



ASSOCIATION OF ONTARIO ROAD SUPERVISORS

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

HIGHLIGHTS OF SUPPLIERS AND BOARD OF DIRECTORS MEETINGS September 26 & 27, 2019, Quality Inn Festival, Stratford

For AORS Update at Local Association Meetings

1. **Suppliers Meeting** – AORS Directors met with 26 supplier members on September 26, to discuss how AORS and our Local Associations are doing at helping our supplier and municipal members connect. There was good feedback on the successful Trade Show hosted by the Chatham Kent Road Association. Suppliers remarked on the value of joint Local Association meetings and enjoy the opportunity to interact with the larger and more diverse audiences that typically attend. They also appreciate the efforts that some Local Associations are undertaking to schedule their meetings to avoid conflicts, and where feasible, having neighbouring LAs hold their meetings on consecutive days to make better use of their travel time. It was suggested that LA Secretaries / Treasurers be invited to participate in a workshop next June to discuss best practices and strategies to simplify their role and improve communications among their members. There was a presentation by Spring Marketing, a consultant working with AORS to help expand our brand with social media and email marketing. Suppliers who take out a full page colour ad in the 2020 Spotlight will be featured in targeted social media ads to leverage their respective networks. Following the meeting, there was a friendly round of golf and a Stratford play for the non-golfers. Thanks to First VP Bill Wilson and the Perth County Road Superintendents Association for hosting the meetings and organizing the golf.

2. **2019 Trade Show Report** – Glenn Harding, Chair of the 2019 Trade Show Organizing Committee, reported on the final results. Over 1,500 people attended the show in Chatham over the 2-day show. Including booth sales, sponsorships, advertising revenues from the Trade Show magazine, and the golf and brewery tour, the Chatham Kent Road Association netted \$57,000 after expenses. In the spirit of giving back, CKRA is working with a financial adviser to set up a trust fund to provide bursaries to students at the 10 CK high schools who choose to pursue post-secondary education in the areas of public works, engineering, heavy equipment operation, etc.

3. **2020 Trade Show Report** – On behalf of the Simcoe County Trade Show Organizing Committee, John Maheu reported that planning for the 2020 Trade Show in Barrie is off to a strong start with most of the indoor booths in the Barrie Molson Centre already sold out.

4. **2020 Spotlight** – Larry Maddeaux, Spotlight Committee Co-chair, reported that the committee is hard at work on the 2020 edition. A higher than normal number of advertisers are choosing not to renew their ads for various reasons. Directors were asked to remind their suppliers that Spotlight continues to be the first place municipal members look to find a new supplier. Congratulations to the winners of the draws from the companies that committed to advertise in the 2020 Spotlight: Amaco who won a free ad in Spotlight 2020, and Canadian Heat Transfer Solutions who won a free booth at the 2020 Trade Show.

5. **Provincial Safety Truck Rodeo** – The 2019 Rodeo was held at the Laurentian Valley Municipal Centre and Public Works yard on September 11, hosted by the Renfrew County Road Supervisors Association. A total of 34 drivers from 19 Local Associations competed. Congratulations to Driver of the Year, Jeff Nielsen, from the Township of Trent Hills, representing the Northumberland Road Builders Association. First runner up was Joe Ennis (Township of Tay Valley, Lanark County Road Supervisors Association). Two drivers tied for second runner up: Erik Ramaker (Municipality of South Huron, Huron

County Road Supervisors Association), and John Gleeson (Township of Mississippi Mills, Lanark County Road Supervisors Association). The 2020 Roadeo will be hosted by the District 8 Road Supervisors Association.

6. Education Committee – Michelle Poirier reported on the successful first year of the reincarnated Public Works Leadership Development Program (PWLDP), which was relaunched Fall 2018 as an AORS owned and delivered program. Dennis O’Neil reported that overall number of students trained in 2019 remains lower than in 2018, but that net revenues continue to be strong due to the mix of training being delivered.

7. Strategic Planning – The Board reviewed a first draft of the new 2020 – 2024 Strategic Plan, which was the result of the strategic planning workshop held in June. The Strategic Planning Committee will conduct a final review and edit, and present the final draft to the Board for approval at its February 2020 meeting.

8. Nominations and Appointments – Glenn Harding, CRS, Chatham-Kent Road Association, was nominated for the position of 2nd Vice President, to take effect at the AGM next February.

9. Committees – The Board reviewed and approved the memberships of its various standing committees. While membership on some committees is predefined in their mandates, others are open to any Director or member-at-large. Anyone interested in serving on a committee should contact John Maheu.

10. Upcoming Meetings

- The next meeting of the Board of Directors will be held on Sunday, February 23, 2020, and the AGM on Monday, February 24, in conjunction with the OGRA conference. The conference is returning to the Fairmont Royal York in Toronto.
- The Board will also meet on June 26 – 27 (Barrie), and October 1 – 2 (Grand Bend, Huron County).
- Local Associations are urged to avoid these dates when scheduling their own meetings and events, and coordinate with neighbouring associations to pick dates that accommodate Supplier members who travel to attend several meetings. Directors are encouraged to attend all Board meetings or send an alternate from their Local Association.
- Other dates to avoid:
 - The week of June 1, 2020 (AORS Trade Show)
 - September 15 – 16, 2020 (likely dates for the Provincial Safety Truck Roadeo).
- November 15 is the deadline for applications to be considered at the next Certification Board meeting.