

Association of Water Technologies  
2021 ANNUAL REPORT

# MESSAGE FROM THE 2021 PRESIDENT



It was a year of reconnection for AWT. After a year apart, AWT was able to hold a Technical Training Seminar in Annapolis, plus the Business Owners Meeting and Annual Convention and Exposition in Providence, Rhode Island. It was refreshing to reengage with colleagues! During 2020 and 2021, as AWT navigated the pandemic, we also stayed focused on our strategic plan.

The AWT strategic plan defines and drives our mission and has been responsible for some of our most exciting developments, especially in recent years. There are four major outcomes in the strategic plan.

## Outcome 1

### Education and Training

This area continues to be strong thanks to the great work of our volunteers. Visit the Members Only page on the website to make sure you are taking advantage of all of the available member benefits.

AWT is committed to providing you with easy access to education. Our goal is to offer a vast array of educational opportunities through in-person events and online training. In addition, the AWT board recognizes the need to educate the next generation of water treatment professionals. In 2021, we were able to finish the Introduction to Water Treatment online modules as well as the Water Treatment Troubleshooting videos. These resources, offered free to members, are aimed at professionals new to the field.

## Outcome 2

### Member and Industry Advocate

Advocacy is an area of focus for AWT as we become more proactive in causes affecting our industry and other water issues, both domestic and global. AWT also continues its path to becoming the voice of the water treatment industry by working closely with ASHRAE, CTI, IWC, the EPA, the CDC, and other organizations.

## Outcome 3

### An Engaged Membership

In 2021, AWT's focus was on Amplify AWT. This initiative came about when AWT began exploring options for addressing concerns regarding the sustainability and health of the association. In short, current market forces, along with AWT's structure, are inhibiting growth that would lead to long-term sustainability. A task force was established to evaluate potential changes we could make. The two current proposals are to change the cap on water treatment company members to 500 employees or fewer and to add an individual membership category. We plan to continue the discussions with members around these important topics in 2022, with the culmination of the work being a bylaws vote.

## Outcome 4

### Charity

Pure Water for the World is a charitable organization 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. Representatives from Pure Water for the World are very involved in our efforts and are so appreciative and supportive of our fundraising and the thousands of dollars of aid received from your generous contributions. In 2021, AWT members raised over \$50,000 for Pure Water for the World.

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 their belief in this great organization. Thank you, and carry on being great ambassadors for our profession!

Sincerely,

Michael Bourgeois, CWT

# AWT FINANCIAL REPORT



By Noah Baskin, CWT, Treasurer

This report reflects AWT's financial position as of December 31, 2020, based on the audited financial statements. In 2020, AWT carefully used reserves to weather the pandemic. In addition, the board mitigated the potential loss for AWT by moving from an in-person to virtual meeting. Our stringent monitoring and careful use of AWT reserves will continue in 2022, enabling us to deal with the uncertainties in the years ahead. Rest assured, AWT's healthy financial situation is a testament to the careful management of assets that has always been a cornerstone of the organization; this will certainly continue.

## Balance Sheet

	2012	2013	2014	2015	2016	2017	2018	2019	2020
Current Assets—Cash and Cash Equivalents	\$945,709	\$1,059,778	\$1,267,085	\$1,587,048	\$1,783,881	\$1,903,901	\$1,854,200	\$1,647,266	\$1,493,574
Prepaid Expenses	\$55,376	\$78,331	\$75,534	\$50,880	\$80,940	\$96,830	\$94,599	\$134,877	\$99,125
Other Assets	\$155,859	\$188,108	\$182,642	\$130,551	\$117,080	\$181,034	\$186,832	\$188,058	\$259,509
<b>Total Assets</b>	<b>\$1,156,944</b>	<b>\$1,326,217</b>	<b>\$1,525,261</b>	<b>\$1,768,479</b>	<b>\$1,981,901</b>	<b>\$2,181,765</b>	<b>\$2,135,631</b>	<b>\$1,970,201</b>	<b>\$1,852,208</b>

