Many of you are aware of our new strategic plan. I know that when some people hear “strategic plan,” they think of a document that lives on a shelf. However, I assure you, the AWT plan has been responsible for some of our most exciting developments. 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. 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. Be sure to take advantage of all member benefits. In 2016, we launched the AWT calculations app. The app can be used in the field to determine biocide dosage, blowdown rates, condensate return, and basic feed calculations. Last year, we added LSI and RSI calculators, and this year, we’ve added wastewater calculations. Please be sure to download the updated app.

AWT is committed to providing you with easy access to education. Our goal is to offer a continuum of educational opportunities through in-person and online training. With this in mind, AWT is completing the online training modules for those new to the field, covering topics such as basic water treatment, performing a safe service visit, system equipment, testing, and recordkeeping. The modules will be complimentary for all members, as the AWT board strongly recognizes the need to educate the next generation of water treatment professionals.

Outcome 2—Member and Industry Advocate
Advocacy is a focus for AWT as we become more proactive in ensuring that our members’ needs are met in the industry. AWT continues on its path to becoming the voice of the water treatment industry by working closely with ASHRAE, CTI, IWC, EPA, the CDC, and other organizations. I’m also pleased to report that at the end of last year, we developed our first STEM kit, which is a resource members can use in their communities to teach younger generations about careers in water treatment.

Outcome 3—An Engaged Membership
The members who get the most out of AWT are those who are engaged. With this in mind, we want to create tools to make communication and engagement easier. One way in which we hope you’ll be able to communicate more easily with one another is through The Exchange. The Exchange replaces the listserve and is a more robust tool for discussions. If you have not participated in discussions, I encourage you to use this valuable tool.

Outcome 4—Charity
This is the third year of our partnership with pure Water for the World, 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. All of this means that it is an exciting time in AWT’s history and an exceptional time to be part of this great organization!

Sincerely,
David Wagenfuhr
This report reflects AWT’s financial position as of December 31, 2018, based on the audited financial statements. This year, AWT used reserves to develop new member benefits, such as the online training modules, which are available free to members.

### Balance Sheet

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Current Assets—Cash and Cash Equivalents</td>
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<td>$1,059,778</td>
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<td>$130,551</td>
<td>$117,080</td>
<td>$181,034</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$1,156,944</td>
<td>$1,326,217</td>
<td>$1,525,261</td>
<td>$1,768,479</td>
<td>$1,981,901</td>
<td>$2,181,765</td>
<td>$2,135,631</td>
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</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
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<td>Deferred Revenue</td>
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<td>$504,599</td>
<td>$595,985</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
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<td>$381,603</td>
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<td>Net Assets—Unrestricted</td>
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<td>$1,575,747</td>
<td>$1,582,536</td>
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<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td>$1,156,944</td>
<td>$1,326,217</td>
<td>$1,525,261</td>
<td>$1,768,479</td>
<td>$1,981,901</td>
<td>$2,181,765</td>
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### Income Statement

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<td>Membership Dues</td>
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<td>$310,441</td>
<td>$332,443</td>
<td>$336,363</td>
<td>$358,446</td>
<td>$398,684</td>
<td>$409,621</td>
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<tr>
<td>Annual Convention</td>
<td>$571,489</td>
<td>$622,230</td>
<td>$656,938</td>
<td>$672,502</td>
<td>$777,156</td>
<td>$781,539</td>
<td>$794,270</td>
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<tr>
<td>the Analyst</td>
<td>$391,661</td>
<td>$359,180</td>
<td>$365,630</td>
<td>$363,810</td>
<td>$339,847</td>
<td>$352,516</td>
<td>$346,758</td>
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<tr>
<td>Other</td>
<td>$323,461</td>
<td>$331,677</td>
<td>$392,276</td>
<td>$442,006</td>
<td>$434,516</td>
<td>$461,275</td>
<td>$608,964</td>
<td>$534,525</td>
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<td><strong>Total</strong></td>
<td>$1,589,773</td>
<td>$1,623,528</td>
<td>$1,747,287</td>
<td>$1,814,681</td>
<td>$1,909,964</td>
<td>$1,994,014</td>
<td>$2,159,613</td>
<td>$2,117,749</td>
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<table>
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<td>Board, Committees, Administration</td>
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<td><strong>Total</strong></td>
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<td>$1,613,061</td>
<td>$1,608,944</td>
<td>$1,616,405</td>
<td>$1,752,053</td>
<td>$1,855,593</td>
<td>$2,023,856</td>
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<table>
<thead>
<tr>
<th>Revenues</th>
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<td>$1,994,014</td>
<td>$2,159,613</td>
<td>$2,117,749</td>
</tr>
<tr>
<td>Less Expenses</td>
<td>$1,500,605</td>
<td>$1,613,061</td>
<td>$1,608,944</td>
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<td>$1,752,053</td>
<td>$1,855,593</td>
<td>$2,023,856</td>
<td>$2,110,960</td>
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<tr>
<td><strong>Net Surplus</strong></td>
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<td>$138,421</td>
<td>$135,757</td>
<td>$6,789</td>
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Revenue

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

Notes on Revenue: AWT relies heavily on revenue derived from the Annual Convention & 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

