

**DEVELOPMENT COMMITTEE MEETING**  
**Monday, February 10<sup>th</sup>, 2025**  
**9:45 – 11:45 AM (CST)**  
**MINUTES**

<b><i>Present</i></b>		<b><i>Staff</i></b>
Darryl Boyce, Chair	Aakash Patel	Kirstin Pilot
Jason Alphonso, Vice Chair	Wade Conlan	Sami Cowan
Dunstan Macauley	Bill McQuade	Megan Gotzmer
Les Pereira	Randy Jones	Robin Okunowo
Haley Goslinga	Jim Fields	Margaret Smith
Mike Hart	Billy Austin	Julia Mumford
Michael Cooper	Andy Manos	Jeff Littleton
David Sinclair	John Nix	Savanna Smith
Nicolas Lemire	Hassan Sultan	Karen Reyes
Don Colliver	Jim Wolf	
Dennis Knight	Dan Pettway	

**1. CALL TO ORDER**

Boyce called the meeting to order at 9:45AM and read the value statement.

**2. REVIEW AGENDA**

No revisions or additions to the agenda.

**3. APPROVAL OF DEVELOPMENT COMMITTEE MINUTES**

- A. June 24, 2024, Meeting Minutes
- B. November 14, 2024 Virtual Meeting

Pereira moved, Austin seconded,

- 1) To approve the minutes from the June 24, 2024 meeting and the minutes from the November 14, 2024 virtual meeting.

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**MOTION PASSED**

**4. REVIEW ACTION ITEMS**

- A. June 24, 2024, Meeting
- B. November 14, 2024 Virtual Meeting

No Action Items

## **5. FINANCIAL & CONSTITUENT REPORTS**

### **A. ASHRAE Foundation**

Jones gave the Foundation report. \$1,460,000 pledged and raised. Hart spoke about the treasurer's report.

### **B. RP Annual Campaign**

Pereira gave the RP report. RP 1.5% ahead. Hart asked if there were spreadsheets to track who has given and Pereira responded in the affirmative. They're talking about setting a number for a goal of expanding the donor base.

### **C. COF Annual Campaign**

Boyce gave the COF report. They've already received \$805 before their mailing has even gone out.

Pilot spoke about the "next level" software that will give realistic and smart next jumps that can be incorporated into the invoice.

### **D. LMC Annual Campaign**

Jones gave the LMC report.

### **E. Scholarship Trustees**

Littleton gave the scholarship presentation.

## **6. PLANNING COMMITTEE**

### **A. Planning Committee Speaker**

Austin gave the planning committee presentation.

## **7. STRATEGIC PLAN**

### **A. Strategic Plan Speaker**

Austin gave the strategic plan presentation.

## **8. COORDINATING OFFICER REPORT**

### **A. Leadership Presentation**

Conlan gave the leadership presentation.

## **9. NEW BUSINESS**

### **A. MBOs 24-25**

No discussion.

### **B. Corporate Endowments**

Boyce went over the corporate endowments. The goal is to give information to help the members of the committee to start discussions with corporations about getting large amounts into endowments so it can continue to make money.

Hart asked if anything needed to be clarified with respect to the commercialism issue. Pilot explained that the motion was passed in foundation to allow the establishment of endowments under corporation names.

## **10. SUBCOMMITTEE REPORTS**

### **A. Planning Subcommittee**

Alphonso gave the report for the planning subcommittee. Cooper asked about the commercialism policy and how they're aligning the "missions" vs who they're asking for money from. Pilot spoke about how they're sticking to values around ASHRAE and corporations. He suggested reevaluating the commercialism policy wording, and Jones voiced his support.

Evaluate and work on the wording of the commercialism policy.

AI(1)

### **B. Operations Subcommittee**

Chair not present. No discussion. ROB/MOP changes to be letter ballot following the meeting.

## **11. DEVELOPMENT UPDATES**

### **A. Development Staff Update**

Pilot gave the development staff update.

### **B. Proposals – Prospect List**

Pilot spoke about the new one-pagers and going over the issues with the barriers that kept everyone from going for specific asks.

### **C. Future Fund**

Pilot spoke about the future fund, which was just approved. It will generate interest that can be used for high-level costs. Hart asked who controls it, and Pilot answered that the board does.

## **12. MISCELLANEOUS ANNOUNCEMENTS**

### **A. 2025 Annual Conference, June 21-25, 2025**

#### **i. Development Committee Meeting – Monday, June 23**

Boyce said there would be subcommittee meetings before the Annual meeting, but no full committee meeting.

Colliver spoke about the commercialism policy. He gave examples of policy intent and suggested adding item R: “companies wishing to establish ASHRAE foundation endowments using their (company?) names are encouraged.”

Under (1.201.009.4) Guiding principles, commercialism.

**Hart moved, Cooper seconded,**

**2) To amend the rules of the board to include Colliver’s suggestion that Under 1.201.009.4 in Guiding Principles under commercialism, they add Item R:**

**“Companies wishing to establish ASHRAE Foundation Endowments under their company names are encouraged.”**

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**MOTION PASSED**

## **13. ADJOURNMENT**

Adjourned at 11:03AM.