth.

Again, if there is anything I can do to help, just call.

  
John T. Dugan

JTD/em





# MEMBERSHIP PROMOTION

## SOCIETY MEMBERSHIP GROWTH

### REGION II

<u>CHAPTER</u>	<u>ASSIGNED SOCIETY MEMBERS</u>	<u>(A) 1992 GOAL</u>	<u>(B) ACTUAL PAID</u>	<u>70% of GOAL</u>	<u>(C) UNPAID</u>
QUEBEC	173	178	156	88	29
MONTREAL	539	555	482	87	68
OTTAWA	341	351	316	90	39
TORONTO	839	864	771	89	92
HAMILTON	193	199	173	87	24
HALIFAX	178	184	156	85	35
LONDON	110	113	101	89	12
NEW BRUNSWICK	120	124	95	77	27
SAG/LAC ST. JEAN	36	37	28	76	10
WINDSOR	55	57	54	95	3
MISSISSAUGA	140	144	129	90	17
TOTAL REGION	2724	2806	2461	88	356

(A) REPRESENTS PRESIDENT DONALD RICH'S GOAL OF 3% NET MEMBERSHIP GROWTH

(B) FOR PERIOD ENDING FEBRUARY 3/92  
ACTUAL PAID MEMBERS

(C) FOR PERIOD ENDING FEBRUARY 3/92  
UNPAID MEMBERS





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Chapter Membership Promotion Chairmen  
Chapter Presidents

Gentlemen:

As the attached membership promotion growth chart indicates, we have achieved 83% of our goal as of January 3, 1992.

Important to note, that seven (7) Chapters exceeded the regional achievement compared to five (5) last month. "Hats off" to Quebec, Montreal, Ottawa, Toronto, London, Windsor and Mississauga.

The following months become very critical in achieving our goal. It's now more important that we request support from all members in contacting and encouraging our "unpaid" members to continue their involvement in our Society.

During my visit to the Ville of Quebec Chapter, we reviewed a number of innovative ideas directed to the benefit of their members. Yves Vezina and his "team" actively encourage membership promotion by recognizing those who distribute membership applications and bring prospective members to Chapter meetings. A \$ 75.00 award applicable to chapter membership or A.S.H.R.A.E publications was very well received. A "reminder" card mailed to all members, appears to be a real benefit to those I spoke to. Their January 13 meeting was well attended and dedicated to advancement, a need shared by all Chapters.

My sincere thanks to Ville de Quebec for their very warm hospitality and enthusiasm.

I will fill you in on any other items that will benefit our members, after the Anaheim national meeting.

In the meantime, make sure you have the support you need to encourage both new and former members to be a part of a Society dedicated to our industry and future.

  
John T. Dugan

JTD/em







# MEMBERSHIP PROMOTION

## SOCIETY MEMBERSHIP GROWTH

### REGION II

<u>CHAPTER</u>	<u>ASSIGNED SOCIETY MEMBERS</u>	<u>(A) 1992 GOAL</u>	<u>(B) ACTUAL PAID</u>	<u>% GOAL</u>	<u>(C) UNPAID</u>
QUEBEC	173	178	148	83	35
MONTREAL	539	555	464	84	87
OTTAWA	341	351	295	84	58
TORONTO	839	864	742	86	122
HAMILTON	193	199	164	82	33
HALIFAX	178	184	140	76	47
LONDON	110	113	100	88	12
NEW BRUNSWICK	120	124	83	67	37
SAG/LAC ST. JEAN	36	37	26	70	12
WINDSOR	55	57	52	91	5
MISSISSAUGA	140	144	121	84	22
TOTAL REGION	2724	2806	2335	83	470

(A) REPRESENTS PRESIDENT DONALD RICH'S GOAL OF 3% NET MEMBERSHIP GROWTH

(B) FOR PERIOD ENDING JANUARY 3/92  
ACTUAL PAID MEMBERS

(C) FOR PERIOD ENDING JANUARY 3/92  
UNPAID MEMBERS

11

12

13





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John T. Dugan  
Vice Chairman, Region II  
Membership Promotion

Chapter Membership Promotion Chairmen  
Chapter Presidents

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Gentlemen:

We picked up an additional 67 paid members since our last report boosting our achievement to 90% of goal as of March 2nd, 1992.

It is a very satisfying to a see a number of Chapters exceeding our Regional achievement This latest list now includes Quebec, Windsor, Ottawa, Toronto, Mississauga and London.

Another highlight of the month was Montreal reporting 59 new student members, with London and Windsor showing 15 and 8 respectively.

Very little activity reported in the membership grade changes for the month. A relatively easy, no cost category that can add to Chapter PAOE points.

On a recent Society questionnaire, a question was asked WHAT WAS THE MOST VALUABLE ASSET OF YOUR MEMBERSHIP? The answers might interest you;

- 1) My Company is an Mechanical Contractor and it is important to be kept updated.
- 2) Annual convention.
- 3) Just being a member-helped a lot to improve my professional standing.
- 4) Politics.
- 5) Technical programs.
- 6) Life Insurance.
- 7) Opportunities to meet others in the industry.

And the other I particularly like;

- 8) A decent meal once a month at Chapter meetings (must have been a single member).

.... /2



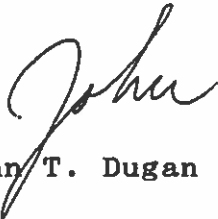


I have a complete listing of all Society participants serving on various Society-level activities. P.A.O.E. points can only be given if the individual is a "Chapter dues paying Member."

Numbers breakdown as follows:-

Quebec City	2	Montreal	11
Ottawa	22	Toronto	29
Hamilton	9	Halifax	4
London	4	New Brunswick	1
Windsor	1	Mississauga	5
Saguenay-lac St.Jean		0	

Time is getting short as we approach our Chapter year end, and it will take an extra effort, if we are to achieve our membership growth objective. Good luck!



