2016 ANNUAL MEETING
NOVEMBER 13–15 | FAIRMONT SCOTTSDALE PRINCESS | SCOTTSDALE, ARIZONA

Major Issues Highlights
Dear AHRI Members:
This document highlights the major accomplishments and ongoing efforts of your association since the Spring Meeting. If you wish to discuss any of the items enclosed, you are encouraged to raise questions during your product section meetings, or contact AHRI staff members during the Annual Meeting.
Certification

The AHRI certification programs continue to grow, and we continue to support the introduction of new programs, such as Air-Handling Unit Casings. Since January of this year, 23 original equipment manufacturers (OEMs) and 36 private brand manufacturers (PBMs) have joined the AHRI certification programs; an additional 45 OEM and 23 PBM applicants are awaiting approval. This is the best indicator of the importance and good health of the AHRI Certification Program.

By the end of this year, AHRI will have conducted more than 2,300 performance tests at its contracted labs all over the globe, each one meeting strict requirements for accuracy, repeatability, and confidentiality of the results.

Eight laboratories — with testing locations in North America, Europe, and Asia — are under contract to AHRI.

AHRI’s laboratory diversification effort, now in its fifth year, has successfully identified and qualified new labs for AHRI certification testing. The lab qualification process is lengthy and requires careful auditing to ensure the lab can perform the tests as required. In addition to qualification, AHRI must consider staff expertise, location, and other factors. Auditing the contracted laboratories is crucial to confirm that tests are being conducted correctly and in compliance with AHRI’s operations manuals and testing protocols. All laboratories contracted to AHRI are audited every year, in accordance with ISO 17065 accreditation requirements.

AHRI Testing Laboratory Locations

- Air Movement and Control Association (AMCA) – U.S.A.
- Canadian Standards Association (CSA) – U.S.A.
- Cetiat – France
- DMT GmbH & Co. KG – Germany
- General Machinery Research Institute (GMRI) – China
- Intertek – U.S.A. (NY, OH, TX)
- Lucerne University (HSLU) – Switzerland
- Underwriters Laboratories (UL) – U.S.A.
Throughout this year, as it does every year, AHRI submitted certification reports and compliance statements for regulated products to the Department of Energy (DOE), the Environmental Protection Agency (EPA), the California Energy Commission (CEC), and Natural Resources Canada (NRCan). This reporting service helps reduce the regulatory burden for companies participating in AHRI’s certification program because AHRI submits the required reports on behalf of participants, eliminating the need for manufacturers to do the same. In some programs, we are on pace to submit nearly double the reports than in past years.

The Certification Programs & Policy Committee (CP&P) and other AHRI committees and product sections have discussed the potential relationship between DOE regulations and AHRI’s standards and certification programs, which has initiated a critical review of AHRI rules and procedures in an effort to identify the differences with DOE test procedures, assessment, and enforcement testing.

In the international arena, AHRI is recommending AHRI/ASHRAE standards and the AHRI certification programs as a means of compliance with emerging minimum energy performance standards (MEPS). This approach requires quick action by certain product sections and the CP&P Committee to ensure the AHRI standards and certification programs are globalized. The compliance committees of some programs are revising their respective operations manuals to include international rating conditions (T3 temperatures and 52°C test) identified in MEPS in Saudi Arabia. Concurrently, the AHRI Directory is being programmed to include a separate portal for products certified to international rating conditions.

### AHRI Directory of Certified Product Performance

<table>
<thead>
<tr>
<th>Regulatory Agency</th>
<th>Reports submitted (Year to date)</th>
</tr>
</thead>
<tbody>
<tr>
<td>DOE</td>
<td>7,503</td>
</tr>
<tr>
<td>EPA</td>
<td>250</td>
</tr>
<tr>
<td>NRCan</td>
<td>140</td>
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<td>CEC</td>
<td>1,332</td>
</tr>
</tbody>
</table>

In addition to its longstanding accreditation by the Standards Council of Canada (SCC) as a certification body, AHRI is in the process of being accredited by COFRAC, a French accrediting agency, to include ISO standards under AHRI’s scope of 17065 accreditation. The COFRAC accreditation will help AHRI and its certification program participants to meet European regulatory requirements. In an ongoing effort to expand the program, AHRI contracted with an agent in India who will promote AHRI certification in the region’s growing HVACR and water heating market.

