

Association of Water Technologies 2016 Annual Report



Message From the 2016 President

Many of you have probably heard about our new strategic plan. I am honored to have served as president of this great organization when the board of directors introduced the plan back in November 2015 and when the hard work began. We're already seeing major progress and success. The strategic plan includes four major outcomes.

Outcome 1—Technical Resources

This area continues to be strong, thanks to the great work of our volunteers. If you haven't been to the Members Only page on the website recently, you should log on to see some of the amazing resources, from the aluminum boiler and filters papers to the model safety plan document to the online education. Be sure to take advantage of all there is.

We are also proud of the AWT calculations app that was released this fall. The app is something you can use in the field to determine SDI, biocide dosage, blowdown rates, condensate return, and basic feed calculations. Be sure to check out the app store to download this fantastic tool.

Outcome 2—Business Resources

AWT was built on business issues when a group of companies came together for insurance purposes. We continue that great tradition by adding more business resources for our member companies. From the complimentary monthly webinars to the *Business Owner's Toolkit*, we have many resources available, such as the *DOT Guidelines* and the business affinity discount programs.

In addition, I'm happy to report that the results of the benchmarking study are available for those who participated. The survey was compiled using detailed analysis of key operating data from the water technology industry, including company sales, operations data, compensation, and benefits information. This information is vital to every water treatment company.

Outcome 3—Advocacy

Advocacy is a focus for AWT as we become more proactive. We also recently began working with the Centers for Disease Control (CDC), participating in its Vital Signs program and assigning a Related Trade Organization (RTO) liaison to the CDC. All of this is aimed at making AWT the voice of the water treatment industry.

Outcome 4—Charity

Thanks to the great work of our Charity Task Force, AWT is partnering with Pure Water for the World—a nonprofit dedicated to improving the health and livelihood of children and families living in Haiti and Honduras—by establishing sustainable safe water, hygiene, and sanitation solutions. AWT raised over \$16,000 for Pure Water for the World at the 2016 Annual Convention.



Aside from the four outcomes, I am thrilled to report that AWT has its highest membership ever, encompassing 605 water treatment companies and their suppliers. There is strength in numbers; having so many member companies increases our collective voice and influence.

In closing, I'd like to thank my fellow AWT board members, committee chairs, committee participants, and staff for their unrelenting support during my presidency. I'd also like to thank the AWT members for their continued involvement and belief in this great organization.

Thank you, and carry on being great ambassadors for our profession!

Sincerely,

Bernadette Combs, CWT, LEED AP



AWT Financial Report



By David Wagenfuhr, Treasurer

This report reflects AWT's financial position as of December 31, 2015, based on the audited financial statements.

Balance Sheet

Assets	2009	2010	2011	2012	2013	2014	2014
Current Assets—Cash and Cash Equivalents	\$735,892	\$851,175	\$875,362	\$945,709	\$1,059,778	\$1,267,085	\$1,587,048
Prepaid Expenses	\$30,498	\$42,093	\$69,025	\$55,376	\$78,331	\$75,534	\$50,880
Other Assets	\$116,024	\$105,528	\$194,441	\$155,859	\$188,108	\$182,642	\$130,551
Total Assets	\$882,414	\$998,796	\$1,138,828	\$1,156,944	\$1,326,217	\$1,525,261	\$1,768,479

Liabilities and Net Assets

Accounts Payable	\$21,843	\$3,625	\$32,952	\$36,575	\$48,019	\$31,303	\$33,389
Deferred Revenue	\$313,094	\$300,678	\$258,440	\$313,330	\$332,816	\$350,300	\$433,521
Total Liabilities	\$334,937	\$304,303	\$291,293	\$349,905	\$380,835	\$381,603	\$466,910
Net Assets—Unrestricted	\$494,747	\$578,111	\$707,404	\$807,039	\$945,382	\$1,143,658	\$1,301,569
Total Liabilities & Net Assets	\$882,414	\$998,796	\$1,138,828	\$1,156,944	\$1,326,217	\$1,525,261	\$1,768,479

