



MISSION

To support research for the safe, reliable and efficient use of ammonia and other natural refrigerants and to promote the development of industry talent through scholarships, academic alliances and outreach.



ANNUAL REPORT | FISCAL YEAR 2017-2018

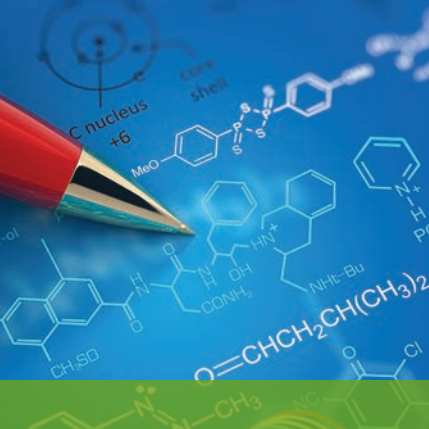
HATS OFF TO A GREAT 2017-2018!

- ▶ Applicants to The Founders Scholarship at all time high
- ▶ Three vital research projects underway
- ▶ Led coalition efforts to establish Department of Labor Apprenticeship for the occupation of ammonia refrigeration technician
- ▶ Partnership with the U.S. Chamber of Commerce Hiring our Heroes program
- ▶ Expanded overall outreach and awareness for the industry
- ▶ Groundswell of support and recognition of programs, initiatives and purpose

EDUCATION. RESEARCH. OUTREACH.

These are the three tenets of your Ammonia Refrigeration Foundation. Holding to the original founding principles of The Foundation 12 years ago, The Foundation continues to provide scholarships to engineering students in the form of the Founders Scholars and to sponsor qualitative and quantitative research relevant to advancing the industry and benefitting the IIR membership.





EDUCATION



“

“I just wanted to say thank you for all your help this past week at the conference. Your guidance was invaluable, and I really appreciated the opportunity to meet other women in the industry.”

— RACHAEL SEALOVER
Scholarship Recipient

Scholarships

The Foundation renamed the engineering scholarship in 2017 to **The Founders Scholarship** in honor and memory of the Founding Fathers of the International Institute of Ammonia Refrigeration (IIAR) — **George Briley, Chuck Hansen, Don Niederer** and **Bill Richards**. The Founders Scholarship will honor their legacy and significant contributions to the industry. The scholarship is awarded each year to students exhibiting exceptional character and interest in pursuing an engineering or related technical degree leading to a career in the refrigeration field.

Founders Scholars to IIAR Conference

In March, all three of our Founders Scholarship recipients attended the IIAR conference in Colorado. Extra effort was made to ensure that each of them had a guide or host at all times during the conference. Members of the Education Committee stepped up to escort, make introductions, invite them to special events and to make them feel welcome.



L-R: **James Schubert**, Cal Poly; **Harold Streicher**, Chair, Education Committee; **Connor Wheeler**, University of Missouri; and **Rachael Sealover**, University of South Carolina

The AZLE Initiative

Former Foundation Chairman, Marcos Braz, put his money where his heart is — planning for our future. He worked with community leadership and the school system of Azle, Texas, to develop the first refrigeration training component integrated into a high school curriculum. This effort has led to a graduating cohort of 12, and six of them have passed the intensive CARO Exam (by RETA) and proudly wear their patches.

Building upon this effort, the Foundation Board voted to develop a template and model that can and will be shared with the IIAR membership. The concept is to build a program that can be implemented on a national scale. The Foundation will develop and provide the information and instructions needed for public and private partnerships to address the issue of the growing gap in skilled labor for the industry.

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“Bringing technical expertise in industrial refrigeration to our high school in Azle helps to fill the gap in the expanding cold chain market. You can’t beat a country that educates its youth and gives them promising careers.”

