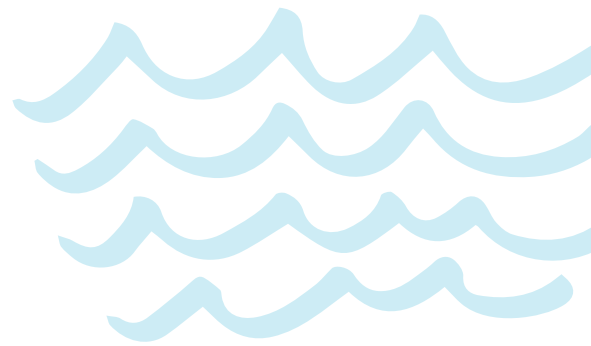
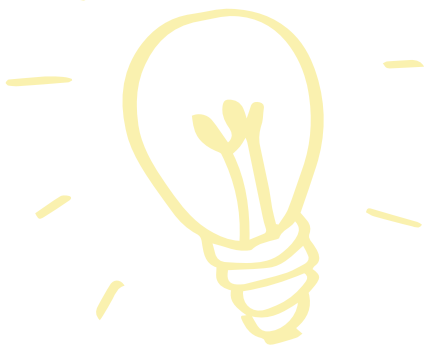
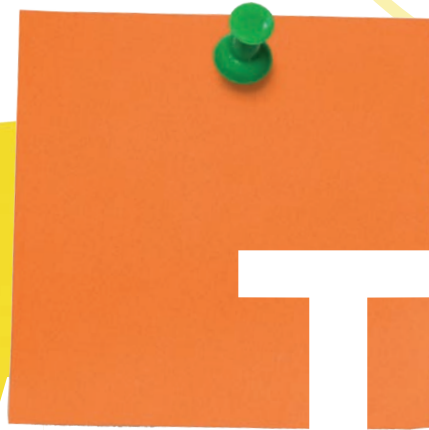
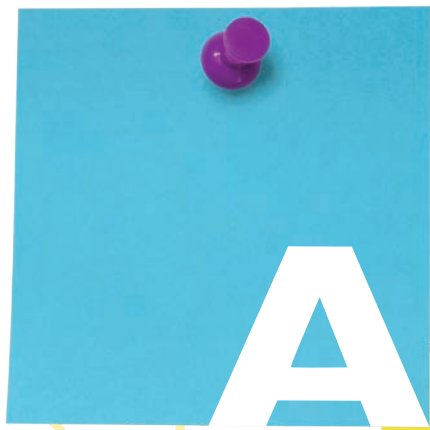


Association of Water Technologies
2021 ANNUAL REPORT

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
Total Assets	\$1,156,944	\$1,326,217	\$1,525,261	\$1,768,479	\$1,981,901	\$2,181,765	\$2,135,631	\$1,970,201	\$1,852,208

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
Total Liabilities	\$349,905	\$380,835	\$381,603	\$466,910	\$541,911	\$606,018	\$553,095	\$509,266	\$463,965
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
Total Liabilities & Net Assets	\$1,156,944	\$1,326,217	\$1,525,261	\$1,768,479	\$1,981,901	\$2,181,765	\$2,135,631	\$1,970,201	\$1,852,208

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
Total	\$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

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
Total	\$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

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
Net Surplus(Loss)	\$10,467	\$138,343	\$198,276	\$157,911	\$138,421	\$135,757	\$6,789	(\$121,601)	(\$72,692)