Income Statement

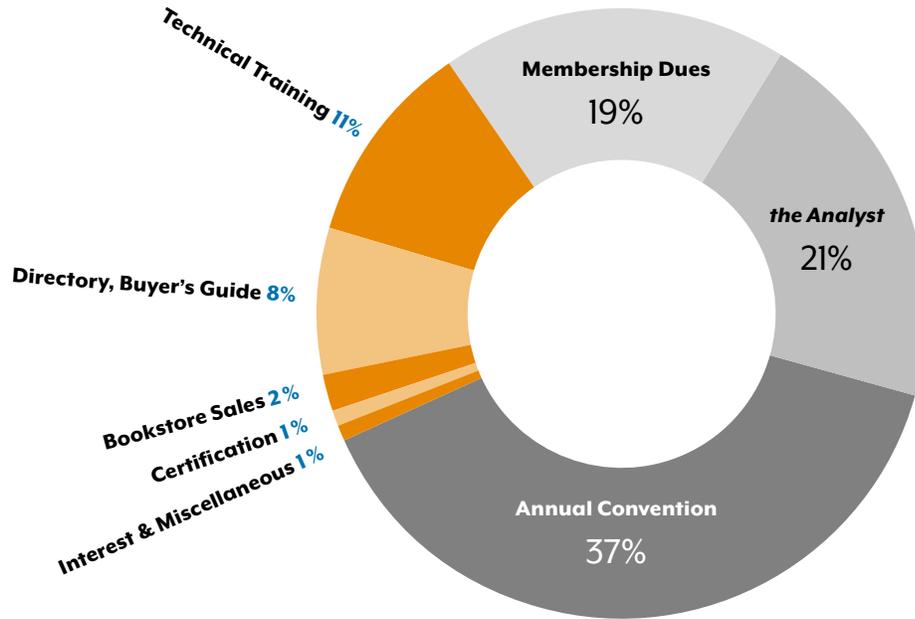
Revenues	2009	2010	2011	2012	2013	2014	2014
Membership Dues	\$291,106	\$300,271	\$303,162	\$310,441	\$332,443	\$336,363	\$358,446
Annual Convention	\$479,111	\$593,232	\$571,489	\$622,230	\$656,938	\$672,502	\$777,156
<i>the Analyst</i>	\$303,790	\$350,012	\$391,661	\$359,180	\$365,630	\$363,810	\$339,847
Other	\$231,136	\$332,745	\$323,461	\$331,677	\$392,276	\$442,006	\$434,515
Total	\$1,305,143	\$1,576,260	\$1,589,773	\$1,623,528	\$1,747,287	\$1,814,681	\$1,909,964

Expenses

Annual Convention	\$415,661	\$492,743	\$534,786	\$541,605	\$529,208	\$546,623	\$616,062
<i>the Analyst</i>	\$190,001	\$228,301	\$250,958	\$230,859	\$229,146	\$229,821	\$220,163
Other Programs	\$328,621	\$386,506	\$343,930	\$326,814	\$425,434	\$436,096	\$509,827
Board, Committees, Administration	\$287,496	\$339,417	\$370,931	\$513,783	\$425,156	\$403,865	\$406,001
Total	\$1,221,779	\$1,446,967	\$1,500,605	\$1,613,061	\$1,608,944	\$1,616,405	\$1,752,053

Revenues	\$1,305,143	\$1,576,260	\$1,589,773	\$1,623,528	\$1,747,287	\$1,814,681	\$1,909,964
Less Expenses	\$1,221,779	\$1,446,967	\$1,500,605	\$1,613,061	\$1,608,944	\$1,616,405	\$1,752,053
Net Surplus/(Loss)	\$83,364	\$129,293	\$89,168	\$10,467	\$138,343	\$198,276	\$157,911