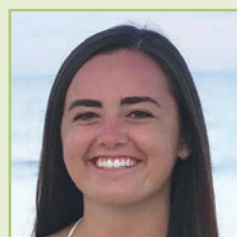
— MARCOS BRAZ

“In my opinion, the Azle HS Industrial Refrigeration program and the IIAR conference experience are definitely in the top category of educational opportunities and experiences we have provided Azle ISD students in the 24 years I have been a part of Azle ISD.”

— TODD SMITH
Assistant Superintendent
Azle Independent School District

ANNOUNCING THE 2018 FOUNDERS SCHOLARS

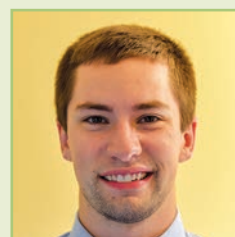
Congratulations to our three new Founders Scholars!



Samantha Farley
UNIVERSITY OF
DELAWARE



Colby M. Rapp
UNIVERSITY OF
MISSOURI



Tom Sauer
PENNSYLVANIA STATE
UNIVERSITY

Applications for the Founders Scholarship **were up 25% from last year** and represent the largest number of excellent candidates in the history of The Foundation.

The 2018 Scholars will join our existing three Scholars, for a combined total of six engineering students receiving grants to pursue engineering degrees.

The Founders Scholarship program is bringing much needed engineers into the natural refrigeration industry and building awareness to the many opportunities available in this growing field. It is a great way for our industry to share a wealth of knowledge and experience with friends and family, interns, and universities.

These Scholarships are made possible by the philanthropic support by individuals, corporations and foundations eager to invest in the future of natural refrigeration.

“

“We are thrilled to extend these scholarships to further support and develop qualified talent for this amazing industry. Qualified and talented engineers and technicians are greatly needed in our growing natural refrigeration industry. The more opportunities we have to educate and impact the next generation in our industry, the stronger we will become.”

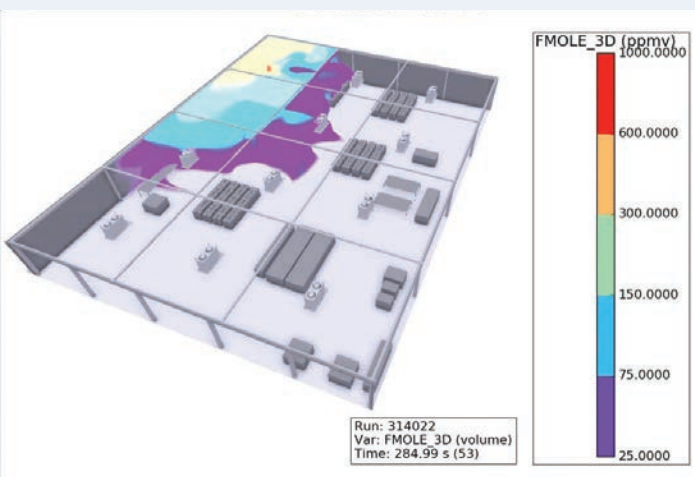
— WALTER TEETER
Foundation Chairman



RESEARCH

The Foundation funds quantitative and/or qualitative industry research projects to support and enhance the advancement and sustainability of the natural refrigeration industry. Research projects are proposed and evaluated on a variety of applications to include overall impact to the industry, significance and innovation.

There are currently three projects underway: **Insulation**, **data-correlation** and **ammonia CFD analysis**. The Foundation's research programs have been carefully vetted by the Board to ensure they address specific membership needs and benefit the industry.



"This image illustrates work being completed in the CFD Research program. The objective is to develop scientific analytics that will support recommendations to place ammonia detectors in refrigerated space. The CFD models have been completed for three different room designs. The team is hopeful that they can come up with simple guidelines that will be applicable to all of the different spaces."

— **WAYNE WEHBER**
Chair of the Research Committee

Funding for these projects depends upon the philanthropic support by this industry. To fund these current projects, The Foundation has committed almost \$200,000. The benefits of the outcomes will be shared throughout the industry. Research projects submitted to the Foundation Board must demonstrate real value for the IIAR membership to ultimately be considered for funding.