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Policy

Government Affairs
While Congress, the nation, and the media have been consumed by the presidential election, the Government Affairs team has remained busy. By working with industry partners, including the Air Conditioning Contractors of America (ACCA), Heating, Air-conditioning & Refrigeration Distributors International (HARDI), North American Technician Excellence (NATE), and the Plumbing, Heating, and Cooling Contractors Association (PHCC), as well as environmental advocates, AHRI has made progress on legislation that would reduce the regulatory burden for manufacturers and others in the industry. While the legislative calendar has been dominated by government funding and other urgent items, AHRI will continue working to push this legislation as it builds relationships with new members of Congress and maintains relationships with others.

With the election behind us, Congress also is expected to tackle long-term funding measures to ensure the continued operations of the federal government and its programs. The results of the recent election may change the political goals of the two parties, but current funding expires in early December, so a shutdown looms. Beyond funding issues, Congress may tackle limited corrections and extensions of the current tax code—a short-term fix that may lay the groundwork for more comprehensive reforms of the entire tax code. Finally, numerous stakeholders, including AHRI, await a conference report consolidating the House and Senate energy bills into the broadest energy legislation in over a decade. The prospects for final passage are not great, but the countless hours of negotiations and legislative edits may produce a product palatable to Democrats, Republicans, and the President.
AHRI also has made a significant investment in advocating for and protecting its members at the state level. Legislation in the states tends to move quickly and can include a wide range of topics related to the industry. This year legislation was introduced in California that would have required the California Energy Commission (CEC) to develop a serial number tracking system to monitor sales and installations of HVAC equipment in California to improve HVAC permit compliance. AHRI worked diligently to amend this legislation and was successful in removing serial number tracking from the bill. Instead, CEC will now develop a plan to address low permit compliance, and will include manufacturers, distributors, and contractors as stakeholders in the process.

In Utah, AHRI worked with legislators to clarify an install vs. manufacture date issue with legislation that sets NOx emission levels in water heaters starting in July 2018. Additionally, AHRI will introduce legislation in Utah in 2017 that helps correct the NOx emission levels intended for commercial water heaters.

AHRI was successful this year in defeating harmful pieces of legislation in several states. In Connecticut, AHRI joined a coalition to stop harmful extended producer responsibility recycling legislation for product packaging, and worked with allied associations to defeat legislation in Kansas and Michigan that would have created different warranty processes for those states. In Rhode Island, AHRI helped lead an effort to defeat legislation that would have granted the State Office of Energy Resources broad authority to regulate products at the state level.

Next year will be another busy year at the state level as states continue to increase their legislative output and tackle issues Congress has left for debate. AHRI will proactively pursue legislation in Virginia to promote home safety and the proper bonding of yellow corrugated stainless steel tubing, look for ways to promote member products through Property Assessed Clean Energy (PACE) financing, and ensure AHRI’s priorities are reflected in legislation that affects the industry.

While we traditionally hold a congressional reception during the August recess, this year AHRI decided to move it to the Public Policy Symposium, which will be held March 21-22, 2017, at the Willard Intercontinental Hotel in Washington, D.C. The reception has historically attracted many Capitol Hill staff members; however, the new date will allow AHRI to welcome members of Congress as well as AHRI members who are attending the Symposium.

The 2016 Public Policy Symposium proved to be an excellent stepping stone for competitors in the Chairman’s Challenge, which is designed to support the current chairman’s goals for the association. This year’s challenge will recognize member companies that participated in the most legislative and school visits in 2016, in two categories: multi-state and single-state. We will announce the winners in each category during the Chairman’s breakfast, November 14 at 7 a.m.

This is the third year of the annual challenge, and participation has grown consistently each year. This year, there were 24 participants in the legislative visit category, and seven in the...
school visit category. These visits serve as an important reminder to policymakers of the jobs, innovation, and quality of life that stem from the products and equipment our member companies produce every day, and show students that the industry offers plenty of career opportunities.