John T. Dugan

JTD/en





# MEMBERSHIP PROMOTION

## SOCIETY MEMBERSHIP GROWTH

### REGION II

<u>CHAPTER</u>	<u>ASSIGNED SOCIETY MEMBERS</u>	<u>(A) 1992 GOAL</u>	<u>(B) ACTUAL PAID</u>	<u>% GOAL</u>	<u>(C) UNPAID</u>
QUEBEC	173	178	167	94	22
MONTREAL	539	555	492	87	60
OTTAWA	341	351	324	92	34
TORONTO	839	864	788	91	82
HAMILTON	193	199	178	89	21
HALIFAX	178	184	163	88	28
LONDON	110	113	102	90	12
NEW BRUNSWICK	120	124	100	81	22
SAG/LAC ST. JEAN	36	37	29	78	9
WINDSOR	55	57	54	95	3
MISSISSAUGA	140	144	131	91	14
TOTAL REGION	2724	2806	2528	90	307

(A) REPRESENTS PRESIDENT DONALD RICH'S GOAL OF 3% NET MEMBERSHIP GROWTH

(B) FOR PERIOD ENDING MARCH 2/92  
ACTUAL PAID MEMBERS

(C) FOR PERIOD ENDING MARCH 2/92  
UNPAID MEMBERS





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October 7, 1991

### CHAPTER MEMBERSHIP PROMOTION CHAIRMEN

First of all let me extend my appreciation to everyone who took the time to attend our membership promotion workshop at the CRC meeting in Windsor. The enthusiasm displayed strongly suggests that we will meet or exceed President Donald Rich's goal of a three percent net membership growth during this coming chapter year.

One of my intentions as we move through the year is to issue a monthly newsletter communicating any ideas I've come across and to keep you posted on our achievements in membership promotion across the region. One good source of information is your Chapters Monthly Newsletter but only if I am on your mailing list.

As a follow up to our workshop I have attached the following:

- 1) Excerpts from the Presidential Newsletter covering membership promotion criteria for the Presidential Award of Excellence (PAOE) program.
- 2) Summary of my responsibilities as Vice-Chairmen Membership Promotion outlining the areas where I may be of help to you.
- 3) Monthly update on both chapter and region membership growth objectives.

I believe 1 and 2 are self explanatory.

The membership growth chart compares the number of society members assigned to each chapter at the beginning of the chapter year (July 1), the actual number of individuals who have paid society dues and how the paid total compares to chapter goals on a percentage basis.

The last column (unpaid) is extremely important and deserves immediate attention on the part of your committee members. These are the people that were members last year and for some reason or another as of the end of September have not remitted their society dues.

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If we could encourage the 718 unpaid members to remit their dues we will have achieved 98% of our goal for the year. For that reason it is most important that we follow up with these past society members.

Dalt McIntyre our new Regional Director has asked that I assist with membership promotion by visiting Windsor (November 19) Quebec City (December 2, 1992) London (February 24, 1992) Montreal (May 11, 1992) during the course of the next chapter year.

I would appreciate very much if those chapters could get back to me as quickly as possible indicating if they can make arrangements to establish these meeting dates as Membership Promotion nights.

I have a request from Atlanta to provide them with copies of photographs and biographies of members for possible inclusion in the next or future reprints of the ASHRAE membership application form.

If you have a likely candidate please send the details to me and I'll pass them on.

In summary I included an overview of what I considered to be the HIGHLIGHTS of our Windsor CRC workshop. Consider these as refreshers as we plan our activity for the coming year.

As a side light someone asked for the ASHRAE policy on commercialism. I've attached Page 202 Appendix GG of the Chapter Manual of Operations that should serve as a guideline.

Remember... if there is anything I can do at any time to help please call, fax or whatever.

Good luck in your promotional activities this year.

