Happy New Year!

Thank you to Assis Flores of Johnson Controls for his presentation on Operating Room Environment Optimization. His program was well received, and those in attendance received PDH credit.

This month Joe DiSanto of Leidos will talk about Enhanced Energy Modeling Through Parametrics. Please register in advance to help us determine the head count for dinner. You can register online through our website or contact our Hospitality Chair as indicated below.

This month and next month are Lunch Meetings. We are trying this as a means to potentially increase attendance and serve our chapter members who can’t attend the evening meetings. Your feedback is greatly appreciated.

I hope to see you all at the meeting!

Mike Kingsley, CNY Chapter President

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ASHRAE Monthly Meeting: January 8, 2014

Program: Enhanced Energy Modeling Through Parametrics
Speaker: Joe DiSanto, Leidos
Location: DoubleTree Hotel
Time: noon
Cost: $30
Reservations: Sign up now on our website: ashraecn.org or contact Don Howell - dhowell@bergmannpc.com (315-422-5200)
January

**Date:** January 8, 2014  
**Time:** Noon-1:30 (Lunch Meeting)  
**Location:** DoubleTree Hotel  
**Meeting Theme:** Membership Promotion Night  
**Program:** Enhanced Energy Modeling Through Parametrics (1 PDH)

*Intelligence for Achieving Best Value Low Energy and Net Zero Buildings*

With high demand for energy-efficient buildings, owners and design professionals seek to better understand the possibilities and impacts of energy efficient technologies and strategies. As new industry standards and policies drive more aggressive building energy performance requirements, design teams and owners are further challenged to balance investments in energy efficiency measures and strategies with realistic and achievable energy and cost savings. How do we intelligently use energy models to provide fast, accurate access to information to make informed decisions without over-investing on analysis or in overlapping or redundant features?

This presentation will provide case studies from actual design projects and applications that extend to net zero buildings, large portfolios and research oriented scenarios.

**Joe DiSanto, PE, CEM. Senior Energy Engineer with Leidos**

February

**Date:** February 12, 2014  
**Time:** Noon-1:30 (Lunch Meeting)  
**Location:** DoubleTree Hotel  
**Meeting Theme:** Student Chapter Night  
**Program:** Rooftop Unit Sound Attenuation: BRD (PDH pending)

March

**Date:** March 12, 2014  
**Time:** 5:30-8:00 PM  
**Location:** DoubleTree Hotel  
**Meeting Theme:** History Night & Chapter Officer Slate Announcement  
**Program:** Chilled Beams: Chris Miller – Trox & Modular Comfort Systems (PDH pending)

April

**Date:** April 9, 2014  
**Time:** 5:30-8:00 PM  
**Location:** DoubleTree Hotel  
**Meeting Theme:** Research Promotion Night & Chapter Officer Election  
**Program:** Program: Airborne Contaminant Control in HealthCare Environments: Brian Monk - UTC Climate Control Security (PDH pending)

May

**Date:** May 14, 2014  
**Time:** 5:30-8:00 PM  
**Program Location:** Covanta Energy facility in Jamesville, NY  
**Dinner Location:** Danzer’s Restaurant  
**Meeting Theme:** Chapter Officer Installation  
**Program:** Tour of Covanta Energy-from-Waste Facility

June

*Clambake & Golf Tournament*
ASHRAE Government Affairs Update

Tax Incentives for Energy Efficiency to Expire At Years’ End

U.S. Senate Finance Committee Chairman Max Baucus released his latest proposal to reform the national tax code. The plan does not include an extension to the Section 179D - commercial buildings tax deduction, which is set to expire at the end of 2013, and specifically suggests repealing, or allowing to expire, the following tax provisions (among others):

- 25C – residential energy efficiency
- 45L – construction of energy efficient new homes
- 45M – energy efficient appliances

A large group of stakeholders, including the National Association of State Energy Officials, are actively working with Chairman Baucus and the Finance Committee to encourage the extension and improvement of these tax provisions.

The Senate is expected to consider comprehensive tax reform next year, yet its exact course remains unclear. Chairman Baucus has announced that he will not seek reelection next year, and is expected to be nominated by President Obama to serve as the U.S. ambassador to China. This will create a temporary leadership vacuum on the Finance Committee and may be further impacted by the results of the Congressional elections in late 2014.

Debate Stalls on National Defense Bill

The National Defense Authorization Act (NDAA) is a contentious bill that paves the way for funding the nation’s security programs (including the design, construction, operation, and maintenance of military facilities), yet Members of Congress have demonstrated an extraordinary ability to work through their differences and enact this bill into law – every year – for 51 straight years. However this streak may be at its end.

