



2024

Annual General Meeting

March 2, 2024
Fredericton, New Brunswick

Meeting Package

2024 AGM AGENDA | PRESIDENT'S MESSAGE | 2023 AGM MINUTES | 2023 SNAP SHOT & FINANCIALS
2024 PROPOSED BUDGET | EXECUTIVE DIRECTOR'S ANNUAL UPDATE

PRESIDENT'S MESSAGE | 2024 Annual General Meeting



Welcome everyone!

On behalf of our Atlantic Concrete Association, I am delighted to welcome everyone to our 58th annual general meeting and conference at the Delta Hotel in Fredericton, New Brunswick.

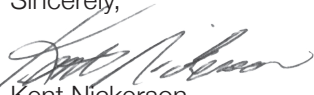
This is the first opportunity that we have had to gather together for this conference since our meeting in Charlottetown, Prince Edward Island in 2020, which also marked the beginning of the global pandemic.

We have an informative, entertaining and fun filled event planned for everyone. This year, our ConAtlantic committee has focussed on networking and team building; including educational topics such as mental health in the construction industry, carbon, zero concrete, and of course, some social opportunities. A special thank you to Concrete Atlantic staff, Pam Woodman and Taylor Burke. And thank you to the members of our ConAtlantic committee, including Ted Moffat, Tanya Owens, Ashlee Hossack, Chris Miller, JT Nugent for organizing, a great event.

Both ConAtlantic and ACI Atlantic will conduct their respective annual general meetings on Saturday, March 2nd. This will give all members the opportunity to receive updates on the activities and direction of their associations in 2024 and beyond.

Your Concrete Atlantic Association represents over 100 producer and associate members throughout Atlantic Canada. Since its inception in 1967, as the "Atlantic Provinces Ready Mix, Concrete Association", Concrete Atlantic has grown and evolved to support the concrete industry in Atlantic Canada. The primary objective of the Concrete Atlantic association is to promote concrete use and to support the collective interests of concrete producers, and other organizations directly connected to the concrete industry through education, technical support, safety, government liaison and environmental initiatives.

I sincerely hope that everyone enjoys a great ConAtlantic conference here in Fredericton, New Brunswick. Please take full advantage of the educational sessions, networking, social activities, and all of the amenities at your disposal during the next few days. I look forward to having an opportunity to speak to you about any ideas that you may have for improving your Concrete Atlantic Association.

Sincerely,

Kent Nickerson
Concrete Atlantic President

PRESIDENT'S MESSAGE



2023 Annual General Meeting | 2024 AGENDA

Delta Fredericton, Fredericton, NB

March 2, 2024 at 10:30 am

1. **Meeting Call to Order** (Reading of the *ACA Competition Statement) ~ 10:30 am
2. **Approval of the Agenda** for the 2024 Annual General Meeting ~ March 2, 2024
3. **Approval of the Minutes** of the 2023 Annual General Meeting ~ Feb 28, 2023
4. **Business Arising from the Minutes** - 2023 Annual General Meeting
5. **Financial Reports** ~ *Presented by Steven Peters, Treasurer*
 - Review of Financial Statements (December 31, 2023)
 - Presentation and Approval of the 2024 Proposed Budget
 - 2022 Audit Committee Report ~ *Presented by Steve Peters, Treasurer*
 - Appointment of Auditors for the ACA 2023 Annual Audit (Belliveau Veinotte Inc. *formally known as Levy Casey Carter MacLean Chartered Professional Accountants*)
6. **Executive Director Report** ~ *Presented by Pam Woodman, Executive Director*
7. **Committee Reports**
 - Marketing Committee Report ~ *Presented by Pam Woodman, Executive Director (no report)*
 - Education Committee Report ~ *Presented by Matt Bates, Chair*
 - Certification & Technical Audit Committee Report ~ *Corey Boland, Chair (Report in DropBox)*
 - Membership Committee Report ~ *Presented by Bruce Casey, Chair*
 - Environment Committee Report ~ *Presented by Joel Westin, Chair*
 - Work Force Committee Report ~ *Presented by Rick Singh, Chair*
 - Safety Committee Reports ~ *Presented by Shawn Mills, Chair*
 - NBCSA Update ~ *Presented by Shawn Mills, Chair*
 - NSCSA Update ~ *Presented by Ashley Wall, Chair*
 - National & Cement Industry Update ~ *Presented in Executive Director Report*
8. **New Business**
9. **Announcement** of the location of the 2025 Annual General Meeting
10. **Adjournment**

*ACA Competition Statement

As participants in this meeting, we must be mindful of the constraints of the Competition Act. There shall be no discussion of agreements or actions that may restrain competition. This prohibition includes the exchange of information concerning individual company prices, costs, margins, sales and operating plans, rates, market practices, claims settlement practices, or any other competitive aspect of a company's operation. Each participant is obliged to speak up immediately for the purpose of preventing any discussion falling outside these bounds.