Yours very sincerely,



John T. Dugan  
Vice Chairman, Region II  
Membership Promotion

JTD/jls



1990/91 Presidential Award of Excellence  
 Period Ending June 30, 1991

FINAL REPORT

Chapter	Area Assg Mem	New Mem	Del Mem	Adv Mem	Membership Promotion				Meeting Attendance				EA	ETA	Total Points						
					A	B	C	D	Bonus	Bonus	Bonus	Bonus				Mtg Points	Refn Points	RP Points	RP Bonus	CRC	
BOSTON	852	47	86	8	0	100	200	0	829	0	25	0	0	322	490	114	100	610	652	1,735	4,852
RHODE ISLAND	143	7	14	0	0	0	0	0	428	0	0	0	0	404	110	118	100	470	225	1,425	2,180
CONNECTICUT	595	41	57	4	0	50	200	0	859	0	50	0	0	401	400	274	0	690	600	1,000	4,224
LONG ISLAND	316	20	31	0	0	0	0	0	524	0	25	0	0	461	400	485	0	480	762	1,445	4,557
NORTH JERSEY	956	67	81	7	0	0	0	0	634	0	25	0	0	398	210	218	0	780	610	4,000	3,250
NEW YORK	859	64	82	5	0	50	0	0	667	0	0	0	0	373	300	410	0	600	682	4,000	3,431
NORTHEAST	251	24	26	5	0	50	0	0	837	0	125	0	0	662	210	294	0	520	352	650	3,525
CENTRAL NEW YORK	369	37	34	34	5	100	200	0	1,267	0	0	0	0	370	260	748	50	715	512	415	4,338
ROCHESTER	428	20	36	2	0	50	0	0	712	0	25	0	0	508	500	710	0	845	1,024	2,235	6,534
NIAGARA FRONTIER	233	15	19	1	0	0	0	0	546	0	0	0	0	413	760	320	0	365	445	0	2,849
CHAMPLAIN VALLEY	101	17	22	1	100	100	0	0	1,815	200	0	0	0	445	300	545	0	640	566	1,250	5,561
MAINE	171	22	17	2	2	0	0	0	1,097	0	0	0	0	397	210	243	0	200	442	625	3,214
TWIN TIERS	136	8	16	2	0	0	0	0	625	0	125	0	0	574	330	669	0	675	467	570	3,911
BI-STATE	232	18	31	0	0	0	0	0	585	0	0	0	0	304	160	279	0	290	0	0	1,617
GRANITE STATE	170	11	17	4	0	150	75	0	913	0	0	0	0	437	300	252	50	580	775	0	3,842
*** Region 01 Totals:	5,812	418	552	46	300	750	900	200	12,338	550	400	0	0	6,469	4,940	5,679	200	8,460	8,114	1,685	57,886
QUEBEC	155	22	10	13	100	100	50	0	1,910	0	0	0	0	513	500	564	0	727	535	1,050	5,799
MONTREAL	538	56	53	5	0	0	200	0	1,157	0	0	0	0	0	150	134	0	820	170	300	2,732
OTTAWA VALLEY	358	28	42	2	0	50	200	0	894	0	0	0	0	467	250	283	50	610	645	1,200	4,399
TORONTO	794	90	57	12	100	50	200	0	1,346	0	0	0	0	319	150	406	100	440	576	955	4,291
HAMILTON	202	15	17	1	0	0	200	0	847	0	0	0	0	393	100	1,029	50	420	229	210	3,278
HALLIFAX	182	15	18	2	0	50	100	0	932	50	50	0	0	428	170	564	0	370	410	1,085	3,864
LONDON	102	8	9	3	0	50	100	0	887	0	0	0	0	448	150	1,223	0	665	375	150	3,994
NEW BRUNSWICK	110	13	5	3	100	100	0	0	1,590	0	0	0	0	324	150	547	0	751	313	200	3,875
SAGUENAY-LAC ST JEAN	36	4	4	0	0	0	0	0	931	0	150	0	0	644	0	164	0	517	662	250	3,167
WINDSOR	58	7	8	0	0	0	25	0	787	0	0	0	0	408	50	1,205	50	200	350	10	3,060
MISSISSAUGA	139	8	9	0	0	0	100	0	575	0	0	0	0	0	100	36	0	0	50	25	786
*** Region 02 Totals:	2,674	266	232	41	500	400	1,175	200	11,856	150	200	0	0	3,943	1,770	6,156	250	5,520	4,315	5,435	39,244
PHILADELPHIA	867	43	72	21	0	0	200	0	788	50	150	0	0	532	430	224	50	895	722	735	4,376
CENTRAL PENNSYLVANIA	294	20	14	12	100	50	200	0	1,486	0	75	0	0	415	590	806	100	790	1,255	400	5,841
JOHNSTOWN	79	5	7	1	0	50	75	0	744	0	25	0	0	499	930	1,090	50	1,040	652	650	5,655
PITTSBURGH	320	37	28	18	100	0	200	0	1,518	0	0	0	0	324	610	477	50	745	711	885	5,321
BALTIMORE	739	74	48	15	100	50	200	0	1,256	0	75	0	0	484	670	590	50	1,140	1,402	1,550	7,142
NATIONAL CAPITAL	937	73	96	11	0	50	200	0	910	0	50	0	0	514	490	301	50	1,460	1,266	1,140	6,130
HAMPTON ROADS	191	7	21	3	0	50	100	0	555	50	0	0	0	502	1,250	204	50	775	847	650	4,832
RICHMOND	279	19	23	1	0	0	200	0	751	50	0	0	0	377	710	1,577	100	1,000	476	785	5,777
LEHIGH VALLEY	139	6	10	0	0	50	75	0	504	0	25	0	0	411	410	411	50	504	636	500	3,426
DELAWARE	215	22	21	1	100	150	200	0	1,266	0	0	0	0	425	510	932	50	785	576	525	5,008
ROANOKE	206	15	17	1	0	0	175	0	743	0	25	0	0	497	550	559	50	670	425	50	670
ANTHRACITE	110	12	6	2	100	0	100	0	1,232	0	25	0	0	452	510	910	50	864	976	559	5,163
*** Region 03 Totals:	4,376	333	363	86	500	450	1,925	200	11,751	300	450	0	0	5,432	7,660	8,080	700	0,668	9,944	9,370	63,605