A strong, well-qualified workforce of technicians and contractors not only improves consumer sentiment — it protects manufacturers from needless warranty claims and makes AHRI’s legislative efforts difficult to ignore. One of our strongest tools for growing and maintaining a skilled workforce is the Clifford H. Ted Rees Scholarship Foundation. In 2016, the Foundation awarded $63,000 in scholarships to 37 deserving students, including four veterans, who are pursuing careers as HVACR and water heating technicians. Awareness and interest in the program continues to grow, and in 2016 the Foundation received an all-time high of 157 applications. This is due in part to new partners HARDI and ACCA, which have joined forces with AHRI to make Rees an industry-wide scholarship program. So far this year, the Foundation has raised $164,000. Donate to the Rees Scholarship Foundation at www.reesscholarship.org.

Regulatory
Minimum energy efficiency standards and refrigerant policy are among the many issues AHRI has been following and engaged in since the beginning of the year. The number of rulemakings impacting AHRI members peaked in 2015, and by the end of this year, just a few will remain active. We do, however, expect the Department of Energy’s (DOE) regulatory activities to increase again in 2019/2020, when rules for several major product categories will be up for review. Since the beginning of the year, DOE completed six rulemakings, three impacting minimum energy efficiency standards and three amending federal test procedures. Among these rules are revisions to the residential boilers, commercial furnaces, and commercial unitary minimum efficiency standards. This year, we expect DOE to complete rulemakings addressing residential furnaces, residential central air conditioners, commercial boilers, and walk-in coolers and freezers.

To help members track these regulations, AHRI is expanding the Regulatory Resources web tool (pictured above), which was launched last year and details all rulemakings impacting AHRI member products, including comments filed, deadlines for comments and compliance, and more. The page now also includes rules from the Environmental Protection Agency (EPA) and the Federal Trade Commission (FTC), as well as codes and standards developments. AHRI members are encouraged to use this web resource to track the timeline of rulemakings, and to view AHRI’s comments on the rules.

AHRI has been following activities at the EPA, the California Air Resources Board (CARB), and Environment and Climate Change Canada (ECCC). The EPA continues to implement the President’s Climate Action Plan and completed another rulemaking in September 2016 de-listing additional refrigerants under the Significant New Alternatives Policy (SNAP) program. Last April, CARB issued a draft strategy document proposing to significantly limit the use of HFCs in air conditioning and refrigeration equipment. We expect CARB to finalize the strategy in the fall and to start a rulemaking process early next year. In Canada, ECCC released a proposal announcing its intent to harmonize its regulation (to the maximum extent practicable) with the SNAP program.
At the state level, AHRI closely monitors regulatory activities in California, including the appliance efficiency standards (Title 20) and the building energy code (Title 24). In addition, AHRI follows activities at the South Coast Air Quality Management District (SCAQMD), and submitted comments supporting proposed measure CMB-02, *Emission Reductions from Commercial and Multi-unit Residential Space and Water Heating*, which would develop a program to incentivize the replacement of older boilers, water heaters, and space heaters with new, more efficient, low-NOx boilers, water heaters, space heaters, or zero-emitting alternative technology. However, AHRI continues to be concerned with Rule 1111, *NOx Emissions from Natural Gas-Fired Fan-Type Central Furnaces*, and submitted a letter requesting the reopening of the rule to revise the 14 ng/J NOx emission limit and the suspension of the collection of mitigation fees specified in that rule.

The level of regulatory activity in Canada has steadily increased over the past few years. Natural Resources Canada (NRCan) has strengthened and expanded Canada’s commitment to energy efficiency to address the Canadian government’s aggressive policy objectives. Several amendments to the Canadian energy efficiency regulations were issued in the spring of 2016, mostly to harmonize them with DOE regulations. In addition, AHRI, in collaboration with Heating, Refrigeration and Air Conditioning Institute of Canada (HRAI), continues to be engaged in several Canadian provinces responding to regulations impacting energy efficiency. We are working closely on the British Columbia Extended Producer Responsibility regulation, and are collaborating with HRAI and the Canadian Institute of Plumbing & Heating to exempt HVACR products from the requirements. A meeting with the British Columbia Minister of the Environment will be scheduled in the fall.