2024 AGM AGENDA



2023 AGM ATTNDDEES | 2024 Annual General Meeting

	Producer	Proxy/Att	Count
1.	Associate's Vote	None	0
2.	Atlantic Minerals	Mark Roberts	1
3.	Atlantic Ready Mix	None	0
4.	Beton Brunswick Ltée	None	0
5.	Blanchard Group	None	0
6.	Bridgewater Ready Mix	Joel Westin	1
7.	C & T Enterprises	None	0
8.	Cabot Ready Mix Limited	Chris Miller (Pres)	1
9.	Capital Ready Mix/Lafarge Partnership	Jason Coish	1
10.	Casey Concrete Ltd.	Bruce Casey	1
11.	Casey-Metro Ltd.	Peter Casey	1
12.	Central Ready Mix Ltd.	None	0
13.	City Concrete	Tim Shea	1
14.	Clifford Sheaves Construction Ltd.	None	0
15.	Colten Concrete	Chris Miller (Pres)	1
16.	CRM Ready Mix	None	0
17.	Fortis Concrete Inc.	Chris Miller (Pres)	1
18.	Fundy Contractors Limited	None	0
19.	Global Concrete	Chris Miller (Pres)	1
20.	Grey Rock Inc.	None	0
21.	H & H Enterprises	None	0
22.	H. Wareham & Sons Limited	None	0
23.	Harlow Construction Ltd.	None	0
24.	Humber Ready Mix	Chris Miller (Pres)	1
25.	Hunts Concrete Supplies Ltd.	None	0
26.	Ideal Concrete Ltd.	None	0
27.	Johnson's Construction Ltd.	Robert McGinn	1
28.	McCurdy Ready Mix Limited	Chris Miller (Pres)	1
29.	MIRA Construction Ltd.	Darren Chase	1
30.	MJ Hickey Construction	Chris Miller (Pres)	1
31.	Municipal Ready Mix	Chris Miller (Pres)	1
32.	Newcastle Ready Mix Ltd.	None	0
33.	Ocean Contractors Limited	Scott Flemming	1
34.	OSCO Ready Mix	Shawn Putnam	1
35.	Peninsula Ready Mix	Jack Brenton	1
36.	Quality Concrete Inc.	Mel Fiander	1
37.	South Shore Ready Mix Limited	Kent Nickerson	1
38.	Southwest Concrete & Construction Ltd.	Chris Miller (Pres)	1
39.	St. Isidore Ready Mix Ltée	Chris Miller (Pres)	1
40.	Taiga	Chris Miller (Pres)	1
41.	Timothy Cook Construction	Chris Miller (Pres)	1
42.	Valley Concrete	Chris Miller (Pres)	1
43.	V.J. Rice Concrete Limited	Bryan Rice	1
44.	Woods Concrete	None	0
	Producers		27
	Votes in person		14

Also in attendance:

ACA (Staff) Executive Director (Pam Woodman), ACA (Staff) Administrative (Taylor Burke), Euclid Canada Steven Peters, J.W. Bird Stairs (Greer Grady), Euclid Canada (Steven Peters), Marcotte Systems (Paul Gallagher), Ocean Contractors (Mike Clements), XYPEX Chemical Corporation, (Harry Forbes) Quality Concrete Inc. (Kevin Nickerson, Alex Kennedy, Shawn Mills, Tanya Owens, Matthew Bates), Requip Machinery Ltd. (Sheldon Williams), Shaw Resources (Dan Coffey, Isaac Ueffing), Intact Insurance (Ryan Brady, Jennifer Love, Sebastien Brown), WSP (Gordon Shupe), ProAll Inc. (Steve Fillmore), Dalhousie University (Colin Dickson), Gemtec (Ashlee Hossack), St. Marys Cement (Mark Munro), Ritchie Bros. Auction (James Riemersma) Cement Association of Canada, (Adam Auer, Steve Morrissey, Dale Skinner)