DKB -  
 JMD -  
 CKK -  
 OTHER -  
 UBS -  
 DLM -  
 WCC -

AUG 6 1991

CIRC -

FINAL REPORT

1990/91 Presidential Award of Excellence  
 Period Ending June 30, 1991

Chapter	Area Assg Mem	New Mem	Del	Adv	Membership Promotion Bonus				D Mem Points	Meeting Attendance Bonus				Refn Points	RP Points	RP Bonus	CRC	EA	ETA	Total Points	
					A	B	C	D		A	B	C	D								
NORTH PIEDMONT	191	15	10	5	100	50	100	0	1,069	50	25	0	0	523	400	1,318	50	715	765	1,075	5,916
SOUTHERN PIEDMONT	393	14	4	6	0	50	200	0	688	100	0	0	0	435	450	894	50	935	768	1,620	5,839
SOUTH CAROLINA	120	10	9	2	100	50	25	0	975	50	0	0	0	497	400	529	50	600	250	400	3,701
ATLANTA	871	67	92	31	0	100	200	0	1,076	50	25	0	0	493	610	526	50	680	863	575	4,873
GREENVILLE	239	17	26	2	0	100	125	0	823	50	25	0	0	436	860	551	0	880	559	100	4,209
TRIANGLE	296	25	34	1	0	50	200	0	900	100	25	0	0	558	400	914	50	655	681	750	4,908
CHARLESTON	83	11	6	3	100	50	25	0	1,438	50	25	0	0	514	400	859	50	806	460	450	4,977
*** Region 04 Totals:	2,193	159	217	50	300	450	875	0	6,968	450	125	0	0	3,457	3,520	5,591	300	5,271	4,346	4,970	34,423
CLEVELAND	348	24	23	17	100	50	200	0	1,229	50	0	0	0	554	400	117	0	580	659	860	4,399
COLUMBUS	370	54	27	23	100	200	200	0	2,006	100	0	0	0	587	460	615	50	755	1,310	1,135	6,919
CINCINNATI	377	19	29	4	0	50	200	0	751	0	50	0	0	690	410	401	0	1,040	1,058	1,095	5,446
DAYTON	198	13	16	1	0	50	50	0	628	50	25	0	0	695	100	656	0	840	402	350	3,671
TOLEDO	158	9	16	4	0	0	200	0	847	0	25	0	0	562	420	298	0	280	200	450	3,057
CENTRAL INDIANA	343	29	29	2	100	0	200	0	1,017	50	0	0	0	237	560	404	50	860	300	1,385	4,814
EVANSVILLE	113	10	14	1	0	0	75	0	799	50	50	0	0	495	0	42	0	58	397	0	1,792
DETROIT	482	46	24	12	100	100	200	0	1,562	50	25	0	0	599	480	448	100	585	1,233	1,220	6,227
CENTRAL MICHIGAN	149	8	12	0	0	50	150	0	682	0	25	0	0	511	360	50	0	271	325	690	3,018
WESTERN MICHIGAN	298	18	17	0	100	0	200	0	878	50	0	0	0	639	400	134	0	590	745	890	4,148
AKRON/CANTON	154	11	11	1	100	50	100	0	909	50	125	0	0	467	360	427	50	240	582	425	3,461
NORTHERN INDIANA	88	6	3	2	100	0	50	0	1,100	0	0	0	0	441	300	249	0	411	325	475	3,301
FORT WAYNE	87	7	9	3	0	100	100	0	1,063	50	0	0	0	416	450	334	100	525	902	950	4,740
EASTERN MICHIGAN	81	3	8	0	0	0	100	0	448	0	50	0	0	530	410	375	50	422	341	500	3,077
*** Region 05 Totals:	3,246	257	238	70	700	650	2,025	400	13,920	500	375	0	0	7,427	5,110	4,549	400	7,457	8,779	0,425	58,068
WISCONSIN	407	34	29	3	100	50	200	0	1,096	50	25	0	0	492	350	1,423	50	630	511	325	4,878
ILLINOIS	987	61	73	6	0	50	200	0	838	0	0	0	0	355	260	408	50	390	640	1,855	4,796
CENTRAL ILLINOIS	124	11	11	1	100	50	125	0	1,033	100	25	0	0	530	300	535	50	484	660	430	4,022
IOWA	211	17	11	3	100	50	200	0	1,174	0	0	0	0	450	50	591	50	410	872	675	4,271
MINNESOTA	761	63	38	8	100	50	200	0	1,372	50	25	0	0	486	60	782	50	650	822	650	4,872
ST LOUIS	612	39	59	5	0	50	200	0	833	100	0	0	0	507	440	514	50	715	660	1,530	5,249
CHICAGO	119	18	16	2	100	50	150	0	1,495	0	0	0	0	344	610	988	50	34	287	0	3,818
MADISON	167	8	10	1	0	50	200	0	776	50	0	0	0	485	460	787	50	360	649	635	4,202
NORTHEAST WISCONSIN	142	11	14	14	0	50	75	0	1,400	0	0	0	0	351	60	325	50	82	50	230	2,548
LA CROSSE AREA	100	36	3	0	100	100	200	0	3,333	0	75	0	0	522	680	1,762	50	710	919	755	8,731
ROCKFORD	87	8	8	1	100	50	50	0	998	50	50	0	0	552	450	1,196	50	775	430	610	5,061
MISSISSIPPI VALLEY	155	13	7	3	100	0	0	0	1,210	100	25	0	0	579	330	605	100	570	774	730	4,897
EAST CENTRAL ILLINOIS	76	8	6	0	100	50	200	0	1,178	50	0	0	0	559	210	516	50	42	416	50	3,021
*** Region 06 Totals:	3,948	327	285	47	900	650	2,000	600	16,737	550	300	0	0	6,210	4,260	10,441	700	5,852	7,690	8,475	60,365

1990/91 Presidential Award of Excellence  
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FINAL REPORT

Chapter	Area Assg Mem	New Mem	Del	Adv	Membership Promotion Bonus				Mem Points	Meeting Attendance Bonus				Mtg Points	Refn Points	RP Points	RP Bonus	CRC	EA	ETA	Total Points
					A	B	C	D		Bonus	Bonus	Bonus	Bonus								

LOUISVILLE	193	16	14	1	100	50	0	0	0	806	50	25	0	0	557	1,050	453	0	1,475	823	800	5,964
MEMPHIS	206	12	11	1	100	0	0	0	0	692	50	25	0	0	536	500	1,556	0	690	455	755	5,185
BIRMINGHAM	252	12	25	2	0	50	0	0	0	521	150	50	0	0	837	450	485	100	515	958	990	4,855
MOBILE	94	3	9	1	0	50	0	0	0	367	100	25	0	0	617	650	670	0	695	493	925	4,418
NEW ORLEANS	173	8	9	0	0	100	0	0	0	562	50	25	0	0	466	200	335	0	275	720	1,025	3,582
BATON ROUGE	80	7	7	0	0	0	0	0	0	798	50	25	0	0	410	100	279	0	137	0	1,724	0
MISSISSIPPI	116	10	19	1	100	0	0	0	0	848	0	0	0	0	410	400	1,175	50	495	591	510	4,479
NASHVILLE	251	22	19	2	100	0	0	0	0	870	0	0	0	0	374	610	877	100	755	644	100	4,329
EAST TENNESSEE	222	14	23	4	0	0	0	0	0	607	50	0	0	0	500	500	601	50	770	514	425	3,967
TENNESSEE VALLEY	74	10	10	1	100	0	0	0	0	1,158	0	0	0	0	341	650	359	0	766	543	500	3,430
MONTGOMERY	78	5	7	0	0	0	0	0	0	472	50	0	0	0	443	250	801	50	414	400	600	3,430
BLUEGRASS	81	13	2	0	0	0	0	0	0	1,693	50	0	0	0	463	200	612	100	993	461	930	5,451
NORTHWEST FLORIDA	66	5	7	0	0	50	0	0	0	548	50	0	0	0	453	400	359	0	150	0	210	2,121
NORTH ALABAMA	88	3	12	0	0	0	0	0	0	301	0	0	0	0	570	152	152	0	247	133	800	2,203
TOMBIGBEE	28	5	2	0	100	100	0	0	0	1,530	0	0	0	0	339	300	1,813	0	787	510	430	5,710
MOUNTAINEER	77	8	5	1	100	150	0	0	0	1,097	50	25	0	0	520	410	540	0	574	425	700	4,265
*** Region 07 Totals:	2,079	153	172	14	900	550	0	0	0	12,870	700	200	200	0	7,266	7,240	11,065	450	9,738	7,670	9,700	65,999