OUTREACH

Do you like strawberries in February? Ever eat ice cream on a hot day? Odds are ammonia refrigeration made that possible. We know that...but do others?

Expanding awareness about the benefits and opportunities for engineering students, government officials and the entire talent pool for this growing industry is a new focus for The Foundation.

This year, The Foundation produced an industry overview video that is hosted on IIAR's youtube channel and can be sent via social media. The concept was simple: a short "did you know?" video about the exciting opportunities for the industry that can be shared digitally and used by the IIAR membership for recruiting or outreach.

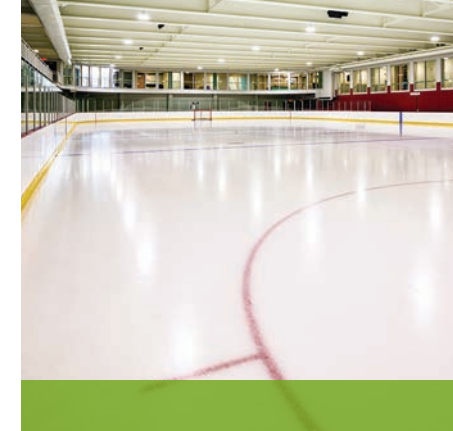


The Foundation coordinated an event to promote ammonia technicians and joint member involvement in the U.S. National Hockey League (NHL) Stadium Series game during a meet and greet at the U.S. Naval Academy.

During the meet and greet, participants received a first-hand look at how ice was created and

maintained for the 2018 Coors Light NHL Stadium Series™ game that took place at the Navy-Marine Corps Memorial Stadium at the U.S. Naval Academy in Annapolis, Maryland, on March 3, 2018. CIMCO Refrigeration was the supplier of refrigeration equipment to the NHL, having installed ice in many of the NHL facilities for the 2017–2018 Season. The refrigeration trailer was designed to house the equipment to make the ice for outdoor stadiums. Other manufacturing companies, EVAPCO, Inc. and Johnson Controls/FRICK, also participated on the project.

Other participating guests included regional leadership from the EPA, DHS, U.S. Army Soldier for Life and representatives from the U.S. Chamber of Commerce Foundation's Hiring our Heroes program. Additionally, local engineering students and members of ASHRAE came to experience a new aspect of their career choice and to meet with industry leadership and Foundation Board members.



The video is also housed on ARF's website:
NH3Foundation.org > Impact > Industry Awareness



"The NHL meet and greet in Annapolis was really a great chance to highlight our industry to the ASHRAE students and some local regulatory officials. I was really impressed by the interest they showed in natural refrigerants. Events like this are a great tool to promote our industry."

— **NICK NECHAY**
Board member



"The event in Annapolis was extremely helpful in furthering relationships with DHS, OSHA and EPA. Each of the agency participants found the tour to be beneficial and the event led directly to an invitation from the DHS regional office in Philadelphia to educate inspectors about IIAR and the industrial refrigeration industry."

— **LOWELL RANDALL**
Director of Government Relations for IIAR



#REDWHITEANDCOOL

On Thursday, April 11, **more than 300 transitioning military personnel and their spouses** participated in the U.S. Chamber of Commerce Hiring Our Heroes Transition Summit at Dover Air Force Base in Dover, Delaware. This was the first Summit to be sponsored by the Ammonia Refrigeration Foundation.

The day-long session was designed to help veterans transition from military to civilian life. At the event, these individuals participated in workshops to develop their interviewing skills, had access to career counselors and were given effective tactics for online job searching.

The Foundation sponsored the event as part of its ongoing outreach efforts not only to educate the public about the importance of ammonia and other natural refrigerants, but also to encourage veterans and others to consider this industry as a viable and rewarding career.