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

**Business Resources Committee**
Mike Standish

**Bylaws/Nominations/Policies Committee**
Michael Bourgeois, CWT

**Certification Committee**
James McDonald, CWT

**Charity Task Force**
Michelle Farmerie

**Convention Committee**
Tom Brandvold, CWT
  - WOW Subcommittee
    - Bonnee Randall

**Education Committee**
Bruce T. Ketrick Sr., CWT
  - Online Module Design Task Force
    - Pam Simmons
  - Online Module Curriculum Task Force
    - Casey Walton, CWT

**Legionella Task Force**
Andy Weas, CWT

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

**Membership Committee**
Marc Vermeulen, CWT

**Standards Task Force**
Jay Farmerie, CWT

**STEM Task Force**
Brian Katarski

**Technical Committee**
Allan R. Bassett, CWT
  - Boiler Subcommittee
    - Jerry Angelilli
  - Cooling Subcommittee
    - John Caloritis, CWT
  - Pretreatment Subcommittee
    - Thomas J. Tinney
  - Special Projects Subcommittee
    - Gary Garcia
  - Wastewater Subcommittee
    - Steve Winter

**Young Professionals Task Force**
Allison Bond
AWT Leadership

2019 AWT Board of Directors

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Water Engineering, Inc.
Mead, Nebraska

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

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Michael Bourgeois, CWT
Chemco Products Company
Paramount, California

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Watertech of America, Inc.
Greenfield, Wisconsin

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Hawkstone Solutions/Carvel,
Alberta, Canada

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WET Solutions, Inc.
Schaumburg, Illinois

Stephanie Keck, CWT
International Chemtex Corp.
Schaumburg, Illinois

Andy C. Kruck, CWT
Bluegrass Kesco, Inc.
Hermitage, Tennessee

Bonnee Randall
Water Tech Specialities, Inc.
Fremont, California

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Masters Company, Inc.
Wood Dale, Illinois

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Sara L. Wood, CAE, MBA
Angela Pike
Grace L. Jan, CMP, CAE
Morgan Prior
Ivy Caro, CGMP
Lynette Randazzo
Barbara Bienkowski, CEM
Julie Hill
Jennifer Olivares
Lynne Agoston
Meghan Maker
Dawn Rosenfeld

AWT Past Presidents

Ron Knestaut—1989
Gary Glenn—1990
International Chemtex Corporation—Lakeville, Minnesota
John E. Davies—1991
San Francisco, California
Dennis Clayton—1992
Stanchfield, Minnesota
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
WEST Incorporated—St. George, Utah
Joseph M. Hannigan, CWT—1997
Klenozid, Inc.—Conshohocken, Pennsylvania
Larry A. Webb—1998
Cincinnati, Ohio
James R. Dathesh—1999
Dacar Industries, Inc.—Pittsburgh, Pennsylvania
Alfred J. Nickels—2000
WATERTECH, Inc.—Twin Falls, Idaho
James M. Mulloy—2001
Nashville Chemical & Equipment—Nashville, Tennessee
Anthony J. McNamara, CWT—2002
CHO, Incorporated—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
WEST Incorporated—Santa Fe Springs, California
Joy Farmerie, CWT—2006
GLA Water Consultants, Inc.—Moon Township, Pennsylvania
Charles D. Hamrick Jr., CWT—2007
GL Water Management Company—Rassford, Ohio
Matt Copthorne, CWT—2008
WEST Incorporated—Las Vegas, Nevada
Scott W. Olson, CWT—2009
Lakeland Chemical Specialties—Menomonee Falls, Wisconsin
Robert D. Lee, CWT—2010
RJ Chemical Services, Inc.—Largo, Florida
R. Trace Blackmore, CWT, LEED AP—2011
Blackmore Enterprises, Inc.—Lawrenceville, Georgia
Mark R. Juhi—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

Looking Ahead to 2020

2020 AWT Board of Directors

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

President-Elect
Michael Bourgeois, CWT
Chemco Products Company
Paramount, California

Secretary
Matt Jensen, CWT
Watertech of America, Inc.
Greenfield, Wisconsin

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

Immediate Past President
David Wagenfuhr
Water Engineering, Inc.
Mead, Nebraska

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

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

Stephanie Keck, CWT
International Chemtex Corp.
Lakeland, Minnesota

Andy C. Kruck, CWT
Water Tech Specialties, Inc.
Fremont, California

Supplier Representative
Garrett S. Garcia
Masters Company, Inc.
Wood Dale, Illinois

2019 AWT Annual Report — 5
Future Events

2020 Business Owners Meeting
February 10–11, 2020
Hyatt Regency Clearwater Resort
Clearwater, Florida

2020 Technical Training (West)
February 6–29, 2020
Hyatt Regency Lake Washington
Seattle, Washington

2020 Technical Training (East)
March 18–21, 2020
Marriott Cleveland
Cleveland, Ohio

2020 Annual Convention & Exposition
September 30–October 3, 2020
Louisville Convention Center and Omni Hotel
Louisville, Kentucky

2021 Technical Training (West)
February 24–27, 2021
Doubletree Mission Valley
San Diego, California

2021 Annual Convention & Exposition
September 22–25, 2021
Providence Convention Center and Omni Hotel
Providence, Rhode Island

2022 Annual Convention & Exposition
September 21–24, 2022
Vancouver Convention Centre
Vancouver, Canada

2023 Annual Convention & Exposition
October 4–7, 2023
Devos Place and Amway Grand Hotel
Grand Rapids, Michigan