## Liabilities and Net Assets

Accounts Payable	\$36,575	\$48,019	\$31,303	\$33,389	\$37,312	\$10,033	\$21,125	\$38,047	\$18,477
Deferred Revenue	\$313,330	\$332,816	\$350,300	\$433,521	\$504,599	\$595,985	\$531,970	\$471,219	\$445,488
<b>Total Liabilities</b>	<b>\$349,905</b>	<b>\$380,835</b>	<b>\$381,603</b>	<b>\$466,910</b>	<b>\$541,911</b>	<b>\$606,018</b>	<b>\$553,095</b>	<b>\$509,266</b>	<b>\$463,965</b>
Net Assets—Unrestricted	\$807,039	\$945,382	\$1,143,658	\$1,301,569	\$1,439,990	\$1,575,747	\$1,582,536	\$1,460,935	\$1,388,243
<b>Total Liabilities &amp; Net Assets</b>	<b>\$1,156,944</b>	<b>\$1,326,217</b>	<b>\$1,525,261</b>	<b>\$1,768,479</b>	<b>\$1,981,901</b>	<b>\$2,181,765</b>	<b>\$2,135,631</b>	<b>\$1,970,201</b>	<b>\$1,852,208</b>

## Income Statement

Revenues	2012	2013	2014	2015	2016	2017	2018	2019	2020
Membership Dues	\$310,441	\$332,443	\$336,363	\$358,446	\$398,684	\$409,621	\$412,487	\$423,335	\$431,435
Annual Convention	\$622,230	\$656,938	\$672,502	\$777,156	\$781,539	\$794,270	\$811,236	\$875,216	\$317,508
<i>the Analyst</i>	\$359,180	\$365,630	\$363,810	\$339,847	\$352,516	\$346,758	\$359,501	\$303,426	\$279,913
Other	\$331,677	\$392,276	\$442,006	\$434,515	\$461,275	\$608,964	\$534,525	\$557,104	\$383,873
<b>Total</b>	<b>\$1,623,528</b>	<b>\$1,747,287</b>	<b>\$1,814,681</b>	<b>\$1,909,964</b>	<b>\$1,994,014</b>	<b>\$2,159,613</b>	<b>\$2,117,749</b>	<b>\$2,159,081</b>	<b>\$1,412,729</b>

## Expenses

Annual Convention	\$541,605	\$529,208	\$546,623	\$616,062	\$616,803	\$640,856	\$764,577	\$781,937	\$359,912
<i>the Analyst</i>	\$230,859	\$229,146	\$229,821	\$220,163	\$223,458	\$265,677	\$240,584	\$234,040	\$213,549
Other Programs	\$326,814	\$425,434	\$436,096	\$509,827	\$520,983	\$565,479	\$567,499	\$630,139	\$510,068
Board, Committees, Administration	\$513,783	\$425,156	\$403,865	\$406,001	\$484,349	\$551,844	\$538,300	\$634,566	\$401,892
<b>Total</b>	<b>\$1,613,061</b>	<b>\$1,608,944</b>	<b>\$1,616,405</b>	<b>\$1,752,053</b>	<b>\$1,855,593</b>	<b>\$2,023,856</b>	<b>\$2,110,960</b>	<b>\$2,280,682</b>	<b>\$1,485,421</b>

Revenues	\$1,623,528	\$1,747,287	\$1,814,681	\$1,909,964	\$1,994,014	\$2,159,613	\$2,117,749	\$2,159,081	\$1,412,729
Less Expenses	\$1,613,061	\$1,608,944	\$1,616,405	\$1,752,053	\$1,855,593	\$2,023,856	\$2,110,960	\$2,280,682	\$1,485,421
<b>Net Surplus(Loss)</b>	<b>\$10,467</b>	<b>\$138,343</b>	<b>\$198,276</b>	<b>\$157,911</b>	<b>\$138,421</b>	<b>\$135,757</b>	<b>\$6,789</b>	<b>(\$121,601)</b>	<b>(\$72,692)</b>

