



ASSOCIATION OF ONTARIO ROAD SUPERVISORS

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

HIGHLIGHTS OF SUPPLIERS AND BOARD OF DIRECTORS MEETINGS September 27 & 28, 2018, Bayshore Community Centre, Owen Sound

For AORS Update at Local Association Meetings

1. **Suppliers Meeting** – AORS Directors met with 16 supplier members on September 27, to hear firsthand how AORS and our Local Associations can better facilitate interactions between municipal and supplier members, and ensure all members are receiving good value from their membership. Suppliers are generally pleased with the services they receive, and congratulated the District 8 Road Supervisors Association for hosting an excellent Trade Show. There was good discussion on tactics to increase traffic at the Trade Show, as well as improving attendance at Local Association meetings. Suggestions included coordinating LA meeting dates within a geographic area to avoid conflicts and, where possible, hold meetings on consecutive days to allow supplier members to attend more meetings. The supplier members commented on the effectiveness of joint LA meetings at bringing out larger and more diverse audiences. They also encouraged LAs to invite other groups in their municipalities (e.g. fleet managers), and to extend membership to other organizations within their areas (e.g. First Nations, airports, national defense) who have similar public works interests. Following the meeting, there was a friendly round of golf and a brewery tour for the non-golfers. Thanks to First VP Phil Wilson, his wife Deb, and the Grey County Public Works Association for hosting the meetings and organizing the social events.

2. **2018 Trade Show Report** – Joe Reid, Chair of the 2018 Trade Show Organizing Committee, reported on the final results. Over 1,700 people passed through the gates over the 2-day show in Belleville. Including booth sales, sponsorships, advertising revenues from the Trade Show magazine, and the golf and fishing tournaments, District 8 Road Supervisors Association netted \$90,000 after expenses. In keeping with the philosophy of giving back, District 8 donated \$5,000 to each of the region's 7 hospitals, as well as a local charity developing a sports field for children with different abilities. They also generously contributed towards the wages for the AORS summer student. District 8 will retain the balance for its own operations, education programs, and other events that support their members.

3. **2019 Trade Show Report** – On behalf of the Chatham-Kent Trade Show Organizing Committee, Glenn Harding reported that planning for the 2019 Trade Show in Chatham is progressing well, with 63% of booths sold. In addition to the Ross McKenzie Memorial Golf Tournament, they are planning for a tour of local micro-breweries and a classic car restoration facility. They look forward to seeing everyone there.

4. **2019 Spotlight** – Larry Maddeaux, Spotlight Committee Co-chair, reported that work on the 2019 edition is underway. He mentioned that new ad sales were lagging previous years, and asked all members to help promote Spotlight to potential new advertisers, and to consider joining the committee. Congratulations to Denso North America who won a free ad in Spotlight 2019, and White's Wearparts who won a free booth at the 2019 Trade Show, following their commitment to advertise in the 2019 edition.

5. **Provincial Safety Truck Rodeo** – The 2018 Rodeo was hosted by the Grey County Public Works Association, and held at the Bayshore Community Centre in Owen Sound on September 12. There was a total of 43 contestants from 21 Local Associations, a new record! Congratulations to Driver of the Year, John Gleeson, from Mississippi Mills, representing the Lanark County Road Supervisors

Association. John was a past winner (2011) and took the 2018 championship with an outstanding score of 367 out of a possible 370 points. First runner up was Richard Elliott (Township of Adelaide-Metcalf, representing Middlesex County Public Works Association), and second runner up was Steve Kidd (Selwyn Township, representing the Peterborough/Kawartha Lakes Public Works Association). Steve was also a past champion, having won in both 2015 and 2016. The 2019 Roadeo will be held in Laurentian Valley, hosted by the Renfrew County Road Supervisors Association.

6. Education Committee – The Public Works Leadership Development Program (PWLDP) has been relaunched as an AORS owned and delivered program. AORS acquired and updated the courseware and hired 6 new instructors, with several sessions scheduled throughout October. Dates and locations for 2019 will be announced shortly. Directors were also asked to remind their members, when soliciting bids for training please consider inviting AORS to submit a proposal. While AORS may not always be the cheapest, we remain committed to working with our instructors to deliver quality programs that meet members' needs; and only with higher volumes can AORS keep costs down.

7. Strategic Planning / Finance Committees – Based on the Directors' workshop that was held in June, staff made recommendations on various fee revisions that will ensure the financial sustainability of the Association into the future. Some fees had not been changed for many years (e.g. membership dues had not increased since 2010), to the point that corresponding costs were not being covered. Modest fee increases were approved in keeping with the objectives that fees remain competitive, AORS delivers good value, and that we respect the diverse nature of our municipal and supplier members and the contributions they make to the Association's viability. Based on their success at the 2018 Trade Show and Truck Roadeo, the Board also approved the use of voluntary sponsorship programs as a means of offsetting some of the costs of these events.

8. Nominations and Appointments – Mike Alcock, Huron County Road Supervisors 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. The Spotlight Committee in particular would benefit from some new members, both municipal and supplier. 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 24, 2019, and the AGM on Monday, February 25, in conjunction with the OGRA conference. Note that the 2019 conference will be at the Sheraton Centre Toronto, as the Royal York is undergoing renovations.
- The Board will also meet on June 20 – 21 (Barrie), and September 26 – 27 (Perth 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 3, 2019 (AORS Trade Show)
 - September 11, 2019 (likely date for the Provincial Safety Truck Roadeo).