2023 AGM ATTENDEES

2024 Annual General Meeting | 2023 AGM MINUTES

57th Annual General Meeting Call to Order – 1:05 pm. February 28, 2023

Welcome from the President – Chris Miller

Chris introduced himself as President of the Atlantic Concrete Association and of the Atlantic Provinces Ready Mix Concrete Association. Chris reminded members to act in the best interest of the Association as a whole and be mindful of the Competition Act as per the statement at the end of the agenda as follows:

***ACA Competition Statement**

As participants in this meeting, we must be mindful of the constraints of the Competition Act. There shall be no discussion of agreements or actions that may restrain competition. This prohibition includes the exchange of information concerning individual company prices, costs, margins, sales and operating plans, rates, market practices, claims settlement practices, or any other competitive aspect of a company's operation. Each participant is obliged to speak up immediately for the purpose of preventing any discussion falling outside these bounds, to declare any conflicts of interest if they arise, and to keep any items in confidence which were dealt with in confidence around this table. It was determined that there was a quorum of numbers present in person and/or by proxy (see attached attendance list).

It was noted that all reports are available in Dropbox for review.

Regrets were noted as: Jamie Reid, David Kline, Kevin Thorne, Wayne Hiscock

Approval for the 57th Annual General Meeting Agenda

The Agenda for the 57th Annual General Meeting was reviewed.

Motion: It was moved by Kent Nickerson, seconded by Alex Kennedy that the agenda for the 57th Annual General Meeting be approved.
CARRIED

The Minutes of the 56th Annual General Meeting – March 2nd 2022 (held virtually via Zoom)

The Minutes for the 56th Annual General Meeting were reviewed.

Motion: It was moved by Mark Munro, seconded by Tim Shea that the minutes of the 56th Annual General Meeting be approved as read.
CARRIED.

Business Arising from the Minutes: None

2022 Financial Reports: *Presented by Steven Peters*

The 2022 Financial Reports and the 2022 Budget were presented. Steven referred to the 2022 Income Statement and Balance Sheet. We are approaching about \$100,00 that we have spent on the Association in education programs and we are seeing the benefits of the rest of Canada embracing those programs.

Balance Sheet

- Capital Assets include \$51,144 for the CDP Course.
- Accrued Revenue includes an overpayment for the Intro to Concrete course development which will be refunded.
- Liabilities down significantly after paying off CEBA loan in November 2022.
- Prepaid expense includes \$5,000 down payment for 2024 AGM at Delta Fredericton.
- All issues pertaining to the 2023 AGM and Delta Fredericton have been resolved, without fees or penalties. The contract for our 2024 AGM fits the needs of the Association and we look forward to hosting our first in-person AGM event since Covid, in New Brunswick.

Income Statement

- Membership fees for Producers are up slightly.
- Events: Summer Meeting and Golf Tournament are a positive sign post-covid.
- CDP is gaining incredible traction and revenue has doubled over the past year.
- Event expenses have increased this year as we are beginning to host our regular pre-Covid events, including the Summer Family Meeting and Decementfest.
- CDP Seminar expenses are the royalty fees we pay for other Provinces taking the CDP course. It's a positive sign to see the course having traction throughout the Country.
- Audit and legal fees include the 2022 Bylaw Review, Lawyer consultation for 2023 AGM but does not yet include the 2022 Audit.
- Other Office Expenses are high but include all costs associated with the unanticipated office move (movers, mail forward, 1st month uHaul storage and Workspace membership).
- RMN postage expenses for 2 publications.
- Marketing/Advertising expense was increased due to Covid funding focusing on industry and employee recruitment.

2023 AGM MINUTES

2023 AGM MINUTES | 2024 Annual General Meeting

Presentation of the 2023 Budget

- Presented a budget that would reflect the coming year with lifted Covid restrictions in mind. Planning to host the Summer Meeting at the Rodd Resort, Brudenell, PEI, Golf Tournament in September at the Moncton Golf Club and hopefully Decementfest in Moncton, NB.
- Travel and Conference attendance expected to pick up in 2023. Planning to stick with virtual meetings where appropriate and cost-efficient.
- Expecting a slight reduction in Rent moving to home offices.
- Expecting an increase in education revenue/expenses bringing back courses like Pump, 2-Day Basics the Introduction to Concrete and the successful CDP program.