The Foundation spearheaded one of four industry panels that participated in the event. Walter Teeter, Chair of the Foundation Board and CEO of Republic Refrigeration, Jim Price from RETA and Laura McCann from Burris Logistics participated. Mike Davis, also of Republic Refrigeration and an Army Veteran, participated on a panel of industry employers who are also veterans and spoke about transition and what we look for in applicants. Others in attendance were Werner Paulus, USMC Veteran representing Refrigeration Design and Service; Melissa Cassal of General Refrigeration; and Ray Cuttino, the head of Military Programs/Talent Acquisition for JCI (Johnson Controls). All brought job listings and reported positive interactions with the attendees. The Foundation team collected about a dozen resumes and are working to follow up with job seekers. At least two hires have been made and others are still in the interview process.

The Foundation was able to obtain a seat at this important table and move our industry recognition forward due, in part, to the financial contributions of donors like those companies mentioned above and the generous gift by the Kahlert Foundation.

Access like this can be time-consuming and challenging for contractors and small businesses that don't have a dedicated military outreach team like most larger manufacturing companies enjoy, so your ongoing financial support will enable The Foundation to continue to participate in these and other training, recruiting and hiring opportunities.

**HIRING OUR
HEROES**
U.S. CHAMBER OF COMMERCE
FOUNDATION



DEPARTMENT OF LABOR APPROVED NATIONAL APPRENTICESHIP FOR REFRIGERATION TECHNICIAN

The Foundation formed a coalition of industry leaders to develop the **first national standard for the occupation of ammonia refrigeration technician and operator**. Working with RETA (Refrigeration Engineers and Technicians Association), GCCA (the Global Cold Chain Alliance), IAR (International Institute of Ammonia Refrigeration), Lanier Technical College and FastPort (a DOL contractor), the team collaborated on developing these standards that companies and contractors can implement nationwide.

RETA leadership was instrumental in bringing the apprenticeship program to fruition. Not only is this an opportunity to strengthen the industry's workforce, but it is an opportunity to strengthen relationships between these coalition organizations.

The apprenticeship program was highlighted in the March 2018 *Condenser* and a podcast explaining the process can be found on The Foundation's website, **NH3Foundation.org**.

This is just one more way The Foundation is addressing the great need in our country for skilled labor.



L-R: **Jim Barron**, President RETA, United States Navy; **Dave Harrison**, Executive Director of Apprenticeships, Fastport, United States Army; **Werner Paulus**, VP of Marketing, Refrigeration Design & Service, United States Marine Corps; **Neil Boucher**, National Sales Manager Industrial Refrigeration Güntner US, United States Marine Corps; **John Cosner**, Product Manager — Equipment Controls Frick Industrial Refrigeration, United States Army; **Mike Davis**, National Service Manager Republic Refrigeration Inc, United States Army



THIRD ANNUAL



The SGS Team (Peter Spellar) won the trophy for 2018

L-R: Don Chason, John Papastavrou and Peter Spellar of SGS Refrigeration, Inc., and Marshal Zabel of SPX Cooling Technologies

Many thanks to Dennis Anderholm and his leadership and outstanding efforts to organize and produce the very successful Third Annual William E. Kahlert Memorial Golf Tournament in Colorado Springs! As always, this tournament is held in conjunction with the IIAR Conference and Expo.

Despite the worries about potential bad weather, the tournament was a success, **raising \$62,000** for The Foundation. We also introduced a new logo for the tournament at the 2018 event!

Thank you to everyone who participated and encouraged your companies to sponsor and join as well!

2018 SPONSORS

PLATINUM OR BIG BERTHA • \$5,000

EVAPCO, Inc.
Innovative Refrigeration Systems, Inc.
Republic Refrigeration, Inc.

