



**MINUTES OF
THE ANNUAL GENERAL MEETING OF
THE ONTARIO POLLUTION CONTROL EQUIPMENT ASSOCIATION**

Date: Tuesday April 27, 2021

Time: 3 PM

Location: By Zoom

Attendees:

Steve Davey	John Devlin
Linda Cooke-Weaver	Gary Fricke
Max Rao	Kayvan Alavi
Brian Gage	Michael Bissauge
Jake Manning	Lloyd Clarke
Ed Pikovnik	Kenneth Ryder
Shailesh Parmar	Blake Tonogai
Matthew Nicolak	Tracy Blyth
David Ohayon	Rebecca Alexander
Nikolaos Danikas	Michael Albanese
Cal Reaume	Steve Aiken
Kevin Cassan	Nazim Ismail
Mark Reeves	Sonja Brosshard
Kristopher Montgomery	Greg Jackson

Linda Cooke - Weaver called the meeting to order at 3 P.M.

President's Welcome

Linda welcomed the members and provided housekeeping details regarding our virtual platform. Linda then introduced Brian Gage, Incoming OPCEA President to chair this meeting.

Approval of 2021 OPCEA AGM Agenda

Motion to accept the agenda as presented by Mike Albanese

Seconded by Greg Jackson

Motion was carried

Approval of the Minutes from the 2020 OPCEA AGM

Motion to accept the minutes of the 2020 AGM as presented by Linda Cooke Weaver

Seconded by Steve Davey

Motion was carried



Report from OPCEA

Brian Gage reviewed the OPCEA achievements from 2020-2021 and noted that despite the pandemic 2020-2021 was a positive year.

Brian outlined who OPCEA is, our composition, activities, and benefits.

OPCEA Member Directory and Buyers Guide

Brian advised that this guide was distributed to 6,500 Engineers, Consultants and Municipalities.

He requested that any members with a suitable photo for the cover page should submit to OPCEA as this space is still available.

5, 500 copies of the 2021 directory will be sent to the Ontario readers of the Environmental Science and Engineering Magazine in June as well as all OPCEA member companies. An additional 1,000 copies are slated to be distributed at the November 2021 WEAO / OPCEA Conference and Trade Show event in London. If there are any additional shows where you think this directory should be provided, please let OPCEA know, and they will be provided to you.

The directory is also provided digitally on the OPCEA website which provides 24/7 marketplace exposure for the full year.

This year, if we can get enough advertisers, the per member directory cost could be reduced from 25\$ to \$0.00. A ½ page ad is only \$575.00. Plea to members to advertise and listing of benefits.

The Golf Tournament update was provided by John Devlin

John provided an overview of the golf tournament. We had a total of 94 participants.

Due to the COVID-19 restrictions and uncertain vaccination timeline, the board had decided to postpone the 30th Annual OPCEA Golf Tournament to September 16th, 2021 at Cardinal Golf and Country Club in lieu of the traditional June time slot. We will be adhering (once again) to all provincial social distancing regulations. Registration will open in the upcoming weeks based on a full day event. We will follow all provincial regulations and offer refunds if necessary. We welcome all ideas and ask that you forward same to opcea@opcea.com when available, to be considered.

The Website & Communications update was provided by David Ohayon

The website (www.opcea.com) is updated on a regular basis with relevant information regarding membership, the members' directory, the annual exhibit and AGM, the golf tournament and other industry information in addition we have been updating the website with industry relevant COVID information and how it is affecting our industry and membership specifically. If members have any industry content that they would like to share, please send it to OPCEA and we would be happy to publish it.

We have an active LinkedIn profile (<https://www.linkedin.com/in/opcea-association-780a81120>) and it is updated regularly. Please connect and follow. We would be happy to repost any industry content you would like to publicize.

We were planning to produce a quarterly newsletter however this did not happen due to lack of regular updates and information. Any updates were posted on the OPCEA website and LinkedIn only. We would



like to have the newsletter happen during the upcoming year so ask you to send us any information to be included in the upcoming newsletter.

OPCEA has a dedicated page in the WEAO Influents Magazine where we share a message with the WEAO membership at large. In the past year we have featured current OPCEA members or alumni as well as interviews with 3 OPCEA members on how the pandemic has affected our industry. We have many worthy individuals within our membership so please submit candidates for consideration for a future edition.

The OPCEA Exhibition update was provided by Max Rao

The 2021 OPCEA Exhibition will be held in London, Ontario from Nov. 7 to 9, 2021. In 2021 the exhibition was delayed till the fall to be in a better position to host a live event.

