



MEMORANDUM OF UNDERSTANDING

American Society of Heating, Refrigerating and Air-Conditioning Engineers and International Facility Management Association

Founded in 1894, The American Society of Heating, Refrigerating and Air-Conditioning Engineers, Inc. (**ASHRAE**), Atlanta, Georgia advances the arts and sciences of heating, ventilating, air conditioning and refrigerating to serve humanity and promote a sustainable world.

Founded in 1980, the International Facility Management Association (**IFMA**), Houston, Texas, is an international association for professional facility managers, supporting more than 19,000 members in 60 countries. IFMA certifies facility managers, conducts research, provides educational programs, recognizes facility management degree and certificate programs, and produces the World Workplace facility management conference and exposition.

In recognition of shared technical interests, ASHRAE and IFMA agree to support this Memorandum of Understanding to advance and promote the mutual interests of engineering and facility professionals. We are committed to work together toward the following goals:

ANNUAL MEETINGS

Recognizing the importance of communication in organizational collaboration, both organizations commit to hold a liaison meeting annually (either in person or via conference call) of designated ASHRAE/IFMA senior representatives to:

- Ensure ongoing advancement of collaborative projects.
- Keep each respective organization informed of major initiatives.
- Discuss new opportunities for collaboration.

Action items with assigned responsibilities shall be recorded at each meeting.

AREAS OF COMMON INTEREST

ASHRAE and IFMA opportunities for collaboration include, but are not limited to, the following:

- Encourage continuing dialogue between ASHRAE and IFMA at all levels on issues of importance to engineers and facilities professionals
- Both organizations agree to share products prepared with respective members without impairing the value of membership in either organization.
 - Where mutually beneficial, jointly promote educational programs to members through collaboration between the ASHRAE Learning Institute and IFMA (such as member discounts offered to the other society's members).
 - Where mutually beneficial, jointly identify, create and implement new products and services including:
 - Regional conferences that encourage the exchange of developing engineering solutions
 - Joint publications (print and electronic)
- Recognizing both organizations currently offer and will continue to expand certification programs, ASHRAE and IFMA agree to:
 - Discuss a collaborative foundation that allows certification programs from each organization to be complementary.
 - Seek ways to promote respective certification programs.

- ASHRAE and IFMA agree each organization shall cross-market, where appropriate, each other's products and services.
 - Each organization will help publicize events on their respective websites and in printed publications.
 - Each organization will consider publishing announcements about new publications, standards, training and educational programs, etc.
 - ASHRAE and IFMA shall discuss mutually beneficial pricing strategies for products and services.

- Each organization agrees to provide the other with:
 - Two complimentary VIP registrations to the organization's primary annual meeting.
 - One complimentary subscription to each printed or electronic magazine.
 - A listing of applicable chapter or regional officer contact information to encourage joint local meetings.
 - Complimentary memberships for the senior volunteer leader and the senior staff officer of each organization.

- ASHRAE and IFMA agree to discuss ways to promote adoption and widespread use of codes and standards of mutual interest.
 - Both organizations will present government affairs strategic objectives and discuss ways to collaborate.

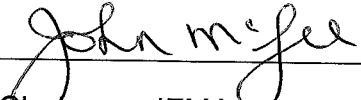
- Recognizing that both organizations have representatives in the Washington, D.C. area, ASHRAE and IFMA agree to collaborate on Government Affairs activities of common interest, including but not limited to:
 - Educating legislators and regulatory agencies on issues confronting building owners, managers and designers.

- Partnering with other organizations to promote built environment issue awareness.
 - Monitoring legislative and regulatory activities that might impact built environment professionals.
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- ASHRAE and IFMA are committed to improving sustainability in the built environment and agree to collaborate on initiatives that promote energy efficiency in buildings.

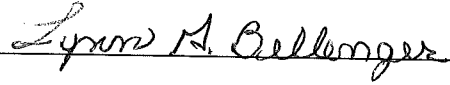
Each organization recognizes the unique and varying concerns of the other and neither organization will interpret or impose conditions herein to prevent the other organization from fulfilling its mission. Each organization will give proper recognition to each other for individual and joint efforts in reporting to their respective membership and to the general public.

This MOU reflects a commitment by ASHRAE and IFMA to continue and enhance their working relationship and individual efforts toward achieving mutual objectives described above. It does not create a binding obligation or agreement between the parties, and neither party has an obligation to negotiate toward or enter into a binding written agreement. In addition, this MOU does not create a partnership, joint venture, fiduciary relationship or similar relationship between ASHRAE and IFMA. Either party may terminate this MOU, with or without stated cause, upon providing the other party with thirty (30) days written notice of intent to terminate. Furthermore, it is understood that this Memorandum of Understanding is conceived as a dynamic document, meant to change as circumstances and priorities warrant, that it is a beginning point and that any protocol of specific projects and activities developed is intended as an integral part of this understanding.

Executed this 16th day of October, 2008



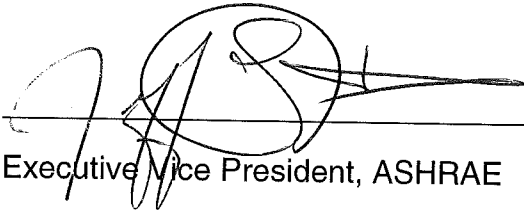
Chairman, IFMA



Treasurer, ASHRAE



President and CEO, IFMA



Executive Vice President, ASHRAE