AWT Financial Report

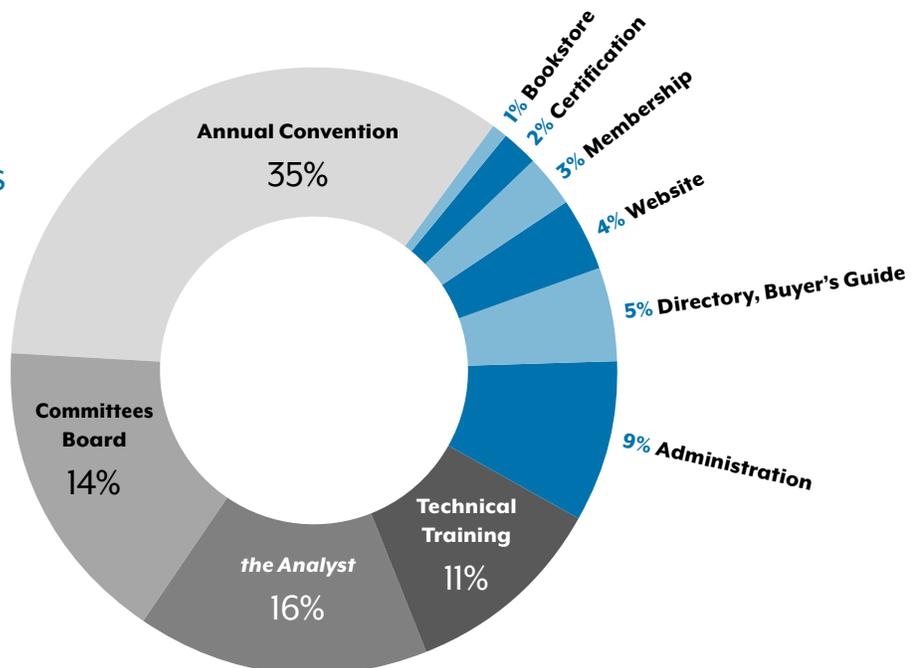


Revenues

AWT relies heavily on revenues derived from the Annual Convention and Exposition and *the Analyst*. Other revenue sources, such as membership dues and the Technical Training Seminars, continue to provide AWT with income that is budgeted for membership benefits.

Expenses

AWT's largest expense is the Annual Convention and Exposition, our premier event. The second largest expense category is *the Analyst*. The third largest expense category is Committees/Board. AWT dedicates a large amount of funds to the Committee/Board category, as these entities help carry out the work of the association.



Committee Reports

AWT relies heavily on its committees and members to contribute to the resources and benefits that the AWT member companies enjoy. These resources allow AWT to be a recognized leader in the water treatment industry.

Business Resources Committee

Chair: Mark R. Juhl

This year, the Business Resources Committee determined which services and discount programs AWT members need and began expanding our offerings. In addition, the committee completed multiple audit checklists and other SOP documents. Several highly successful, well-attended webinars were organized and executed. The committee also coordinated the benchmarking survey, which is an essential tool for business owners. Finally, it developed information for purchasing managers on the value of water treatment services.

Bylaws/Nominations/Policies Committee

Chair: Marc Vermeulen, CWT

This year, the Nominations Committee identified five highly qualified candidates to run for board service. The committee continues to actively engage and recruit candidates for the board and other leadership positions.

Certification Committee

Co-chairs: Scott W. Olson, CWT, and Robert D. Lee, CWT

The Certification Committee continues to promote the Certified Water Technologist (CWT) designation as the industry standard and provide additional resources for CWTs to earn continuing education units (CEUs) for recertification. The Certification Committee also developed recertification quizzes for the website and reviewed numerous CWT applications. In addition, the committee created a *CWT Exam Study Guide* for potential candidates.

Charity Task Force

Chair: Marc Lortie

The Charity Task Force was able to successfully determine which charity AWT would work with and launched our partnership with Pure Water for the World (PWW). We are thrilled about this exciting venture with PWW and believe this is a great opportunity for AWT and its members.

Convention Committee

Chair: Bruce T. Ketrick Jr., CWT

The Convention Committee organized a very educational program for the 2016 Annual Convention and Exposition, held in San Diego, California. Almost 1,300 attendees benefited from attending exceptional technical and business sessions presented by industry experts. The exhibit hall was once again filled to capacity, with vendors showcasing a vast array of products and services for water treatment professionals. The Annual Convention continues to be the industrial water treatment event of the year.

Education Committee

Co-chairs: Bruce T. Ketrick Sr., CWT, and R. Trace Blackmore, CWT, LEED AP

Once again, the Education Committee created and presented first-rate Training Seminars in 2016, in addition to another great educational workshop at the Annual

Convention. In accordance with the DACUM study, the committee revamped and redeveloped the Service Technician Training, which received excellent reviews from attendees. The committee also added a LEED Training course in 2016, which was very well received.

Legislative/Regulatory Committee

Co-chairs: Earl E. Martens and Eric Fraser, CWT

The Legislative/Regulatory Committee oversaw the implementation of the online safety training modules through Marcom; these have been a very welcome addition to our online education. The committee also completed an update to the GHS CD sets, began reviewing the Regulatory Overview, and continued providing impact statements for the monthly *Legislative Update*. Work also commenced on a Third-Party Compliance/Risk Management project.



Committee Reports

Long Range Planning Committee

Chair: Brian Jutzi, CWT

In November 2015, AWT adopted a comprehensive strategic plan with four outcomes. To help achieve the goals of the plan, committee leaders are working together and avoiding being siloed in their projects. AWT is very excited about the plan fulfilling its mission and meeting its goals.

