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

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</thead>
<tbody>
<tr>
<td>Current Assets—Cash and Cash Equivalents</td>
<td>$945,709</td>
<td>$1,059,778</td>
<td>$1,267,085</td>
<td>$1,587,048</td>
<td>$1,783,881</td>
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<tr>
<td>Prepaid Expenses</td>
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<td>$80,940</td>
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<td>Other Assets</td>
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<td>$182,642</td>
<td>$130,551</td>
<td>$117,080</td>
<td>$181,034</td>
<td>$186,832</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$1,156,944</strong></td>
<td><strong>$1,326,217</strong></td>
<td><strong>$1,525,261</strong></td>
<td><strong>$1,768,479</strong></td>
<td><strong>$1,981,901</strong></td>
<td><strong>$2,181,765</strong></td>
<td><strong>$2,135,631</strong></td>
</tr>
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<tbody>
<tr>
<td>Accounts Payable</td>
<td>$36,575</td>
<td>$48,019</td>
<td>$31,303</td>
<td>$33,389</td>
<td>$37,312</td>
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<tr>
<td>Deferred Revenue</td>
<td>$313,330</td>
<td>$332,816</td>
<td>$350,300</td>
<td>$433,521</td>
<td>$504,599</td>
<td>$595,985</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$349,905</strong></td>
<td><strong>$380,835</strong></td>
<td><strong>$381,603</strong></td>
<td><strong>$466,910</strong></td>
<td><strong>$541,911</strong></td>
<td><strong>$606,018</strong></td>
<td><strong>$553,095</strong></td>
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<tr>
<td>Net Assets—Unrestricted</td>
<td>$807,039</td>
<td>$945,382</td>
<td>$1,143,658</td>
<td>$1,301,569</td>
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<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td><strong>$1,156,944</strong></td>
<td><strong>$1,326,217</strong></td>
<td><strong>$1,525,261</strong></td>
<td><strong>$1,768,479</strong></td>
<td><strong>$1,981,901</strong></td>
<td><strong>$2,181,765</strong></td>
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### Income Statement

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<tr>
<td>Membership Dues</td>
<td>$303,162</td>
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<td>$332,443</td>
<td>$336,363</td>
<td>$358,446</td>
<td>$398,684</td>
<td>$409,621</td>
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<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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<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>
<td>$359,501</td>
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<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><strong>$1,589,773</strong></td>
<td><strong>$1,623,528</strong></td>
<td><strong>$1,747,287</strong></td>
<td><strong>$1,814,681</strong></td>
<td><strong>$1,909,964</strong></td>
<td><strong>$1,994,014</strong></td>
<td><strong>$2,159,613</strong></td>
<td><strong>$2,117,749</strong></td>
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<tr>
<td>Annual Convention</td>
<td>$534,786</td>
<td>$541,605</td>
<td>$529,208</td>
<td>$546,623</td>
<td>$616,062</td>
<td>$616,803</td>
<td>$640,856</td>
<td>$764,577</td>
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<tr>
<td>the Analyst</td>
<td>$250,958</td>
<td>$230,859</td>
<td>$229,146</td>
<td>$229,821</td>
<td>$220,163</td>
<td>$223,458</td>
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<td>$240,584</td>
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<tr>
<td>Other Programs</td>
<td>$343,930</td>
<td>$326,814</td>
<td>$425,434</td>
<td>$436,096</td>
<td>$509,827</td>
<td>$520,983</td>
<td>$565,479</td>
<td>$567,499</td>
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<tr>
<td>Board, Committees, Administration</td>
<td>$370,931</td>
<td>$513,783</td>
<td>$425,156</td>
<td>$403,865</td>
<td>$406,001</td>
<td>$484,349</td>
<td>$551,844</td>
<td>$538,300</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$1,500,605</strong></td>
<td><strong>$1,613,061</strong></td>
<td><strong>$1,608,944</strong></td>
<td><strong>$1,616,405</strong></td>
<td><strong>$1,752,053</strong></td>
<td><strong>$1,855,593</strong></td>
<td><strong>$2,023,856</strong></td>
<td><strong>$2,110,960</strong></td>
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<td>$1,814,681</td>
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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>
<td>$1,616,405</td>
<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>
<td><strong>$89,168</strong></td>
<td><strong>$10,467</strong></td>
<td><strong>$138,343</strong></td>
<td><strong>$198,276</strong></td>
<td><strong>$157,911</strong></td>
<td><strong>$138,421</strong></td>
<td><strong>$35,757</strong></td>
<td><strong>$6,789</strong></td>
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</tbody>
</table>
AWT Financial Report

**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

**President**
David Wagenfuhr  
Water Engineering, Inc.  
Mead, Nebraska

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

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

**Treasurer**
Matt Jensen, CWT  
WaterTech of America, Inc.  
Greenfield, Wisconsin

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Marc Vermeulen, M.Sc., CWT  
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 Specialties, Inc.  
  Fremont, California

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

**AWT Staff**
- Heidi J. Zimmerman, CAE
- 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
- Klenzoid, Inc.—Conshohocken, Pennsylvania
- Larry A. Webb—1998
- Cincinnati, Ohio
- James R. Dapesh—1999
- Dacar Industries, Inc.—Pittsburgh, Pennsylvania
- Alfred J. Nickels—2000
- WATERTECH, Inc.—Twin Falls, Idaho
- James Mullloy—2001
- Nashville Chemical & Equipment—Nashville, Tennessee
- Anthony J. McNamara, CWT—2002
- CH2O, 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
- Jay Fomerick, CWT—2006
- GLA Water Consultants, Inc.—Moon Township, Pennsylvania
- Charles D. Hamrick Jr., CWT—2007
- GLA Water Management Company—Rassford, Ohio
- Matt Copthorne, CWT—2008
- WEST Incorporated—Las Vegas, Nevada
- Scott W. Olson, CWT—2009
- Lakeland Chemical Specialties—Menomonie 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—Mannsmouth, 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.  
  Lakeville, Minnesota
- Andy C. Kruck, CWT  
  Water Tech Specialties, Inc.  
  Fremont, California

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