ARKANSAS	192	26	6	18	100	100	200	0	0	2,448	50	25	0	0	576	580	1,872	100	1,040	1,199	2,010	9,825
SHREVEPORT	99	2	13	2	0	50	25	0	0	421	100	0	0	0	534	400	1,865	50	302	477	750	4,799
HOUSTON	530	43	46	2	0	50	0	0	0	731	150	0	0	0	634	260	929	100	590	1,410	1,060	5,714
ALAMO	232	19	13	3	100	50	0	0	0	961	150	25	0	0	694	470	849	100	645	826	800	5,345
AUSTIN	143	49	8	9	100	50	0	0	0	3,033	100	0	0	0	644	450	5,554	50	518	861	1,100	12,210
DALLAS	543	40	48	7	0	0	0	0	0	690	100	0	0	0	458	210	802	50	445	200	200	3,055
CENTRAL OKLAHOMA	374	47	31	5	100	200	0	0	0	1,448	0	0	0	0	575	680	2,606	100	995	888	1,925	9,216
NORTHEASTERN OKLAHOMA	189	19	18	2	100	150	75	0	0	1,171	0	50	0	0	616	470	1,725	50	705	845	1,360	6,942
FORT WORTH	265	15	22	7	0	100	0	0	0	774	100	0	0	0	462	500	1,300	50	550	665	1,435	5,736
WEST TEXAS	92	5	9	4	0	0	0	0	0	465	0	0	0	0	0	0	549	50	358	644	750	2,815
EAST TEXAS	57	6	4	2	100	0	0	0	0	1,928	50	25	0	0	466	780	2,018	0	446	0	0	6,869
SOUTH TEXAS	44	4	5	0	0	0	0	0	0	694	0	0	0	0	0	0	444	0	0	0	250	1,389
*** Region 08 Totals:	2,760	275	223	57	600	650	1,250	200	0	14,762	800	225	0	0	5,661	4,800	20,512	700	6,594	8,696	2,190	73,916

KANSAS CITY	471	29	48	2	0	100	200	0	0	778	100	50	0	0	669	670	463	50	485	845	450	4,410
EL PASO	80	13	7	0	100	100	25	0	0	1,325	0	0	0	0	150	1000	0	0	135	0	0	2,610
ROCKY MOUNTAIN	504	41	47	1	0	100	200	0	0	947	50	25	0	0	497	447	447	50	620	1,881	985	5,947
UTAH	202	25	13	6	100	100	175	0	0	1,520	50	25	0	0	585	500	1,786	100	760	625	820	6,697
NEBRASKA	345	27	34	3	0	100	100	0	0	881	100	25	0	0	733	420	1,279	100	1,000	853	750	6,016
WICHITA	94	16	6	4	100	50	50	0	0	1,633	100	25	0	0	535	170	1,738	0	216	405	450	5,147
NEW MEXICO	216	12	16	3	0	100	200	0	0	867	50	25	0	0	475	400	634	100	650	706	1,630	5,463
SOUTH DAKOTA	130	13	6	1	100	100	0	0	0	1,335	50	50	0	0	561	210	1,002	100	755	708	1,450	5,463
BLACK HILLS	32	8	4	0	100	0	0	0	0	1,847	50	0	0	0	415	50	901	0	255	0	175	3,121
BIG SKY	101	9	6	1	100	100	75	0	0	1,103	50	0	0	0	412	320	914	0	122	852	850	3,643
IDAHO	91	14	9	0	100	50	50	0	0	1,253	50	0	0	0	525	250	1,042	0	314	543	575	4,503
PIKES PEAK	67	5	3	0	100	0	0	0	0	722	0	0	0	0	470	150	678	0	262	470	350	3,103
OZARKS	63	10	2	0	100	100	50	0	0	1,823	50	0	0	0	483	110	608	50	321	604	825	4,824
*** Region 09 Totals:	2,396	222	201	21	900	1,000	1,125	600	0	16,036	700	225	0	0	6,361	3,920	12,492	550	5,895	8,492	8,310	62,056