AWT FINANCIAL REPORT



Chart 1: Revenue

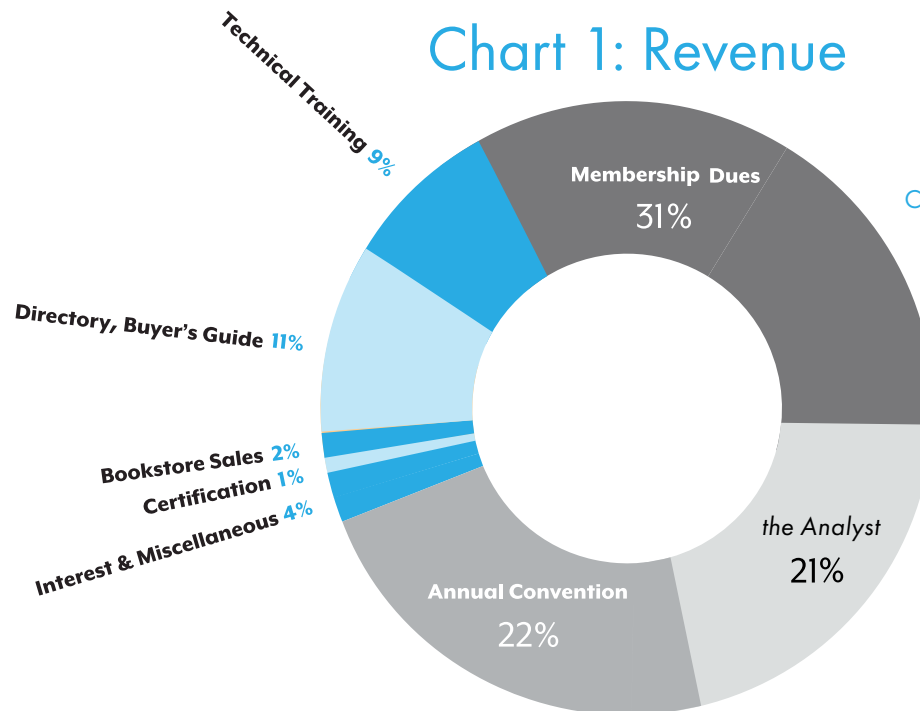


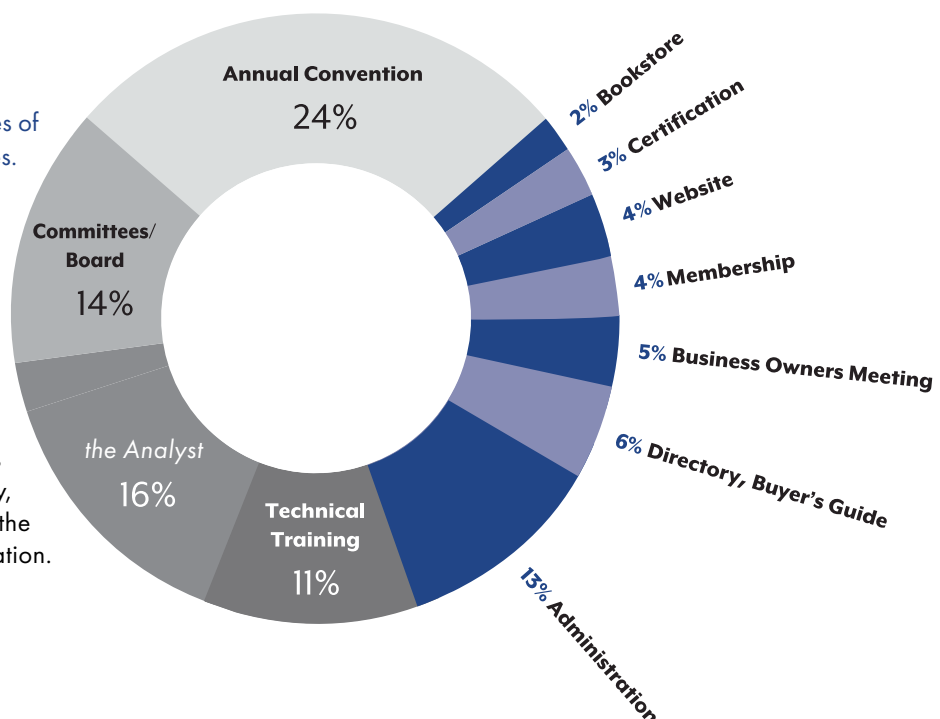
Chart 1 illustrates the general sources of AWT's revenue.

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.

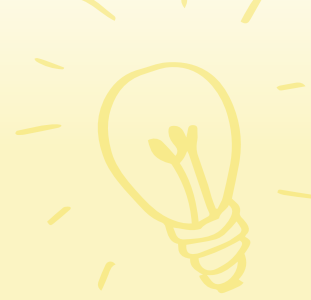
Chart 2: Expenses

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 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

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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

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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

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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 Knestaut—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
CH₂O, 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

Noah R. Baskin
Tower Water Management
Somerset, New Jersey

Treasurer

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

Immediate Past President

Michael Bourgeois, CWT
Chemco Products Company
Paramount, California

Directors

Tammy Faber, MBA
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