Marketing/Communications Task Force

Chair: Pam Simmons

The Marketing/Communications Committee has made significant progress in determining our key audiences and developing messages for those groups. This is critical to achieving our vision of being the “voice of the global water treatment industry.” Thanks to the committee’s great work, we are making progress on our strategic outcomes.

Membership Committee

Chair: Thomas Tinney

AWT saw a 94% retention rate for the 2016 membership year and a record number of member companies. The Membership Committee helped AWT identify involved and uninvolved members, determine how we could get more people to volunteer, and establish the needs and wants of the membership going forward. Personal calls by the committee to potential convention attendees this year helped to augment our numbers. The committee also helped to identify potential members and develop new member benefits.

Standards Task Force

Chair: Jay Farmerie, CWT

The Standards Task Force and the Cooling Subcommittee have a good foundation for the standard they are developing with ASTM. The “Standard Practice for Monitoring Cooling Water Systems” will provide a monitoring practice for any facility that utilizes cooling water

to determine the effectiveness of its treatment and monitoring program in helping to minimize deposit fouling, corrosion, and scale formation, along with accomplishing good microbiological control that can reduce microbiologically induced corrosion, fouling, and disease.

Technical Committee

Chair: Allan R. Bassett, CWT

*Boiler Subcommittee, Chair
John Zibrida*

*Cooling Subcommittee, Co-Chairs
Keith Johnson, Ken Sansom, CWT*

*Pretreatment Subcommittee, Chair
James McDonald, CWT, PE*

*Special Projects Subcommittee, Chair
Gary Garcia*

*Wastewater Subcommittee, Chair
Steve Winter*

The Technical Subcommittees continue to augment the technical resources for the AWT membership. The Boiler Subcommittee worked on an amine paper and aerator project. The Cooling Subcommittee continued to work on biofilm monitoring and contributed to the creation of an ASTM Standard. The Pretreatment Subcommittee worked on the Deaerator Workbooks, while the Special Projects Subcommittee headed up a joint subcommittee filter project and also contributed to the ASTM Standard. Finally, the Wastewater Subcommittee prepared for the 2017 Wastewater Training Seminar. In addition, the Technical Subcommittees

once again held very successful Learning Lounges at the 2016 Annual Convention in San Diego, California.

Young Professionals Task Force

Chair: Michelle Farmerie

The Young Professionals Task Force provides great support and networking opportunities to the next generation of water treatment professionals. The Task Force has made great strides with the video to provide an overview of water treatment. In addition, the Task Force took over work on the SEED program to encourage college students to consider a career in water treatment. And once again, the Task Force organize successful, well-attended happy hours at the Annual Convention and at both Training Seminars, as well as hosting very popular webinars.



AWT Leadership

2016 AWT Board of Directors

President

Bernadette Combs, CWT, LEED AP
Industrial Water Engineering
Albuquerque, NM

President-Elect

Bruce Ketrick Jr., CWT
Guardian CSC
York, PA

Secretary

Marc Vermeulen, M.Sc., CWT
Hawkstone Solutions
Carvel, AB, Canada

Treasurer

David Wagenfuhr, LEED, OP&M
Water Engineering, Inc.
Mead, NE

Immediate Past President

Brian Jutzi, CWT
D. H. Jutzi Limited
Stratford, ON, Canada

Directors

Thomas F. Brandvold, CWT
Premier Water & Energy Technology, Inc.
Jacksonville, FL

Eric Fraser, CWT
Kansas Water Technologies
Valley Center, KS

Peter Greenlimb, Ph.D., CWT
Chemagineering Corporation
Rolling Meadows, IL

Andy Weas, CWT
Weas Engineering, Inc.
Westfield, IN

Supplier Representative

Kevin R. Cope
Brenntag North America
Pittsburgh, PA

AWT Staff

Heidi J. Zimmerman, CAE
Sara L. Wood, CAE, MBA
Angela Pike
Shannon Sperati
Grace L. Jan, CMP, CAE
Morgan Wisner
Kristen Jones
Barbara Bienkowski, CEM
Julie Hill
Jeyin Lee
Jon Benjamin
Lynne Agoston
Dawn Rosenfeld