In an act of rebellion against their Democratic colleagues, prior to Congress’ Thanksgiving break, Republicans refused to end floor debate on the NDAA for Fiscal Year 2014, arguing that Democrats were unfairly trying to limit the number of amendments to the bill (over 500 amendments have already been introduced). Negotiations are ongoing to determine the number of additional amendments that would be offered, but it is likely that at least 50 more will be put forward.

ASHRAE is working with stakeholder organizations, closely monitoring the amendments and progress of the NDAA. We expect that at an amendment may at some point be offered that could prohibit the Department of Defense from using funds to obtain LEED Gold or Platinum Certifications.
December 23, 2013

Historian – Report for: Dec meeting newsletter

After a great dinner we distributed awards to chapter members that were presented at the CRC last August. We recognized the following members:

William Walter – Certificate for Presidential Award of Excellence and a plaque for Region I Most Improved Chapter.
Ron Westbrook, PE – Plaque for Regional Technology Award of Engineering Excellence for Existing Buildings.
Richard Kimball – Certificate of Achievement in recognition for exceeding goal of $13,430. Also a plaque for Web sitation of Excellence - Honorable Mention.

In recognition all Veteran members that were in attendance were treated to a free dinner meeting which was sponsored by an anonymous donor and the CNY chapter Board of Governors.

Our technical program presenter Assis Flores – Account Executive for Johnson Controls presented on the energy usage in Healthcare facilities. The focus of the presentation was about the Operating Room Environment Optimization (OREO) to deliver better clinical outcomes by tracking critical OR environmental conditions, meet standards for air change rate, and conserve energy.

On December 11, 2013 a group of dedicated member and significant others Joined us for the Holiday Dinner. It was nice and intimate for a special night approaching the holiday season.

Please check the other parts of the news letter for the great program being planned for our January meeting.
The CNY Chapter is now accepting business card advertising in this monthly newsletter. Send us your business card (or text for a line card) and we'll scan it in and for $50 your card will run in the newsletter for the year. Send your ad and payment to: ASHRAE Newsletter, Advertising, P.O. Box 2396, Syracuse, NY 13220.

If you have a digital card (or questions), email it to Richard Kimball: rkimball@usgbc.org.
Register today for ASHRAE’s 2014 Winter Conference and AHR Expo at www.ashrae.org/newyork. More than 100 New York PDHs, AIA LUs, PDHs and LEED AP credits available through ASHRAE Learning Institute courses and Technical Program sessions.

Don’t miss our very own Pete King of King + King Architects presenting Seminar 44 at the Winter Meeting on Tuesday, January 21, 11:00 AM-12:30 PM.

SEMINAR 44

1913 Warehouse Transformed to a "Green Laboratory"

Pete King, King + King Architects, Syracuse, NY A firm of architects chose a warehouse, constructed in 1913 as a manufacturing facility, as their new headquarters. The building was un-insulated, single glazed with inefficient MEP systems. The building was transformed into a LEED Platinum studio with space for tenants. 97% of the existing structure/envelope was retained and 95% of the spaces have daylight/views with a high level of IEQ. The energy-saving strategies included an "exterior insulation and finishing system" (EIFS) and energy and daylight modeling were used to meet energy target goals, reduce MEP system sizes, and support integration of all building systems to optimize return on investment.

https://www.ashrae.org/membership--conferences/conferences/2014-ashrae-winter-conference
Job Posting

JOB TITLE: Eastern Regional Sales Manager
REPORTS TO: Executive VP/GM
COMPANY: Fulton Management Services
POST DATE: 10/16/13

JOB OVERVIEW
The Eastern Regional Sales Manager is responsible for the successful partnerships with reps in the assigned territories. Success is defined in terms of overall sales, the costs of doing business and strength of the relationships.

TASKS & RESPONSIBILITIES
Manage assigned rep organizations to:
Ensure their alignment with our company operating philosophy and values
Organizational structure is sufficient for the territory and long term success
Monitor sales, margins, market penetration, warranty etc.
Communicate above data and establish appropriate plans
Act as the focal point to handle all rep issues/conflicts
Plan and coordinate sales efforts for maximum sales volume and rep support
Periodic and routine rep visits
Engineering sales calls (with and without the reps)
Technical training and presentations
Field visits
Assist the Product Managers and VPs with: sales forecasting, sales meetings and shows, rep strategy

MINIMUM REQUIREMENTS
Technical degree or experience required
Sales experience preferred
Excellent communication skills a must
Ability to stand and conduct professional presentations in large group setting
Good credit standing
Valid, non-restricted driver’s license, Valid passport, and ability to travel up to 30%

REQUIRED TRAINING
Fulton Product training
Fulton Sales Training

FULTON VALUES EMPLOYEES WITH HEART
Honesty and integrity
Effective and results oriented
Always customer focused
Respectful and considerate
Team player

DISCLAIMER: This is not to be construed as an employment contract. This is only to be used as the description of the job being performed.