1990/91 Presidential Award of Excellence  
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					A	B	C	D		A	B	C	D								
SACRAMENTO VALLEY	246	28	24	5	100	50	0	0	1,147	0	0	0	0	414	90	504	0	50	125	550	2,880
GOLDEN GATE	756	48	47	10	100	50	0	0	805	0	0	0	0	326	100	62	0	345	587	345	2,570
SAN JOAQUIN	97	8	10	3	0	50	0	0	903	0	0	0	0	494	110	356	0	85	415	75	2,439
SOUTHERN CALIFORNIA	892	58	81	7	0	0	0	0	596	50	25	0	0	373	290	282	100	430	666	735	3,472
SAN DIEGO	317	19	35	2	0	0	0	0	532	100	0	0	0	465	720	294	0	500	657	985	4,153
CENTRAL ARIZONA	272	19	25	15	0	50	0	0	992	50	25	0	0	514	160	233	0	100	0	0	2,000
TUCSON	109	5	13	0	0	0	0	0	390	0	0	0	0	0	150	67	0	0	225	25	2,000
SOUTHERN NEVADA	94	6	11	0	0	0	0	0	582	0	0	0	0	472	100	141	0	0	454	50	2,799
SAN JOSE	284	30	21	1	100	150	0	0	1,324	0	50	0	0	471	280	410	100	235	897	300	4,018
ORANGE EMPIRE	241	34	33	2	100	100	0	0	1,269	50	25	0	0	514	230	440	0	410	546	2,350	5,758
HAWAII	282	31	17	6	100	150	0	0	1,291	0	75	0	0	593	400	867	0	620	957	1,610	6,337
NORTHERN NEVADA	73	12	5	0	100	0	0	0	1,342	50	0	0	0	443	100	3,707	50	237	505	750	7,134
SIERRA DELTA	57	5	5	0	100	0	0	0	799	50	0	0	0	430	210	1,270	0	81	541	450	3,781
TRI COUNTY	91	19	7	0	100	250	0	0	1,922	50	50	0	0	593	380	198	0	308	277	400	4,077
*** Region 10 Totals:	3,811	322	334	61	800	850	50	0	13,892	450	250	0	0	6,103	3,320	9,831	250	3,401	6,852	8,625	52,275
MANITOBA	172	14	5	1	100	100	125	200	1,450	0	0	0	0	399	110	294	50	180	450	565	3,499
SOUTHERN ALBERTA	301	21	14	3	100	50	200	200	1,297	50	0	0	0	525	110	528	0	280	262	875	3,876
NORTHERN ALBERTA	252	19	16	2	100	50	125	0	988	50	0	0	0	486	450	405	0	0	0	0	2,339
BRITISH COLUMBIA	350	26	15	10	100	50	175	200	1,444	0	25	0	0	457	560	1,280	50	275	585	935	5,585
INLAND EMPIRE	78	10	5	4	100	50	150	0	1,653	50	25	0	0	519	60	216	0	194	50	775	3,467
PUGET SOUND	629	45	56	7	0	50	200	0	913	100	25	0	0	487	360	203	0	135	468	1,050	3,616
OREGON	495	31	35	5	0	100	200	0	926	100	75	0	0	517	430	286	50	170	885	675	3,940
REGINA	50	8	3	0	100	50	25	0	1,408	50	0	0	0	390	200	0	0	407	50	450	2,905
SASKATOON	81	11	7	10	100	100	75	0	2,119	50	0	0	0	468	510	908	100	544	730	150	5,529
ALASKA	126	42	7	24	100	100	75	0	3,947	50	0	0	0	453	110	449	0	256	515	1,050	6,780
MID-COLUMBIA	63	5	5	6	100	50	150	0	1,590	100	0	0	0	635	330	224	0	309	746	775	4,608
VANCOUVER ISLAND	84	12	5	6	100	100	50	0	1,847	50	0	0	0	481	340	2,640	0	187	0	435	5,930
*** Region 11 Totals:	2,681	244	173	78	1,000	850	1,550	600	19,582	650	150	0	0	5,818	3,570	7,431	250	2,937	4,741	7,735	52,064
JACKSONVILLE	279	24	23	8	100	50	100	0	1,136	100	0	0	0	453	550	1,178	100	555	1,032	765	5,769
FLORIDA WEST COAST	382	31	33	19	0	50	200	0	1,183	50	0	0	0	500	650	595	100	1,250	860	1,385	6,523
MIAMI	223	16	20	2	0	0	0	0	580	0	0	0	0	0	250	311	50	265	428	175	2,058
CENTRAL FLORIDA	234	19	23	4	0	0	150	0	864	150	75	0	0	702	610	809	0	750	887	1,150	5,772
GOLD COAST	165	18	21	8	0	50	0	0	1,139	50	0	0	0	484	970	423	0	640	1,119	650	5,425
SPACECOAST	81	5	12	0	0	0	0	0	479	0	0	0	0	0	400	137	0	408	447	730	2,601
PUERTO RICO	130	17	25	1	0	0	0	0	924	100	0	0	0	599	300	154	0	215	614	425	3,230
GULFSTREAM	161	13	17	1	0	0	0	0	674	0	0	0	0	420	500	965	100	610	121	250	3,640
SOUTHWEST FLORIDA	92	11	10	0	100	50	0	0	1,039	0	0	0	0	356	430	778	100	964	287	825	4,779
*** Region 12 Totals:	1,767	154	184	43	200	200	450	0	8,017	450	75	0	0	3,513	4,660	5,350	450	5,657	5,795	6,355	39,797

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FINAL REPORT

Chapter	Area Assg Mem	New Mem	Del	Adv	Membership Promotion				D Mem Points	Meeting Attendance				Refn Points	RP Points	RP Bonus	CRC	EA	ETA	Total Points	
					A	B	C	D		Bonus	Bonus	C	D								Mtg Points
SINGAPORE ASSN OF ASHRAE	229	51	12	7	100	0	0	0	1,921	100	25	0	0	550	0	62	0	400	0	2,933	
HONG KONG	417	66	29	16	100	0	0	0	1,491	0	0	0	0	175	0	68	0	400	0	2,133	
MAYLASIA CHAPTER	87	16	13	2	100	0	0	0	1,546	0	0	0	0	0	76	0	400	0	2,023		
TAIWAN	38	12	1	6	100	0	0	200	3,838	0	0	0	0	319	300	86	0	400	200	5,443	
INDIA	55	26	7	0	100	0	0	0	3,330	0	50	0	0	335	0	0	0	400	0	4,065	
*** Region 13 Totals:	826	171	62	31	500	0	0	200	12,126	100	75	0	0	1,379	300	292	0	2,000	200	300	16,597
0	110	13	8	3	100	100	0	0	1,280	0	0	0	0	327	150	519	0	751	0	0	3,026
*** Region Totals:	110	13	8	3	100	100	0	0	1,280	0	0	0	0	327	150	519	0	751	0	0	3,026