AWT Past Presidents

D.C. "Chuck" Brandvold, CWT Emeritus (Deceased)—1987-1988

Ron Knestaut (Deceased)—1989

Gary Glenna—1990
International Chemtex Corporation—Lakeville, MN

John E. Davies—1991
San Francisco, CA

Dennis Clayton—1992
Stanchfield, MN

William C. "Bill" Smith—1993
Chemgard, Inc.—Greenville, SC

John J. Baum, CWT—1994
Craft Products Co., Inc.—Pittsburgh, PA

Jack Altschuler—1995
Fully Alive Leadership—Northbrook, IL

Brent W. Chettle, CWT—1996
WEST Incorporated—St. George, UT

Joseph M. Hannigan, CWT—1997
Klenzoid, Inc.—Conshohocken, PA

Larry A. Webb—1998
Cincinnati, OH

James R. Datesh—1999
Dacar Industries, Inc.—Pittsburgh, PA

Alfred J. Nickels—2000
WATERTECH, Inc.—Twin Falls, ID

James Mulloy—2001
Nashville Chemical & Equipment—Nashville, TN

Anthony J. McNamara, CWT—2002
Ch2O, Incorporated—Olympia, WA

William E. Pearson II, CWT—2003
Southeastern Laboratories, Inc.—Raleigh, NC

Bruce T. Ketrick Sr., CWT—2004
Guardian CSC—York, PA

Steven MacCarthy, CWT—2005
WEST Incorporated—Santa Fe Springs, CA

Jay Farmerie, CWT—2006
GLA Water Consultants, Inc.—Moon Township, PA

Charles D. Hamrick Jr., CWT—2007
GLA Water Management Company—Rossford, OH

Matt Cophorne, CWT—2008
WEST Incorporated—Las Vegas, NV

Scott W. Olson, CWT—2009
Lakeland Chemical Specialties—Menomonee Falls, WI

Robert D. Lee, CWT—2010
R2J Chemical Services, Inc.—Largo, FL

R. Trace Blackmore, CWT, LEED AP—2011
Blackmore Enterprises, Inc.—Lawrenceville, GA

Mark R. Juhl—2012
Jaytech, Inc.—Minneapolis, MN

Mark T. Lewis, CWT—2013
Southeastern Laboratories, Inc.—Rock Hill, SC

Casey Walton, B.ChE., CWT—2014
Walton Technologies LLC—Monmouth, ME

Brian Jutzi, CWT—2015
D. H. Jutzi Limited—Stratford, ON, Canada

Bernadette Combs, CWT, LEED AP—2016
Industrial Water Engineering—Albuquerque, NM

Looking Ahead to 2017

2017 AWT Board of Directors

President

Bruce T. Ketrick Jr., CWT
Guardian CSC
York, PA

President-Elect

Marc Vermeulen, M.Sc., CWT
Hawkstone Solutions
Carvel, AB, Canada

Secretary

David Wagenfuhr, LEED, OP&M
Water Engineering, Inc.
Mead, NE

Treasurer

Thomas Brandvold, CWT
Premier Water & Energy Technology, Inc.
Jacksonville, FL

Immediate Past President

Bernadette Combs, CWT, LEED AP
Industrial Water Engineering
Albuquerque, NM

Directors

Michael L. Bourgeois, CWT
Chemco Products Company
Paramount, CA

Brian Jutzi, CWT
D. H. Jutzi Limited
Stratford, ON, Canada

Bonnee Randall
Water Tech Specialties, Inc.
Fremont, CA

Andy Weas, CWT
Weas Engineering, Inc.
Westfield, IN

Supplier Representative

Kevin Cope
Brenntag North America
Pittsburgh, PA



Future Events

2017 Technical Training (West)

February 22–26, 2017

Doubletree Mission Valley
San Diego, CA

2017 Technical Training (East)

March 29–April 2, 2017

Loews Annapolis
Annapolis, MD

2017 Annual Convention and Exposition

September 13–16, 2017

Amway Grand Hotel and Devos Place
Grand Rapids, Michigan

2018 Annual Convention and Exposition

September 26–29, 2018

Omni ChampionsGate
Orlando, Florida

2019 Annual Convention and Exposition

September 11–14, 2019

Palm Springs Convention Center and Renaissance Hotel
Palm Springs, California

2020 Annual Convention and Exposition

September 30–October 3, 2020

Louisville Convention Center and Omni Hotel
Louisville, Kentucky

2021 Annual Convention and Exposition

September 22–25, 2021

Providence Convention Center and Omni Hotel
Providence, Rhode Island

