Association of Water Technologies
2018 Annual Report
I am honored to have been part of the board when the AWT strategic plan was introduced. I know that when some people hear “strategic plan,” they think of a document that lives on a shelf. I assure you, however, that the AWT strategy plan has been responsible for some of our most exciting developments over the last few years.

**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 available: the active biofilm spreadsheet, the filters papers, the model safety plan document, and the online education. 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. We’re happy to report that the updated version is now available. This version includes an LSI and RSI calculator. In addition, we’ve added some new features to make using the app easier. And finally, the app also includes metric units, so you can switch between both versions. 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, for those new to the field, AWT launched online training modules covering topics such as basic water treatment, performing a safe service visit, system equipment, testing, and recordkeeping. The modules are complimentary for all members, as the AWT board strongly recognizes the need to educate the next generation of water treatment professionals. The first four modules are available now. Stay tuned for more complimentary online modules to be available in early 2019.

**Outcome 2—Business Resources**

AWT was built on business issues, when a group of companies came together for insurance purposes. We’ve continued that great tradition by adding more business resources for our member companies. From the complimentary monthly webinars to the business affinity discount programs and the Business Owner’s Toolkit, these are only a few of the many resources available.

In addition, I’m happy to report that we had more than 50 people attend the half-day Business Owners Meeting in 2018. We’re very excited about this program, which featured outstanding speakers as well as dedicated time for business owners to speak to one another about the critical issues affecting their companies.

We’re also excited to announce that the committee is working on a stand-alone day and a half meeting in February 2019 in New Orleans. A great program is planned. Personally, I can’t wait to attend.

**Outcome 3—Advocacy**

Advocacy is a focus for AWT as we become more proactive. 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 discussion. If you have not participated in discussions, I encourage you to use this valuable tool.

I’m also pleased to report that earlier this year, we launched phase two of our online advocacy center, which provides resources for companies attending career fairs to promote water treatment professions.

AWT also continues its path to becoming the voice of the water treatment industry by working closely with the EPA, the CDC, and other organizations.

AWT has also submitted multiple comments this year on standards and regulations that affect us. All of this is aimed at making AWT the voice of the water treatment industry.

**Outcome 4—Charity**

It has been just over two years since we launched our partnership with Pure Water for the World (PWW), 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. AWT members have raised well over $20,000 for PWW and have impacted the lives of hundreds of families.

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,

Marc Vermuelen, CWT
By Michael Bourgeois, CWT
AWT Treasurer

This report reflects AWT’s financial position as of December 31, 2017, 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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<tbody>
<tr>
<td>Current Assets—Cash and Cash Equivalents</td>
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<td>$945,709</td>
<td>$1,059,778</td>
<td>$1,267,085</td>
<td>$1,587,048</td>
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<td>$50,880</td>
<td>$80,940</td>
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<td>Other Assets</td>
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<td>$155,859</td>
<td>$188,108</td>
<td>$182,642</td>
<td>$130,551</td>
<td>$117,080</td>
<td>$181,034</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$1,138,828</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>
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### Liabilities and Net Assets

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<tbody>
<tr>
<td>Accounts Payable</td>
<td>$32,952</td>
<td>$36,575</td>
<td>$48,019</td>
<td>$31,303</td>
<td>$33,389</td>
<td>$37,312</td>
<td>$10,033</td>
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<td>Deferred Revenue</td>
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<td>$313,330</td>
<td>$332,816</td>
<td>$350,300</td>
<td>$433,521</td>
<td>$504,599</td>
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<td><strong>Total Liabilities</strong></td>
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<td>$380,835</td>
<td>$381,603</td>
<td>$466,910</td>
<td>$541,911</td>
<td>$606,018</td>
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<td>Net Assets—Unrestricted</td>
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<td>$807,039</td>
<td>$945,382</td>
<td>$1,143,658</td>
<td>$1,301,569</td>
<td>$1,439,990</td>
<td>$1,575,747</td>
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<td><strong>Total Liabilities &amp; Net Assets</strong></td>
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### Income Statement

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<tr>
<td>Membership Dues</td>
<td>$303,162</td>
<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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<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>
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<tr>
<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>
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**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.

**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.
Thank You to Our Volunteers!

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 would like to give a special thanks to our committee and task force chairs:

Business Resources Committee
Mark R. Juhl

Bylaws/Nominations/Policies Committee
Thomas F. Brandvold, CWT

Certification Committee
James McDonald, CWT

Charity Task Force
Marc Lortie

Convention Committee
David Wagenfuhr
   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
William E. Pearson II, CWT

Legislative/Regulatory Committee
Michael Highum, CPCU

Long Range Planning Committee
Bruce T. Ketrick Jr., CWT

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
Michelle Farmerie
AWT Leadership

2018 AWT Board of Directors

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

President-Elect
David Wagenfuhr
Water Engineering, Inc.
Mead, Nebraska

Secretary
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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Guardian CSC
York, Pennsylvania

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Watertech of America, Inc.
Greenfield, Wisconsin

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

Bonnee Randall
Water Tech Specialties, Inc.
Fremont, California

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

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Kevin R. Cope
Brenntag North America
Pittsburgh, Pennsylvania

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Sara L. Wood, CAE, MBA
Angela Pike
Grace L. Jan, CMP, CAE
Morgan Prior
Barbara Bienkowski, CEM
Brandon Lawrence
Julie Hill
Jennifer Olivares
Jeyin Lee
Lynne Agoston
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. 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
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
Joy Farmerie, CWT—2006
GLA Water Consultants, Inc.—Moon Township, Pennsylvania
Charles D. Hamrick Jr., CWT—2007
GLA Water Management Company—Rossford, 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
RZJ Chemical Services, Inc.—Largo, Florida
R. Trace Blackmore, CWT, LEED AP—2011
Blackmore Enterprises, Inc.—Lawrenceville, Georgia
Mark R. Juhi—2012
Joytech, Inc.—Minneapolis, Minnesota
Mark T. Lewis, CWT—2013
Southeastern Laboratories, Inc.—Rock Hill, South Carolina
Casey Walton, B.Ch.E., 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

Looking Ahead to 2019

2019 AWT Board of Directors

President
David Wagenfuhr
Water Engineering, Inc.
Mead, Nebraska

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

Secretary
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Greenfield, Wisconsin

Immediate Past President
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Carvel, Alberta, Canada

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

Stephanie Keck, CWT
International Chemtex Corp.
Lakeland, Minnesota

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

Bonnee Randall
Water Tech Specialties, Inc.
Fremont, California

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

AWT Leadership

2018 AWT Annual Report — 5
Future Events

2019 Business Owners Meeting
February 21–22, 2019
Hilton New Orleans St. Charles
New Orleans, Louisiana

2019 Technical Training (West)
February 27–March 2, 2019
Doubletree Mission Valley
San Diego, California

2019 Technical Training (East)
March 27–30, 2019
Hotel Annapolis
Annapolis, Maryland

2019 Annual Convention & Exposition
September 11–14, 2019
Palm Springs Convention Center and Renaissance Hotel
Palm Springs, California

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