SILVER OR THE FAIRWAY • \$2,000

Calibration Technologies, Inc.
Colmac Coil Manufacturing, Inc.
Independent Refrigeration Services, Inc.
Stellar

GOLD OR THE DRIVERS • \$3,000

Baltimore Aircoil Company
Delta Tee International, Inc.
The Kahlert Foundation

BRONZE OR THE PUTTERS • \$1,500

Airfoil Impellers
SGS Refrigeration, Inc.

REGISTRATION WILL BE AVAILABLE ONLINE
IN OCTOBER 2018 FOR THE



Fourth Annual Tournament
March 2, 2019
Raven Golf Club • Phoenix, AZ

For questions or request for early sponsorship opportunities,
please contact golf@NH3Foundation.org

Greg Kahlert and Dennis Anderholm

THANK YOU

As a 501(c)(3) educational and research organization, The Foundation depends upon the tax-deductible financial support of individuals, corporations and foundations.

Donors who reach an annual cumulative donation level of \$150 or more during the fiscal year are recognized through the year in a variety of ways for their commitment to the advancement of The Foundation and its mission.

CHAIRMAN LEVEL \$5,000 and above

Amsted Industries Foundation
EVAPCO, Inc.
FRICK Industrial Refrigeration
Independent Refrigeration
Services, Inc.
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Systems, Inc.
The Kahlert Foundation
Refrigeration Design and
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Republic Refrigeration, Inc

PLATINUM LEVEL \$1,000 to \$4,999

Anonymous
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Toromont Industries, Ltd.
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GOLD LEVEL \$300 to \$999

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We have made every effort to ensure the accuracy of the data. If you feel there has been an error, kindly contact us so that we can make the correction. Thank you!

PLANNED GIVING

You can also make an investment in the Ammonia Refrigeration Foundation by giving a gift that would cost nothing during your lifetime. Join the **LEGACY SOCIETY** and help strengthen the mission and programs of The Foundation by providing future support through a planned gift. To learn more, visit NH3Foundation.org/plannedgiving

Legacy Society Members

Jeffrey Sutton
Jeffrey Welch

BOARD OF TRUSTEES

The following companies, representatives and individual donors have pledged a minimum of \$50,000 to further the mission of The Foundation. They are a dedicated group of supporters that will assist in the financial security of The Foundation.

- Baltimore Aircoil Company — represented by Don Fetzer
- CIMCO Refrigeration — represented by Dave Malinauskas
- EVAPCO, Inc. — represented by Pat Strine
- Guentner — represented by Neil Boucher
- Innovative Refrigeration Systems, Inc. — represented by Mike McGinnis
- JCI/FRICK — represented by Ed Milligan
- The Kahlert Foundation — represented by Greg Kahlert
- MRBraz & Associates — represented by Marcos Braz
- Mayekawa USA — represented by Jorge Jimnez
- The Nechay Family — represented by Nick Nechay
- Refrigeration Design and Service, Inc. — represented by John Payne
- Republic Refrigeration, Inc. — represented by Walter Teeter
- Wilson Bradley
- Peter Spellar
- Jeffrey Sutton
- Donal Ballou*
- JW Bowles*
- Will Stoecker*

*Deceased



"I made my second major gift
AS AN INCENTIVE to encourage
others to invest into the future of
our industry. Together, we can
make a difference!"

THE AMMONIA REFRIGERATION BOARD FY 2017-2018



- L-R:
- Dave Malinauskas
 - Wayne Wehber
 - Peter Spellar
 - Mike Lynch, *Secretary*
 - Essa Firooz
 - Harold Streicher
 - Walter Teeter, *Chair*
 - Nick Nechay
 - Dave Rule, *IIAR President*
 - Lois Stirewalt O'Connor, *ARF Executive Director*
 - Mike McGinnis, *Treasurer*

THANK YOU



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The Ammonia Refrigeration Foundation is a 501(c)(3)
education and research organization celebrating
12 years of support to the natural refrigeration industry.
All donations are fully tax deductible.



NH3Foundation.org