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FINAL

Chapter Name	Area Assg Mem	New Mem	Del	Adv	Membership Promotion Bonus					Mem Points	Meeting Attendance Bonus				Refn Points	RP Points	CRC	EA	ETA	CP	Total Points		
					A	B	C	D	E		A	B	C	D								Mtg Points	
NORTH PIEDMONT	187	19	13	9	100	100	125	0	25	993	50	50	0	0	0	748	620	1282	865	1084	425	1100	7117
SOUTHERN PIEDMONT	374	23	44	19	0	100	200	0	25	784	50	50	0	0	0	417	790	583	1740	621	550	360	5845
SOUTH CAROLINA	118	14	8	4	100	100	50	0	0	906	25	25	0	0	0	584	710	744	680	749	100	400	4873
ATLANTA	853	60	83	9	0	100	200	0	125	797	0	0	0	0	0	352	950	714	680	998	585	500	5576
GREENVILLE	241	9	18	1	0	100	175	0	0	547	50	25	0	0	0	430	770	641	825	1014	100	220	4547
TRIANGLE	287	23	24	17	0	100	200	0	150	1034	50	25	0	0	0	488	640	437	640	927	350	510	5026
CHARLESTON	89	4	10	1	0	100	50	0	0	426	100	0	0	0	0	522	400	737	821	791	460	700	4857
*** Region Totals :	2149	152	200	60	200	700	1000	0	325	5487	350	125	0	0	0	3541	4880	5138	6251	6184	2570	3790	37841
CLEVELAND	355	44	22	3	100	50	200	0	100	1053	50	0	0	0	0	483	500	301	670	888	250	500	4645
COLUMBUS	393	16	31	2	0	50	200	0	50	579	25	25	0	0	0	592	630	476	840	879	600	670	5266
CINCINNATI	364	18	24	2	0	50	150	0	25	560	0	50	0	0	0	646	610	481	825	762	775	665	5324
DAYTON	196	11	19	1	0	50	75	0	0	432	0	25	0	0	0	548	170	943	620	480	150	565	3508
TOLEDO	147	9	7	6	100	100	150	200	0	1100	0	0	0	0	0	510	270	396	662	385	650	345	4318
CENTRAL INDIANA	347	23	38	23	0	200	0	0	25	758	0	50	0	0	0	369	440	203	765	1012	50	240	3837
EVANSVILLE	103	13	14	4	0	100	50	0	50	824	0	175	0	0	0	609	550	432	60	796	150	435	3856
DETROIT	507	34	44	25	0	100	200	0	125	928	50	75	0	0	0	623	680	513	800	890	980	650	6064
CENTRAL MICHIGAN	134	13	15	2	0	50	200	0	0	712	0	0	0	0	0	231	420	307	354	121	225	605	2975
WESTERN MICHIGAN	310	29	20	15	0	50	200	0	325	1368	0	0	0	0	0	454	670	251	415	561	450	565	4734
AKRON/CANTON	143	12	11	2	100	50	125	0	50	781	50	75	0	100	0	865	350	296	266	270	150	170	3148
NORTHERN INDIANA	90	8	9	2	0	100	0	0	0	570	50	0	0	100	0	558	410	287	329	212	150	650	3166
FORT WAYNE	87	3	7	2	0	100	150	0	0	566	50	0	0	0	0	410	200	303	571	535	400	790	3775
EASTERN MICHIGAN	78	11	12	1	0	50	125	0	25	778	50	50	0	0	0	584	510	340	1095	395	525	645	4872
*** Region Totals :	3254	244	273	96	400	800	2125	200	775	11009	450	525	0	200	0	7482	6410	5529	7872	8186	5505	7495	59488
WISCONSIN	413	28	38	18	0	0	0	0	150	630	50	75	0	0	0	514	420	1292	850	526	100	570	4902
ILLINOIS	963	82	61	4	100	0	0	0	225	781	0	0	0	0	0	454	250	713	475	1000	1555	700	5958
CENTRAL ILLINOIS	124	6	13	1	0	0	0	0	25	309	50	0	0	0	0	457	200	709	839	150	350	3977	5958
IOVA	226	20	6	1	100	0	0	0	100	1086	0	0	0	0	0	450	240	492	275	520	50	400	3513
MINNESOTA	774	51	58	4	0	50	0	0	150	570	0	50	0	0	0	420	540	882	895	697	1385	900	6289
ST LOUIS	590	37	51	2	0	0	0	0	75	390	0	0	0	0	0	416	980	529	585	604	950	500	4954
CHICAGO	131	22	22	6	100	0	0	0	50	1154	0	25	0	0	0	487	500	525	0	312	100	100	2691
MADISON	164	12	9	7	100	0	0	0	100	818	50	25	0	0	0	462	260	807	745	793	300	100	4560
NORTHEAST WISCONSIN	141	9	13	2	0	50	0	0	50	469	0	50	0	0	0	462	870	565	144	195	0	120	2215
LA CROSSE AREA	111	19	8	1	100	100	0	0	25	964	50	175	0	0	0	589	870	7827	1115	947	625	310	13247
ROCKFORD	86	10	9	0	100	100	0	0	25	708	50	0	0	0	0	441	480	1057	719	364	500	420	4689
MISSISSIPPI VALLEY	160	16	15	3	100	0	0	0	25	627	50	25	0	0	0	525	570	567	610	600	200	470	4219
EAST CENTRAL ILLINOIS	75	11	3	1	100	0	0	0	50	1133	50	0	0	0	0	427	310	409	141	325	200	400	3345
*** Region Totals :	3958	323	301	45	800	350	0	600	1050	9639	350	400	0	0	0	5642	6130	16658	7263	7722	6165	5340	64559