# AWT FINANCIAL REPORT



## Chart 1: Revenue

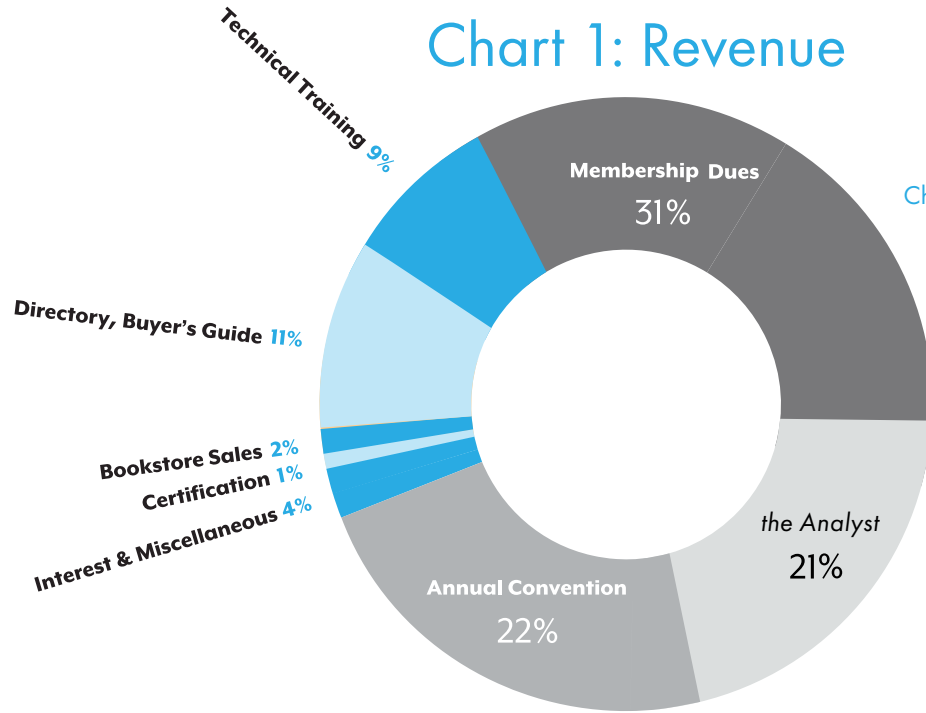


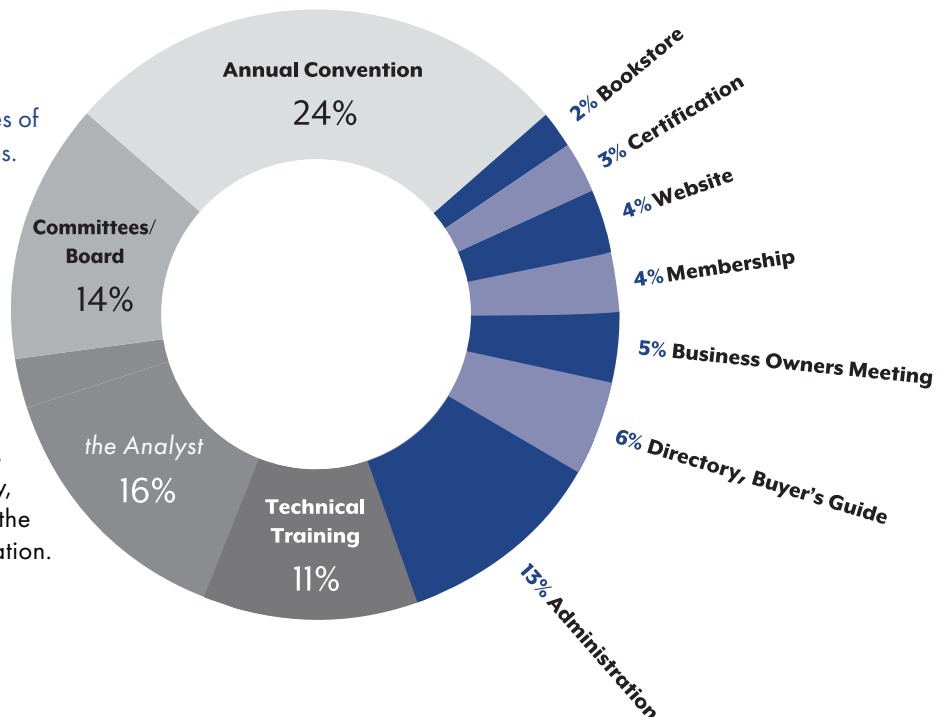
Chart 1 illustrates the general sources of AWT's revenue.

**Notes on Revenue:** AWT relies heavily on revenue derived from membership dues, the Annual Convention & Exposition, and *the Analyst*. Other revenue sources, such as the Directory and Buyer's Guide, continue to provide AWT with income that is budgeted for membership benefits.

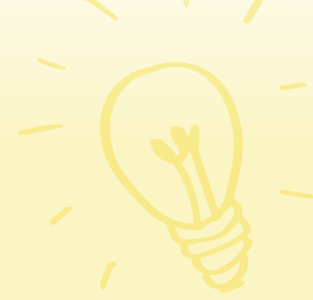
## Chart 2: Expenses

Chart 2 illustrates the general uses of AWT's resources.

