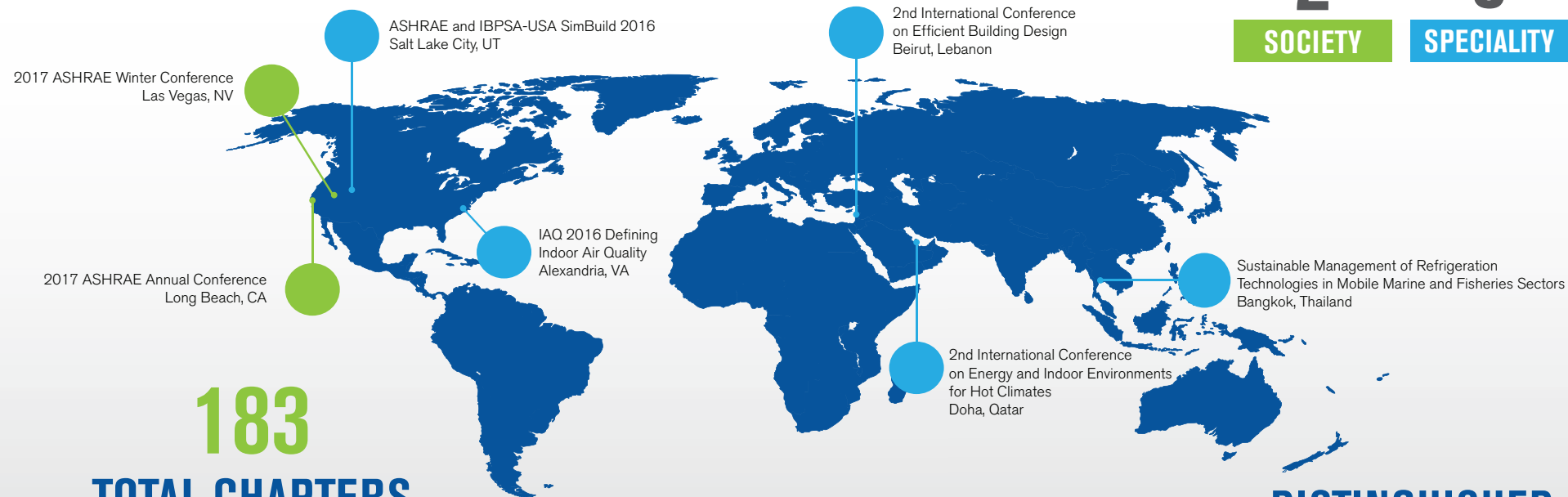


## MEMBER SERVICES

### ASHRAE CONFERENCES AROUND THE WORLD



**2** SOCIETY  
**5** SPECIALITY

**183**

TOTAL CHAPTERS

**56,500**

▲ 0.7%

TOTAL SOCIETY MEMBERS

**296**

ACTIVE STUDENT BRANCHES

**272** DISTINGUISHED  
LECTURER VISITS

**8,842** WEBCAST  
REGISTRANTS

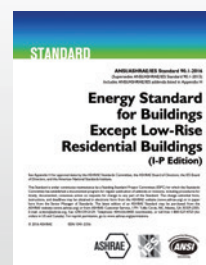
## PUBLISHING AND EDUCATION

**18** NEW  
PUBLICATIONS

**217** TOTAL EDUCATION  
COURSES PRESENTED

ASHRAE Learning Institute COURSE  
INVENTORY: **183**

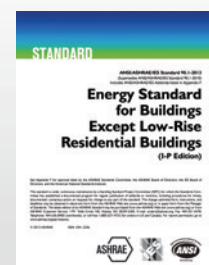
### TOP 5 BESTSELLERS



90.1-2016



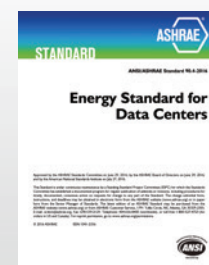
62.1-2016



90.1-2013



135-2016



90.4-2016

**7,320** COURSE  
ATTENDEES

**237** HOURS OF TRAINING  
IN EARNING PORTAL



## SOCIETY SNAPSHOT

For the period July 1, 2016–June 30, 2017

## TECHNOLOGY



**27**

STANDARDS &  
GUIDELINES PUBLISHED



**22**

RESEARCH PROJECTS  
AWARDED