MOTION: Kent Nickerson motioned, and Bruce Casey seconded to approve the 2022 Financial Statements as presented. Carried.
MOTION: Robert McGinn motioned, and Kent Nickerson seconded to approve the 2023 Proposed Budget as presented. Carried.

Audit Committee: *Presented by Steven Peters*

An audit proposal letter can be found on Dropbox, recommending that Levy Casey Carter MacLean conduct the 2022 financial audit.

MOTION: Kent Nickerson motioned, and Shawn Mills seconded to accept Levey Casey Carter MacLean perform the 2022 financial audit. Carried.

Executive Director's Report: *Presented by Pam Woodman*

2022 Events:

- 2022 Summer Family Board Meeting: Our popular summer board meeting was brought back in 2022 at the Algonquin Resort in St. Andrew's, New Brunswick. Our 2023 Summer Family Board Meeting will take place August 25-27 at the Rodd Resort in Brudenell, Prince Edward Island. Registration and event details are being finalized and early-booking is highly recommended.
- 2022 Golf Tournament: We hosted our 2022 at the Moncton Golf Club in Riverview, New Brunswick with a great turnout. Our 2022 Tournament winning team was Gemtec! We are hosting our 2023 Tournament again, at the Moncton Golf Club on September 21, 2023.
- Special Members Meeting – Bylaw Amendments: In April 2022, Concrete Atlantic held a Special Members Meeting and made amendments to the existing Association Bylaws. Quorum requirements were revised and virtual meetings were included as a recognized way for the Association to hold meetings.
- 2022 Decementfest: We hosted our first Decementfest since the pandemic started and it was so nice to see everyone who was able to attend. Numbers were a bit lower than previous years. In 2023 we plan to host Decementfest in Moncton New Brunswick.
- Other Industry Events: ConcreteWorks2022 (Colorado), NS Road Builders President's Dinner-January 2023 (Halifax), Canadian Concrete Expo – May 2022 & February 2023 (Toronto), NRMCA Convention 2023 – March 2023 (Las Vegas).
- Environmental Product Declarations (EPD's): The Canadian federal government and Cement Association of Canada recently issues a joint plan to reduce the carbon footprint of concrete products through low carbon concrete procurement. EPD's have quickly become the industry standard for communicating the environmental performance of construction products (concrete in particular). We would like to thank the Producers that participated in this initiative.

Office Update

- Our office lease wasn't renewed in 2022, so we made the decision to set up home offices. We have become members of a shared office lease at WorkSpace, Bayers Lake. This membership allows us to host meetings and training events in equipped board rooms, mail and courier services, event catering. We ask that you contact Pam or Taylor to make meeting arrangements. Our mail and telephone contacts remain the same, but have been temporarily redirected.

Marketing Update

- Social Media: Throughout the pandemic networking was difficult and social media was utilized more than ever. Pam asked our members to connect with Concrete Atlantic on Facebook, Twitter and LinkedIn. There were a series of social media campaigns through 2022 including; ICF, Environmental Benefits of Concrete, Concrete Testing, CDP.
- Saltwire- New Driver Campaign: Concrete Atlantic developed a short and long video promoting the opportunities for drivers in our industry that was featured on social media (TikTok and YouTube). Our market audience was determined to be a younger demographic looking for career opportunities. The videos direct viewers to the website www.workinconcrete.ca developed by the Association to give visitors more information on Industry roles, regional producer employers, training and CDP. The videos and statistics on how the 2023 campaign is going can be found on DropBox.
- Ready Mix News: Two issues of the Ready Mix News were published in 2022. The RMN gets sent out to politicians, government departments, education institutions, all related industry Associations affiliated with construction and design throughout Canada and the US. If you would like to download the pdf version, it is available on the ACA website along with back issues. Please contact the office if you have story ideas.
- 2022 Concrete Atlantic Scholarship: We were very pleased to continue the tradition of offering our annual scholarship to two very deserving individuals. The 2022 Memorial Scholarship recipients were Garson Grady and Luke Marcattili. The Board made the decision to make the 2023 Scholarship in Memory of Doug MacLean. The 2023 scholarship application will be available on the Concrete Atlantic website. We encourage members to communicate this opportunity to staff.