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



# VOLUNTEER THANK YOU!



AWT relies heavily on its committees and members to contribute to the resources and benefits that AWT member companies enjoy. These resources allow AWT to be a recognized leader in the water treatment industry. Our volunteers worked tirelessly in 2021 on many projects, including the following:

- **Troubleshooting Guides**
  - Algae in a Cooling System
  - Flow Switch
  - High Bacteria Counts in Cooling Towers
- **Webinars on Technical and Business Topics**
- **PPE Requirements Overview**
- **Semi-Annual Regulatory Agenda**
- **AWT Annual Convention & Exposition**
- **AWT Training Seminar**
- **CWT Toolkit to Promote Your Designation**
- **Amplify AWT Initiative**
- **Our Charity Partnership With Pure Pure Water for the World**

We would like to thank everyone who serves on a committee and contributes to AWT. We would like to give a special thanks to our committee and task force chairs:

**ASSE 12080 Training Task Force**  
Bruce T. Ketrick Sr., CWT

**Business Resources Committee**  
Mike Standish

**Bylaws/Nominations/Policies Committee**  
Stephen C. Hallier, CWT

**Certification Committee**  
Chris D. Golden, CWT  
**CWT Exam Writing Task Force**  
Jay Farmerie, CWT

**Charity Task Force**  
Michelle Lunn

**Convention Committee**  
Matt Jensen, CWT  
**WOW Subcommittee**  
Paule Genest and Bonnee Randall

**Education Training Committee**  
Bruce T. Ketrick Sr., CWT

**Education Resources Task Force**  
Russell M. Baskin, ME, CWT

**Governance Task Force**  
Stephen Hallier, CWT

**Legislative/Regulatory Committee**  
Michael Highum, CPCU

**Standards Task Force**  
Jay Farmerie, CWT

**STEM Task Force**  
Brian Katarski

**Supplier Task Force**  
Gary Garcia

**Technical Committee**  
Allan R. Bassett, CWT, and  
James McDonald, PE, CWT

**Boiler Subcommittee**  
Jerry Angelilli

**Cooling Subcommittee**  
Derrick Vandenberg, CWT

**Pretreatment Subcommittee**  
Thomas J. Tinney

**Special Projects Subcommittee**  
Gary Garcia

**Wastewater Subcommittee**  
John W. Humphrey, CWT

**Young Professionals Task Force**  
Allison Bond





# AWT LEADERSHIP



## 2021 AWT Board of Directors

### President

**Michael Bourgeois, CWT**  
Chemco Products Company  
Paramount, California

### President-Elect

**Matt Jensen, CWT**  
Global Water Technology, Inc.  
Denmark, Wisconsin

### Secretary

**Stephen C. Hallier, CWT**  
WET Solutions, Inc.  
Schaumburg, Illinois

### Treasurer

**Noah R. Baskin**  
Tower Water Management  
Somerset, New Jersey

### Immediate Past President

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

### Directors

**John Caloritis, CWT**  
The Metro Group, Inc.  
Rochester, New York

**Mark J. Coldren, CWT**  
Water Treatment By Design  
Lewisberry, Pennsylvania

**Stephanie Keck, CWT**  
International Chemtex Corp.  
Schaumburg, Illinois

**Fred Shurtz**  
Precision Chemical LLC  
Boonville, Indiana

### Supplier Representative

**Gary Garcia**  
Masters Company, Inc.  
Wood Dale, Illinois

### AWT Staff

Lynne Agoston  
Maryia Alenchyk  
Caroline Bentley  
Barbara Bienkowski, CEM  
Mary Claire Gordon  
Grace L. Jan, CMP, CAE  
Brandon Lawrence  
Meghan Maker  
Jennifer Olivares  
Angela Pike  
Dawn Rosenfeld  
Sara L. Wood, CAE, MBA  
Heidi J. Zimmerman, CAE