**3,650**

TOTAL TECHNICAL  
INQUIRIES

## MARKETING



**1,222,304** VISITS TO ASHRAE.ORG



**8**  
TRADE SHOWS EXHIBITED

### SOCIAL MEDIA FOLLOWERS

**f** 54,141  
▲ 22%

**in** 27,974  
▲ 31%

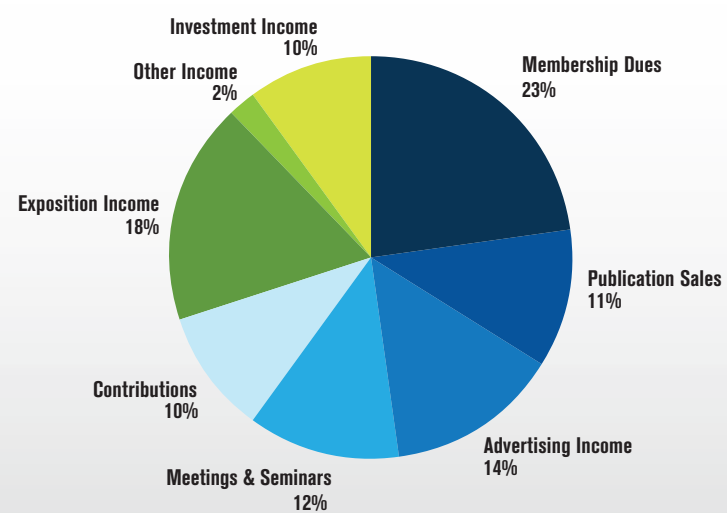
**t** 14,700  
▲ 15%

**YouTube** 1,905  
▲ 76%

## FINANCIAL

### ASHRAE Source of Funds

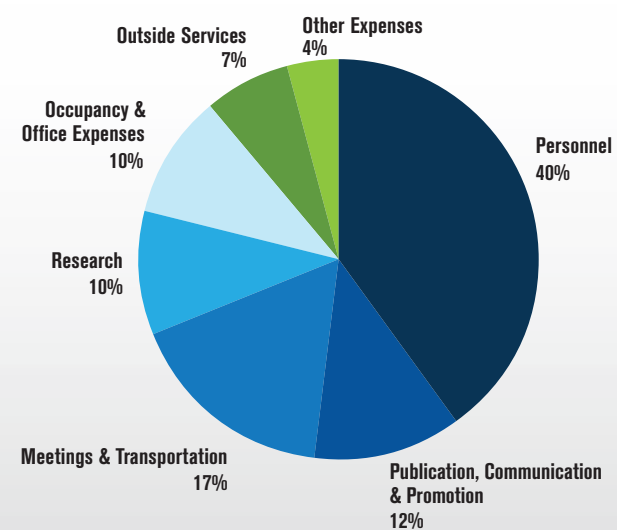
Fiscal Year Ended June 30, 2017



**\$29.089M** REVENUE

### ASHRAE Application of Funds

Fiscal Year Ended June 30, 2017



**\$28.653M** EXPENSE

## DEVELOPMENT

**\$3.1M** TOTAL RAISED

RP CAMPAIGN GOAL  
**\$2.36M**

(Research, YEA, ALI, Scholarships, General)

**\$357,000**  
RAISED IN NEW  
SCHOLARSHIP ENDOWMENTS



WITHIN THE  
RP CAMPAIGN  
**\$1.9M**  
RAISED FOR  
RESEARCH ONLY



**\$184,500**  
AWARDED THROUGH  
**44**  
SCHOLARSHIPS

## GOVERNMENT AFFAIRS



**4,000+**  
ASHRAE-RELATED BILLS  
TRACKED OR PASSED



**186**  
CHAPTER  
OUTREACH EFFORTS