2023 AGM MINUTES

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Education Update

- **NEW!** Online Introduction to Concrete Course: There was an expressed interest for a 4-5 hour Introduction to Concrete training. This is to help all staff, contractors and students with limited knowledge of the industry to become familiar with our industry. A big Thank You to Chris Miller, Shawn Mills, and Shawn Putnam for their time and contributions in developing the program. The purpose of this course is to introduce basic concrete knowledge, customer service, overview of plant roles, and touches on safety and environmental concerns. It is our hope this will be used as an on-boarding tool for new employees. The course is available to all provincial association across the country. We are looking into expanding the reach and scope of this course; looking into opportunities with truck driving schools to promote the industry throughout the Country and speaking with NSCC to incorporate the course into the Carpentry program. The Intro to Concrete promo video can be found in DropBox.
- **Concrete Delivery Professional (CDP):** The online program is continuing to be a huge success. Concrete Atlantic is hosting the program for the whole country and is showing signs of becoming a valued training tool.
- **2-Day Concrete Basics:** Is back in 2023 and will be hosted in-person on April 17-18 at the WorkSpace office in Bayers Lake. Registration can be completed online, or by contacting the office.
- **Concrete Pump Safety Certification:** The 2021 Concrete Pump Safety Certification was held virtually due to Canada/US travel restrictions. For the most part, it was successful and Producers saved a significant amount of money by not having their pump operators travel to Halifax for an in-person workshop. The 2023 Pump Operator Safety Certification is scheduled for Saturday, April 22. Please contact the office ASAP if you think you want to register students. Deadline is March 31, 2023.
- **Government Update**
- **Low Carbon Concrete:** In 2021, Executive Directors on the Construction, Road Builders' and Concrete Associations in Nova Scotia were asked to have regular meetings with Deputy Ministers around low carbon and Green Procurement. The Province had enlisted Dalhousie University to investigate technologies around greener concrete. The presentation of Dalhousie's finding can be found in DropBox. Thanks to Duncan Williams, Grant Feltmate, Dalhousie University, Kent Nickerson, Bruce Casey, Kevin Nickerson, Mike Clements and Adam Auer and Ken Carrusca of the Cement Association of Canada. Colin Dickson of Dalhousie: Provincial Govt sponsor a GHG Initiative: Dalhousie undertook a third party study on behalf of the Prov Govt. Reached out to Cement Industry, Concrete Producers through CANS. A report has been tabled and available for review and comment through CANS. The report is an academic deep dive and makes some significant observations and recommendations as far as the future of the Industry. There will be a follow-up presentation coming in March and is available in DropBox.
- **Proposed Specifications – NS Department of Public Works: Low Carbon Concrete:** In 2021, Executive Directors on the Construction, Road Builders' and Concrete Associations in Nova Scotia were asked to have regular meetings with Deputy Ministers around low carbon and Green Procurement. The Province had enlisted Dalhousie University to investigate technologies around greener concrete. The presentation of Dalhousie's finding can be found in DropBox.

National Update

- **SDS Sheet Update –** Concrete Atlantic has enlisted a company to update the Concrete Canada Safety Data Sheets on behalf of the provincial associations across Canada. Our current SDS sheets require updating. The first draft should be available next week and will be reviewed. Hopefully the final product should be complete shortly after that. Thank you to Shawn Mills for his involvement with this.
- **EPD – Environmental Product Declaration**
- **CRMCA/Concrete Canada EPD Regional Guidelines:**
 - i. Conducted concrete plant surveys
 - ii. Created ACA regional technical committee
 - iii. Identified ACA regional mix design
 - iv. Created baseline EPD values using info from ACA members
 - v. Quebec and Atlantic Canada have requested the documents to be translated into French
 - vi. Move the Federal Government to utilize ACA-determined Regional EPD Benchmarks rather than creating their own requirements that the industry had no involvement with
 - vii. Created a national summary of Diesel Fuel usage at the concrete plant
 - viii. Created an industry-average EPD calculator for member use
 - ix. Multiple ED meetings held throughout the year.

Committee Reports:

- **Marketing Committee:** *Presented by Pam Woodman in ED Report*
- **Social Media:** Used more than ever in 2022. Facebook campaigns and New Driver campaigns.
- **New Driver Campaign 2022:** Long and short Industry recruitment advertisements developed and featured during a 2022 campaign and are currently airing for the 2023 season. Ads and statistics can be found on DropBox.
- **Ready Mix News Update:** 2 issues were delivered in 2022. Always looking for stories, ideas, and advertisements.
- **Scholarship:** 2022 Scholarship recipients were Garson Grady and Luke Marcattili. Congratulations! 2023 Scholarship will be in memory of Doug MacLean and the application will be available soon.