Finally, AHRI has served as the industry’s liaison on several trade and professional organizations, including the ASHRAE 90.1 Committee, the International Code Council (ICC), and other code bodies, including those that develop fire, mechanical, building, fuel gas, and energy codes.

**Research**

AHRI’s flammable refrigerant research program is well underway, with support from several industry organizations, DOE, and ASHRAE. The research program aims to identify critical research needs and fill knowledge gaps on the implementation of flammable refrigerants in codes and standards. The program, funded at $5.8 million, includes eight key research projects. AHRI has launched three of them through its research arm, the Air-Conditioning, Heating, and Refrigeration Technology Institute (AHRTI). The remaining five projects will be conducted by ASHRAE, Oak Ridge National Laboratory, and the National Institute of Standards and Technology. The research program will evaluate flammable or mildly flammable low-global warming potential (Low-GWP) refrigerants that are under consideration to replace those currently in use. These refrigerants were identified under AHRI’s Low-GWP Alternative Refrigerants Evaluation Program, which was implemented in two phases with the support of manufacturers, suppliers, and testing labs. Seventy test reports were produced over a four-year testing period. All reports from the program are available at [www.ahrinet.org/arep](http://www.ahrinet.org/arep).

**Recently Completed Research Projects**

- **AHRI-8016**: *Risk Assessment of Rooftop Units Using A2L Refrigerants*
- **AHRI-8018**: *Review of Refrigerant Management Programs*
- **AHRI-ASHRAE 1630**: *Update the Scientific Evidence for Specifying Lower Limit Relative Humidity Levels for Comfort, Health, and IEQ in Occupied Spaces*
- **AHRTI-ASHRAE 1641**: *Effect of Unsaturated Fluorocarbon Contaminants on the Reliability and Performance of HVACR Equipment*

**Newly-launched Research Projects**

- **AHRTI-9007**: *Benchmarking Risk by Real Life Leaks and Ignitions Testing*
- **AHRTI-9008**: *Investigation of Ignition Temperature for 2L Refrigerants*
- **AHRTI-9009**: *Leak Detection of A2L Refrigerants in HVACR Equipment*
International Affairs

Global challenges for AHRI members continue to grow and create an uncertain international business climate for manufacturers and the industry on two broad fronts: Uncoordinated and increased government global regulation of equipment performance; and unsettled issues associated with the yet-to-be determined hydrofluorocarbon (HFC) phasedown and the orderly introduction of alternative refrigerants.

On the margins of these issues are challenges posed by negotiations in the World Trade Organization (WTO) to lower tariffs on “select” environmental goods, a global standards competition to set the terms of reference in global standards that could damage the industry’s need for competent and truly global applicability, and harmonization of North American deviations to the International Electrotechnical Commission’s (IEC) safety standards.

AHRI supports foreign governments’ energy performance standards for HVACR and water heating equipment, and advises on the use of AHRI standards and certification programs as elements of a path to compliance for market surveillance (enforcement), and a way to allow AHRI certified equipment to avoid extra and unnecessary testing for market entry. Actions in this area are in play with Mexico and the countries of the Arabian Peninsula. AHRI International Affairs staff work closely with the AHRI Standards staff to support the global application of AHRI standards and certification programs, such as the need to adopt global reference conditions to 50Hz and T3 temperature conditions, in order to adequately respond to increasing demand for AHRI standards and certification programs worldwide.

AHRI represents members and provides consistent messaging on the need for an orderly phase-down of HFC refrigerants at Montreal Protocol meetings, to the Climate and Clean Air Coalition (CCAC), to country representatives at the Montreal Protocol meetings, and through AHRI’s Global Partner network and ICARHMA (International Council of Air-Conditioning, Refrigeration, and Heating Manufacturers Associations). AHRI also works with kindred organizations such as ASHRAE, especially at the chapter level, to better amplify our unique message throughout the industry supply chain all the way to equipment end-users.