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Period Ending 06/30/92

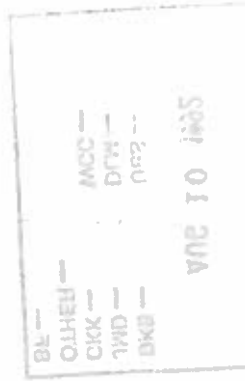
FINAL

Chapter Name	Area Assg Mem	New Mem	Del Mem	Membership Promotion Bonus					Mem Points	Meeting Attendance Bonus				Total Points									
				Adv	A	B	C	D		E	A	B	C		D	Htg Points	Refn Points	RP Points	CRC	EA	ETA	CP	
SACRAMENTO VALLEY	266	6	24	0	0	0	150	0	0	0	336	0	0	0	0	408	220	751	930	339	500	125	3609
GOLDEN GATE	754	52	60	1	0	50	200	0	125	0	735	0	0	0	0	0	190	866	345	809	140	300	3385
SAN JOAQUIN	93	14	3	2	100	0	200	200	0	1283	0	0	0	0	0	474	340	201	127	475	0	125	3025
SOUTHERN CALIFORNIA	842	45	60	3	0	50	200	0	125	0	705	50	0	0	0	424	350	229	450	781	0	0	2939
SAN DIEGO	299	21	30	1	0	50	175	0	0	570	0	0	0	0	0	419	120	357	655	456	300	100	2977
CENTRAL ARIZONA	259	14	22	2	0	50	200	0	25	599	50	25	0	0	0	487	340	818	400	315	400	490	3849
TUCSON	100	6	12	0	0	50	150	0	0	483	50	0	0	0	0	377	20	33	122	410	0	0	1445
SOUTHERN NEVADA	95	8	5	1	100	50	100	200	25	981	50	0	0	0	0	545	150	693	0	694	0	100	3163
SAN JOSE	299	14	22	4	0	100	200	0	0	637	100	0	0	0	0	519	210	224	315	1020	150	200	3275
ORANGE EMPIRE	354	25	37	2	0	50	200	0	0	600	100	50	0	0	0	495	500	267	235	750	1610	0	5097
HAWAII	294	24	25	3	0	100	100	0	50	674	50	25	0	0	0	559	480	1075	510	917	0	200	4415
NORTHERN NEVADA	71	5	9	0	0	100	100	0	0	464	0	0	0	0	0	425	320	648	371	575	550	160	3088
SIERRA DELTA	59	3	7	4	0	100	50	0	0	630	50	0	0	0	0	425	250	545	383	386	0	100	2719
TRI COUNTY	114	8	10	0	0	100	125	0	0	573	50	0	0	0	0	557	520	414	295	240	0	0	2599
*** Region Totals :	3899	245	326	23	200	800	2050	400	350	9270	550	100	0	0	0	5689	4010	7121	5138	8167	3650	2540	45585
MANITOBA	175	10	18	2	0	50	175	0	0	551	0	0	0	0	0	410	520	11	440	455	175	240	2802
SOUTHERN ALBERTA	308	14	32	1	0	50	200	0	50	559	50	0	0	0	0	479	250	460	400	1002	650	750	4582
NORTHERN ALBERTA	242	9	17	1	0	50	175	0	50	555	50	0	0	0	0	479	130	299	200	597	0	0	2260
BRITISH COLUMBIA	379	30	19	2	100	50	200	0	50	881	50	0	0	0	0	426	1010	667	645	899	700	200	5428
INLAND EMPIRE	82	3	6	0	0	50	0	0	225	259	50	25	0	0	0	444	450	81	271	0	350	475	2330
PUGET SOUND	632	47	55	4	0	50	200	0	50	1059	0	25	0	0	0	415	740	340	470	753	325	400	4502
OREGON	497	28	34	3	0	50	200	0	50	654	50	25	0	100	568	250	401	645	637	0	200	745	4100
REGINA	55	5	4	0	100	50	0	0	0	591	50	0	0	0	0	411	110	1376	330	0	150	220	3188
SASKATOON	84	3	5	0	0	50	0	0	25	312	50	0	0	0	0	427	400	386	267	1120	775	545	4232
ALASKA	163	10	22	2	0	50	0	0	50	419	50	0	0	0	0	447	480	496	200	715	500	375	3632
MID-COLUMBIA	66	8	3	0	100	50	0	200	25	999	0	0	0	0	0	351	500	52	75	1540	350	760	4627
VANCOUVER ISLAND	92	3	10	0	0	50	0	0	0	201	50	0	0	0	0	495	370	1573	817	905	225	100	4686
*** Region Totals :	2775	170	225	53	300	450	1150	200	525	7040	450	50	0	100	5394	5210	6142	4760	8623	4400	4810	46369	
JACKSONVILLE	282	18	23	5	0	100	200	0	25	719	100	25	0	0	0	458	500	1036	745	1241	930	305	5934
FLORIDA WEST COAST	389	18	33	1	0	50	200	0	100	631	50	25	0	0	0	500	1160	808	850	1014	175	730	5868
MIAMI	220	16	18	0	100	25	200	0	25	515	50	25	0	0	0	469	600	215	730	901	250	565	4245
CENTRAL FLORIDA	260	19	28	1	0	50	200	0	50	649	50	0	0	0	0	705	950	719	790	1035	850	790	6488
GOLD COAST	163	13	14	8	0	100	100	0	25	771	50	25	0	0	0	572	1150	557	680	1534	0	550	5814
SPACECOAST	73	5	8	1	0	50	150	0	0	565	0	0	0	0	0	328	500	12	1032	575	525	485	4022
PUERTO RICO	123	15	21	0	0	50	0	0	100	615	0	0	0	0	0	363	300	506	680	400	0	0	2362
GULFSTREAM	155	6	20	1	0	100	50	0	0	378	0	0	0	0	0	416	1100	1060	935	400	250	730	4598
SOUTHWEST FLORIDA	89	9	14	3	0	50	100	0	0	663	50	0	0	0	0	474	750	474	935	630	360	505	4733
*** Region Totals :	1754	119	179	20	0	650	1025	0	325	5506	350	100	0	0	0	3811	7010	5387	6442	7908	3340	4660	44064

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FINAL

Chapter Name	Area Assg Mem	New Mem	Del	Adv	Membership Promotion Bonus					Mem Points	Meeting Attendance Bonus				Refn Points	RP Points	CRC	EA	ETA	CP	Total Points	
					A	B	C	D	E		A	B	C	D								Mtg Points
SINGAPORE ASSN OF AS	273	44	11	8	100	0	0	200	50	1233	150	0	0	0	0	496	0	84	0	0	0	1813
HONG KONG	449	90	25	14	100	0	0	0	100	1152	0	0	0	0	362	0	87	0	0	0	1601	
MAYLASIA CHAPTER	104	13	12	1	100	0	0	0	0	635	0	0	0	0	0	0	0	134	0	0	0	1369
TAIWAN	64	12	2	1	100	0	0	200	0	1297	0	0	0	0	273	0	0	385	0	0	0	2253
INDIA	123	19	16	0	100	0	0	0	25	717	0	0	0	0	0	0	0	25	0	0	0	742
*** Region Totals :	1013	178	66	24	500	0	0	400	175	5034	150	0	0	0	1131	0	713	200	0	600	100	7778



GENERAL PLANT FACILITIES ENGINEERING & CONSTRUCTION	
COPY —	CIRC. —
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JMD —	DLM —
CKK —	WCC —
OTHER —	
BF —	