Registration will open on June 1, 2021 and will only be open to OPCEA members in good standing as of June 1, 2021. There will be 130 booths available and, for this year only, we will be allowing two booths per member company. There will not be an ops challenge in November 2021 due to the timing of our event in relation to the WEFTECH show.

Registration will open to non-OPCEA members September 1, 2021 at a rate of \$1700.00 if there are spots still available.

The 2022 OPCEA Exhibition will also be held in London, Ontario June 19 – 21, 2022 and will only be open to 2021-2022 OPCEA members.

FYI only: The joint OWWA / WEAO 2022 joint conference which was earlier proposed has been cancelled.

The Construct Connect update was provided by Edward Pikovnik

The current OPCEA offer has been reduced from \$ 2,500 to \$2,100 (Ontario + WWTP) and reduced from \$6,500 to \$ 6,000 (Canada + WWTP). These rates are available ONLY to OPCEA members who join ConstructConnect before June 30, 2021. The standard book rates for these packages are \$3,600 and \$8,100 respectively. Should a company require any verticals beyond just WWTP there is a discount of 20% covering all features, users and verticals for new subscriptions in 2021.

Their agreement with the TCA is not an acquisition. TCA has transformed their plan room to go completely digital through the use of our platform, Insight. The agreement we have is for 10 years signed approximately 1-year ago. TCA members now get a discount on their solution and the hope is that the familiarity of ConstructConnect will grow exponentially within the construction industry as a result.

The ConstructConnect website has a section devoted entirely to COVID-19 and it's impact in Canada. You will be able to find different articles, webinars and podcasts curated by the best construction data analysts in the country. In addition to this, we have our Delayed Project Reports to keep you informed of those projects delayed due to COVID-19. The site is updated daily and has become one of the country's best resources to track this valuable information.

As of today, ConstructConnect is focused on a new partnership with MasterSpec, the leading program accessed by engineers and architects to assess and select products when creating plans and specifications. ConstructConnect is working to determine the best method in connecting our customer base, carrying many large manufacturers, with MasterSpec. Further details will be coming later this year.



Membership Report presented by Kayvan Alavi

Although Covid-19 has posed some challenges pertaining to membership this year, OPCEA has had a great turnout. As of today, OPCEA has 122 registered members for the 2020-2021 fiscal year. Last year's total number of registered members was 147; meaning membership is 83% of what it was last year. Membership for this year will expire on June 30th, 2021. Leading up to the June 30th renewal date, members will be notified of the membership renewal process and the benefits that an OPCEA membership provides. The trade show in November 2021 will be tied to the 2020-2021 membership year.

Treasurers Report presented by Max Rao

Max presented the financial statements for the year ending December 31, 2020. The financial statements were reviewed by Booth & Partners, LLP, Chartered Accountants.

The financial statements for fiscal year ending December 31, 2020 were approved by the OPCEA Board of Directors on March 26, 2021.

We are happy to report that OPCEA had a good year.

- OPCEA has a balance of approximately \$122,785.00 as of Dec 31st, 2020
- Important to maintain contingency funds.
- Despite Covid-19, OPCEA is in a financially healthy position.
- We will be maintaining \$400 annual membership renewal fee to ensure OPCEA remains in good financial standing .

Motion to accept the Financial Statements for 2020 as presented was made by Gary Fricke

Seconded by Brian Gage

The motion is carried.

Motion to accept Booth & Partners, LLP Chartered accountants to complete the financial review for the year ending December 31, 2021 was made by David Ohayon.

Seconded by Ed Pikovnik

The motion is carried.

Election of New Board Members

In accordance with our by-laws, OPCEA sent out a call for Board member applications on January 21st.

We received three nominations/applications. Max Rao has put forward his name for a director position after stepping down from his position as Treasurer. In 2020 Steve Davey applied for the Treasurers position and has been acclaimed as no other applications have been received. We have accepted all nominations/applications and a request was made that members present vote on the proposed slate of board members or state their objections.

No objections were presented.

Motion to accept the 2021-2022 OPCEA Board of Directors as presented, was made by Greg Jackson

Seconded by Michael Bissuage

The motion is carried.



Brian welcomed the new OPCEA board for 2021-2022

Questions

Mike Albanese asked if the fall trade show would be any different than in previous years. Reply by Director in charge of the Exhibition (Max Rao) indicated that they are attempting to make as few changes as possible and will follow provincial orders. A final go or no go on the in person event will be made by WEAO May 31st, 2021.

Greg Jackson asked for confirmation regarding preference in future time of year that the Exhibition will be held.

Motion to Terminate 2021 Annual General Meeting

Motion to Terminate the meeting was made by Kayvan Alavi
Seconded by John Devlin
The motion is carried.