Members of ICARHMA met this year in Melbourne, Australia, hosted by the Air Conditioning and Refrigeration Equipment Manufacturers Association of Australia.

AHRI plays a special role in promoting refrigerant choice and supply chain training and education. For the former, our goal is to leverage AHRI-sponsored research on alternative refrigerants (e.g. AREP and the nascent Risk Assessment Research) to encourage a rational approach to implementing the introduction of alternative refrigerants. AHRI is driving the two industry-led initiatives to train and educate technicians on the proper handling of new refrigerants, including the Global Refrigerant Management Initiative, and the Refrigerant Driving License (RDL), a partnership with the United Nations Environment Programme.

AHRI follows relevant trade negotiations. and since 2014 AHRI has supported the United States Trade Representative’s (USTR) efforts in WTO negotiations to provide AHRI-nominated products’ status as “environmental goods” to enjoy lower tariffs with WTO member countries.

Finally, AHRI was active in 2016 in showcasing its standards and certification programs in important market trade shows, including the AHR Expo, ACREX (India), CMPX (Canada), Mostra Convegno (Italy), China Refrigeration, AHR Expo Mexico, Chillventa (Germany), and the Big Five Show in Dubai.

AHRI co-sponsored and exhibited at the 2016 AHR Expo Mexico, September 20-22 in Monterrey.
AHRI’s NextGen information technology projects are well underway, with some stages already complete. The first phase of the Integrated Statistical Trend Analysis Reporting System (iSTARS) is in production support, and Phase 2.3 was released to members in July. The remaining features of Phase 2 will be available to members in late November. In 2017, AHRI will initiate the knowledge transfer and new tools for iSTARS. This project, a major overhaul of AHRI’s former statistical reporting site that offers many new features, is on budget and will continue enhancements through the end of the year.

On the certification side, work continues on the Certification Directory and Regulatory Reporting (CDRR), which will replace AHRI’s Directory of Certified Product Performance. The site was beta tested by members in July, and AHRI has continued developing the regulatory reporting component through this month. While the project is on budget to meet original requirements, AHRI is evaluating potential issues due to new mandates from the Department of Energy affecting reporting for certified products. The project will include multi-lingual options and a mobile app, which are in development.

The AHRI Certification System (ACS), which maintains a centralized certification testing database, was successfully completed in July. It offers a secure channel for labs to access test data from AHRI, and provides real-time testing status. The ACS also generates automated testing reports and supports the lab diversification effort by maintaining a central system to transfer information.

In product section news, AHRI recently eliminated the Fluid Pump Product Section, as it has not been active for several years. Members of this section belong to the Hydraulic Institute, as well as to AHRI’s Hydronic Institute Product Section, which was restructured to include pumps.

The new Certification Directory and Regulatory Reporting site desktop version (left) and mobile app (right).
Standards

AHRI Standard 1310 (I-P), *Wind Load Design of HVACR Equipment*, was completed this year. This standard establishes the wind load design, construction, and certification requirements for HVACR equipment. AHRI’s Standards 1270 (I-P) & 1271 (SI), *Requirements for Seismic Qualification of HVACR Equipment*, were approved this year by the American Society of Civil Engineers for referencing in the International Building Code.

AHRI’s Standards Policy Committee (SPC) Framework to Incorporate Global Rating Conditions in AHRI standards was further advanced this year, and multiple standard rating conditions have been or are being incorporated into the standards for the following products where the product’s performance is affected by climate: unitary air conditioners and heat pumps, variable refrigerant flow equipment, water-source heat pumps, single package vertical units, and packaged terminal equipment.

Under AHRI’s standards strategy for Canada, we introduced standards directly into Canada by means of our accreditation by the Standards Council of Canada (SCC). CAN/ANSI/AHRI Standard 540 (I-P and SI), *Performance Rating of Positive Displacement Refrigerant Compressors and Compressor Units*, was approved earlier this year by SCC as a National Standard of Canada (NSC). Further in Canada, AHRI is undertaking work with the Canadian Standards Association (CSA) to harmonize our performance rating standards for a variety of products.

