



# AORS

PROMOTING **KNOWLEDGE**. PURSUING **EXCELLENCE**

## HIGHLIGHTS OF SUPPLIERS AND BOARD OF DIRECTORS MEETINGS September 16 & 17, 2021, Oakwood Resort, Grand Bend

AORS held its annual Suppliers – Directors meeting on September 16, and Fall Board of Directors meeting on September 17, at the Oakwood Resort in Grand Bend, hosted by 1<sup>st</sup> VP Mike Alcock. Following are highlights from the meetings.

**1. Suppliers Meeting** – The first in-person meeting in over 18 months, the annual AORS Suppliers - Directors meeting was well attended, with 34 Suppliers, 18 Directors, 3 Past Presidents, 4 municipal guests and 4 staff. There was a good discussion on how municipalities and suppliers adapted during the pandemic to continue delivering essential services to the public, and how they anticipate things will evolve as we emerge from the pandemic. The potential impact of vaccine mandates was also discussed. While many Local Associations are looking forward to returning to in-person meetings, most will take their cues from the municipalities.

Suppliers were invited to join AORS CONNEXIONS as sponsors, a new platform that will allow them to reconnect with their municipal customers, making up for the cancelled trade shows in 2020 and 2021, and the lack of Local Association meetings over the past 18 months. It will launch in October and remain accessible for at least 2 months, providing ample time for members to check out what's new with the sponsors and participate in live broadcasts.

Suppliers provided good feedback on Spotlight 2021, the first edition published using our new printer. Thanks to all the suppliers who advertise, and a special thanks to those who had already renewed their ads for Spotlight 2022. There were two draws from among the early renewals, one for a complimentary Bronze Sponsorship of AORS CONNEXIONS (won by Green Lea Ag Centre Inc.), and the other for a free ad in Spotlight 2022 (won by Da Lee Dust Control). There was strong support for the option to renew ad space for 3 consecutive years at the current pricing, paid in advance. This will go into effect with the 2022 edition.

**2. Board of Directors Meeting** – The Board meeting was also well attended, with 21 Directors (18 in person and 3 by videoconference), 3 Past Presidents, 3 guests (1 by videoconference), and 5 staff (4 in person and 1 by videoconference). It was a good test case for future meetings as well as training sessions that we may want to hold as hybrid events, allowing both in-person and virtual participation.

**3. 2022 Trade Show** – The organizing committee for the 2022 Trade Show has reconvened, picking up where they left off when the 2020 show was cancelled. They would be happy to welcome some new volunteers to sit on the committee, since there was some staff turnover among committee members over the last 18 months. Given the 2-year hiatus, we expect the show will be a sellout, so suppliers are urged to reserve space soon if they haven't already.

**4. 2022 Spotlight** – Larry Maddeaux, Spotlight Committee Co-chair, reported that the committee has started working on the 2022 edition. Another year with no trade shows or other events has once again made it challenging to generate leads for new ads. Existing advertisers are urged to renew their ads as soon as possible, and all members are encouraged to help by promoting ads to any suppliers they deal with, and receive an entry into a draw for \$1000 gift card for each new ad they secure.

**5. Education Committee** – So far this year, uptake of online training has exceeded expectations. The number of PWLDP and Book 7 trainees is on track to surpass the number trained in-person in a typical pre-pandemic year. Part of the strong demand is that online courses are more accessible to members from more remote locations. That said, most members are anxious to return to in-person training, and we will make the transition back as soon as it is feasible to do so, but continue to offer some courses online to accommodate those who prefer that format.

**6. Finance Committee** – In spite of the negative impact of cancelling the trade show for a second year, AORS is on track to break even, possibly post a small profit in 2021, thanks to cost control measures, the strong uptake of online training, and the revenues expected from AORS CONNEXIONS.

**7. Roadway Safety Working Group** – The Working Group reported on a survey of board members to prioritize and focus its work on roadway safety issues, such as traffic calming and speed control. Rather than undertake new research or make specific recommendations, the WG will compile lists of resources currently available on topics of concern to our members. The members can then select the reference materials that are most applicable to their particular situation.

**8. Ask an Expert** – The Board endorsed the creation of a LinkedIn group where members can pose questions and others can respond or comment. Instructions and guidelines will be developed.

**9. Nominations and Appointments** – The Board approved a second pause in the progression of the executive, to allow Bill Wilson a chance to exercise the full scope of presidential responsibilities, assuming in-person events will return in 2022. Bill will serve another term as President. Mike Alcock will remain as 1<sup>st</sup> Vice President, Joe Reid as 2<sup>nd</sup> Vice President, and Phil Wilson will serve another term as Past President. Larry Maddeaux, CRS-S, Past President, was nominated and approved to serve another 3-year term on the Certification Board starting in 2022.

#### **10. Upcoming Meetings**

- The 2022 Winter Board of Directors meeting and the Annual General Meeting will be held in conjunction with the OGRA Conference, which is scheduled for February 27 to March 2, 2022 at the Royal York in Toronto. The BOD will be held in the afternoon of Sunday, February 27, and the AGM in the afternoon of Monday, February 28.
- The summer Board meeting is tentatively planned for the morning of Friday, June 24. A Local Association meeting is tentatively planned for Thursday, June 23. Both will be held in Barrie or another location, to be approved at the winter BOD meeting.
- The fall Board meeting is scheduled for Friday, September 16, 2022. The annual Suppliers – Directors meeting and golf will be held on Thursday, September 15, 2022. Both will be held at the Oakwood Resort in Grand Bend.
- Local Associations are urged to avoid the above dates when scheduling their own meetings and events, and coordinate with neighbouring associations to pick dates that avoid conflicts and accommodate Supplier members and AORS staff who travel to attend several meetings in a week.
- November 11 is the deadline for applications to be considered at the next Certification Board meeting.