## AWT Past Presidents

**D.C. "Chuck" Brandvold, CWT Emeritus—1987–1988**

**Ron Knestant—1989**

**Gary Glenna—1990**  
International Chemtex Corporation—Lakeville,  
Minnesota

**John E. Davies—1991**  
San Francisco, California

**Dennis Clayton—1992**

**William C. "Bill" Smith—1993**

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

**Jack Altschuler—1995**  
Fully Alive Leadership—Northbrook, Illinois

**Brent W. Chettle, CWT—1996**  
St. George, Utah

**Joseph M. Hannigan, CWT—1997**  
Klenzoid, Inc.—Conshohocken, Pennsylvania

**Larry A. Webb—1998**  
Cincinnati, Ohio

**James R. Datesh—1999**  
Dacar Industries, Inc.—Pittsburgh, Pennsylvania

**Alfred J. Nickels—2000**  
WATERTECH, Inc.—Twin Falls, Idaho

**James Mulloy—2001**  
Nashville Chemical & Equipment—Nashville,  
Tennessee

**Anthony J. McNamara, CWT—2002**  
CH<sub>2</sub>O, Inc.—Olympia, Washington

**William E. Pearson II, CWT—2003**  
Southeastern Laboratories, Inc.—Raleigh, North  
Carolina

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

**Steven MacCarthy, CWT—2005**  
Kurita America Inc.—Santa Fe Springs, California

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

**Charles D. Hamrick Jr., CWT—2007**  
Eagle Engineering Water Treatment—Rossford, Ohio

**Matt Cophorne, CWT—2008**  
Kurita America Inc.—Las Vegas, Nevada

**Scott W. Olson, CWT—2009**  
Global Water Technology, Inc.—Menomonee Falls,  
Wisconsin

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

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

**Mark R. Juhl—2012**  
Jaytech, Inc.—Minneapolis, Minnesota

**Mark T. Lewis, CWT—2013**  
Southeastern Laboratories, Inc.—Rock Hill,  
South Carolina

**Casey Walton, B.ChE., CWT—2014**

Walton Technologies LLC—Monmouth, Maine

**Brian Jutzi, CWT—2015**

D. H. Jutzi Limited—Stratford, Ontario, Canada

**Bernadette Combs, CWT, LEED AP—2016**

Industrial Water Engineering—Albuquerque, New Mexico

**Bruce Ketrick Jr., CWT—2017**

Guardian CSC—York, Pennsylvania

**Marc Vermeulen, M.Sc., CWT—2018**

Hawkstone Solutions—Carvel, Alberta, Canada

**David Wagenfuhr—2019**

Water Engineering, Inc.—Mead, Nebraska

**Thomas F. Brandvold, CWT—2020**

Premier Water & Energy Technology, Inc.—  
Jacksonville, Florida

## Looking Ahead to 2022

### 2022 AWT Board of Directors

#### President

**Matt Jensen, CWT**  
Global Water Technology, Inc.  
Denmark, Wisconsin

#### President-Elect

**Stephen C. Hallier, CWT**  
WET Solutions, Inc.  
Schaumburg, Illinois

#### Secretary

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Somerset, New Jersey

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HOH Water Technology, Inc.  
Palatine, Illinois

**Mark J. Coldren, CWT**  
Water Treatment By Design  
Lewisberry, Pennsylvania

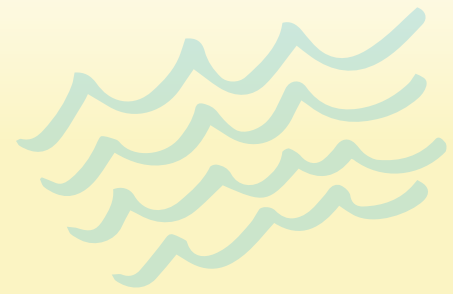
**Kyle J. Rossi, CWT**  
Worth Hydrochem of Houston  
Houston, Texas

**Fred Shurtz**  
Precision Chemical LLC  
Boonville, Indiana

#### Supplier Representative

**Pam S. Simmons**  
Watson-Marlow Fluid Technology Group  
Dallas, Texas

# FUTURE EVENTS



## 2022 Technical Training (West)

February 23–26, 2022

Hyatt Regency Lake Washington  
Seattle, Washington

## 2022 Technical Training Seminars (East)

March 30–April 2, 2022

Cleveland Marriott Downtown at Key Tower  
Cleveland, Ohio

## 2022 Business Owners Meeting

September 20, 2022

Pan Pacific Hotel  
Vancouver, Canada

## 2022 Annual Convention & Exposition

September 21–24, 2022

Vancouver Convention Centre  
Vancouver, Canada

## 2023 Annual Convention & Exposition

October 4–7, 2023

DeVos Place Convention Center and Amway Grand Hotel  
Grand Rapids, Michigan

## 2024 Annual Convention & Exposition

September 10–13, 2024

Louisville Convention Center and Omni Louisville  
Louisville, Kentucky

## 2026 Annual Convention & Exposition

September 16–19, 2026

Oklahoma Convention Center and Omni Hotel  
Oklahoma City, Oklahoma

## 2027 Annual Convention & Exposition

September 8–11, 2027

Cleveland Convention Center  
Cleveland, Ohio