AHRI continued its role as secretariat for Subcommittee 6 of ISO TC86, *Refrigeration and Air Conditioning*. AHRI hosted many working group meetings this year. Members and staff were active in ISO TC161’s efforts to advance standards on controls for gas and oil appliances and in IEC TC72’s work on automatic controls.

AHRI continued to sponsor five CANENA working groups that develop and maintain IEC-based North American tri-national electrical safety standards. CANENA is the Council for Harmonization of Electrotechnical Standards of the Nations of the Americas. Three standards have been published to date and another standard for commercial refrigeration equipment is nearly complete. Additionally, a new CANENA project to develop A2L refrigerant requirements for the North American version of the International Electrotechnical Commission (IEC) Standard 60335-2-40 is underway. AHRI is working with the IEC SC 61D working group to develop flammable refrigerant requirements for A2, A2L, and A3 refrigerants.

The Cooling Standards Subcommittee (CSS) approved the following AHRI standards and guidelines for publication:

- **AHRI Standard 700-2016**, *Specifications for Refrigerants*
- **AHRI Standards 810 (I-P) & 811 (SI)-2016**, *Performance Rating of Automatic Commercial Ice-makers*
- **AHRI Standards 1240 (I-P) & 1241 (SI)-2016**, *Performance Rating of Active Chilled Beams*
- **AHRI Standard 110-2016**, *Air Conditioning, Heating and Refrigerating Equipment Nameplate Voltages*
- **AHRI Standard 270-2015 with Addendum 1**, *Sound Rating of Outdoor Unitary Equipment*
- **AHRI Standards 870 (I-P) & 871 (SI)-2016**, *Performance Rating of Direct Geoexchange Heat Pumps*

- **AHRI Standards 750 (I-P) & 751 (SI)-2016**, *Performance Rating of Thermostatic Refrigerant Expansion Valves*
- **AHRI Guidelines G (I-P) & G (SI)-2016**, *Mechanical Balance of Impellers for Fans*
- **AHRI Guideline N-2016**, *Assignment of Refrigerant Container Colors*
- **AHRI Guideline Q-2016**, *Content Recovery and Proper Recycling of Refrigerant Cylinders*
- **AHRI Standards 420 (I-P) & 421 (SI)-2016**, *Performance Rating of Forced-Circulation Free-Delivery Unit Coolers for Refrigeration*
- **Addendum 1 to AHRI Standard 700-2016**, *Specifications for Refrigerants*
The following ten standards are expected to be approved by early 2017:

- New AHRI Standards 1060 (I-P) & 1061 (SI), Performance Rating of Flue Gas Combustion Analyzers
- New AHRI Standard 1310, Wind Load Design of HVACR Equipment
- New AHRI Standard 1410, Finned Tube Rating Standard
- Revision of ANSI/AHRI Standards 1360 (I-P)-2016 & 1361 (SI)-2016, Performance Rating of Computer and Data Processing Room Air Conditioners
- Revision of AHRI Guideline V-2011, Calculating the Efficiency of Energy Recovery Ventilation and its Effect on Efficiency and Sizing

AHRI is developing the following nine brand new standards and guidelines, many of which will be completed by next year:

- AHRI Standard 1231 (SI), Performance Rating of VRF Multi-Split Air Conditioning and Heat Pump Equipment
- AHRI Standards 1290 (I-P) & 1291 (SI), Performance Rating of Zoning Products
- AHRI Standard 545 (I-P & SI), Performance Rating of Modulating Positive Displacement Refrigerant Compressors and Compressor Units
- AHRI Standard 1150, Declaration, Verification and Bias for Noise Labeling
- Revision of ANSI/AHRI Standard 440-2008, Performance Rating of Room Fan-Coils
- Revision of ANSI/AHRI Standard 575-2008, Method of Measuring Machinery Sound Within an Equipment Space
- Revision of ANSI/AHRI Standard 1230-2010, Performance Rating of VRF Multi-Split Air Conditioning and Heat Pump Equipment
- AHRI Standard 375, Application Sound Rating of Outdoor Large Equipment
- AHRI Standards 1370 (I-P) & 1371 (SI), Performance Rating of Electronic Expansion Valves
- AHRI Standards 1430 (I-P) & 1431 (SI), Ultraviolet Light Treatment
- AHRI Guideline Y (I-P) & Y (SI), Residential Humidifiers Energy Consumption
- AHRI Standard 375, Application Sound Rating of Outdoor Large Equipment
AHRI’s Industry Awareness Campaign is now in its third year, and has evolved to support the association’s changing needs. At its core, the campaign aims to raise awareness of the necessity of AHRI members’ products, and to manage the regulatory burden placed on manufacturers. The Public Affairs team works closely with the Government and Regulatory Affairs staff to determine the best path forward regarding regulatory and legislative hurdles, and maintains a dialogue with both trade and mainstream media to explain AHRI’s position on relevant issues. Through this effort, AHRI garnered coverage in several mainstream media outlets, including The New York Times and The Washington Post, as well as coverage and interviews from smaller mainstream and trade publications. The campaign this year undertook two research projects: a national survey of contractors and an analysis of appropriate discount rates for use in federal energy efficiency rulemakings. These research reports are available to AHRI members, and serve as a resource for future planning and development.
As part of its ongoing effort to promote AHRI's certification program here and abroad, since the Spring Meeting, staff arranged for AHRI's participation in the Chillventa (Germany) and AHR Mexico trade shows, designing the booth and producing print collateral for distribution. These shows also featured the sought-after certification goody bags, which participants utilize to promote their certification designation at trade shows. The bag includes an AHRI Certified sign for display at the booth, a flash drive with information on how to promote certification participation, and flyers on the value of certified products for distribution at the show.

For this year’s Annual Meeting, AHRI launched its new mobile app, which includes many features requested by members. Users may now chat with other meeting attendees within the app, as well as access meeting agendas, information on area attractions, and related social media networks. Users who still have AHRI's old app should delete it and re-download, as the old version is no longer supported. AHRI members received login credentials when they registered for the Annual Meeting. If you need assistance using the app, visit the registration desk.

The AHR Expo, the world’s largest HVACR marketplace event, is fast approaching. The upcoming show will be held in Las Vegas, January 30-February 1, 2017. Co-sponsored by AHRI, ASHRAE, and the International Exposition Company, it is likely to sell-out very quickly, filling nearly 500,000 square feet of exhibit hall space. AHRI will exhibit at the show to promote its certification programs, standards, and education initiatives. Visit AHRI at booth #C-3506.

By the Numbers

- 1,860+ “Likes”
- 7,899+ Followers
- 14,482+ Views

Proud Sponsor

2017 AHR EXPO®
JAN 30 - FEB 1 Las Vegas CO-Sponsors ASHRAE AHRI
AHRI’s Financial Report

AHRI is having a strong financial year overall. A summary of the projected 2016 results and the 2017 budget is presented below:

### 2016 Revenue Projection

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<thead>
<tr>
<th></th>
<th>2016 Projected</th>
<th>2017 Budget</th>
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<tr>
<td>Revenue</td>
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<td>Net Operating Income</td>
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<td>Regulatory Strategy</td>
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<td>Litigation</td>
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<td>Next Gen Project</td>
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<td>Flammable Refrigerant Research</td>
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<tr>
<td>Net Income (Loss)</td>
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Data shown in thousands.

### Operating Revenue

### Operating Expenses

### Number of Certification Licensees

### Change in Membership
Upcoming Meetings & Events

AHR Expo
January 30–February 1, 2017
Las Vegas, Nev.

Executive Committee
March 21, 2017
Washington, D.C.

Public Policy Symposium
March 21–22, 2017
Washington, D.C.

Board of Directors
May 1, 2017
Reston, Va.

Spring Meeting
May 1–3, 2017
Reston, Va.

Board of Directors
November 12, 2017
Miami, Fla.

AHRI Annual Meeting
November 12–14
Miami, Fla.

AHR EXPO
January 22–24, 2018
Chicago, Ill.