2023 AGM MINUTES

2023 AGM MINUTES | 2024 Annual General Meeting

Education Committee: Presented by Pam Woodman in ED Report

2023 Education lineup: Please contact the Concrete Atlantic office to register.

COURSE	INFO	DATE/LOCATION
2 Day Concrete Basics \$750	Instructor: Stephen Grainger	Halifax, NS, Workspace Bayers Lake on April 17-18, 2023
Intro to Concrete NEW! \$150 / \$250	Online 4-5 hours	Available Jan 2023
Pump Safety Certification Concrete Atlantic & ACPA	ACPA will be hosting virtually and exams will be completed at the Producer offices.	Saturday, April 2, 2023 - Virtual
Dispatcher Training - Now Available	Concrete BC & AB	Online
Plant Manager - Concrete BC & AB	Launching soon!	Online

Certification & Technical Audit Committee: Presented by Pam Woodman

- Report submitted by Corey Boland, in DropBox.
- In 2022, there were 48 producer members scheduled for audit, 53 certificates of conformance issued and 2 remain outstanding. Outstanding: NB (1), NL (1)
- There are 44 producer member facilities scheduled for 2023. 2023: NS (23), NB (14), PEI (3) (NL (8)
- Auditors have been assigned for plants currently listed, but members should contact the Association office to confirm arrangements
- Extended periods and subsequent visits continue to be difficult for auditors to manage. Producer members must be encouraged to expedite completion of the audit checklist and certification.

Membership Report: Presented by Bruce Casey (Report in DropBox)

- Current active Producer Members: 44 and active Associate: 55
- Producer Members gained in 2022: Woods Concrete Ltd. Bridgetown, NS – Mark Wood. Producer Members lost in 2022: N/A
- Associate Members Gained in 2022: Ritchie Bros. Auctioneers. Debert, NS – James Riemersma. Associate Members Lost in 2022: N/A

Workforce Committee: Presented by Chris Miller

- Report submitted by Rick Singh, in DropBox.
- The Workforce Committee developed a survey for Concrete Drivers distributed through members. The purpose of this survey is to bring value to the membership by increasing awareness of the Concrete industry and by developing strategies to attract and retain new talent.
- The survey was completed by 42 completed survey, 25 drivers, 10 dispatchers and 7 pump operators.

Safety Committee Reports:

NBCSA Update: Presented by Shawn Mills (Report in DropBox)

- The Safety Committee is looking for members to help grow our Association. Please reach out if you or a team member wish to get involved.
- Worksafe NB (and PEI) has announced a premium rate reduction in 2023. NL and NS remain status quo the past few years.

NSCSA Update: Presented by Kent Nickerson

- CSNS will open a new office in Cape Breton on April 1, 2023.
- Workforce shortages continue to be a challenge which has generally had an impact on safety performance. WCB reports 2022 loss time injuries are up in Nova Scotia and overall increase of 6%. Mental Health is becoming a growing issue of concern in the Industry.
- CSNS continues to offer training online and in classroom for topics that are relevant to the Ready Mix Industry.

Cement Industry Update: Presented by Adam Auer & Steve Morrissey, Cement Association of Canada

- Cement Association of Canada is hosting Federal Lobby Days May 1-2, 2023 in Ottawa. Save the Date has been shared with ACA and to be shared with members. The Cement Association of Canada will try to accommodate meeting with your local MP's if you are planning on attending.
- Net-Zero Action Plan will be released during the 2023 Lobby Days. A draft of the Action Plan has recently been completed and in review with task groups/chair. Once this review is completed the Action Plan will be shared with a larger group of stakeholders.
- Net-Zero Road Map was announced in November 2022. Lobby Days will be an opportunity for the broader industry to meet and get an understanding of the Road Map.
- Codes and Standards Structure: Canadian Building and Fire Code has been dissolved and morphed into a new governance model which sees greater control by Government. Greater collaboration between provinces and feds. Some Industries no longer have a seat at the advisory committees, which puts pressure on industry to be coordinated to make sure voices are heard.
- The Cement Association of Canada has resumed doing Cement Forecasts for members and Board has approved sharing that information to all concrete allies. Pam will receive National Forecast, which includes information for Atlantic Canada.

2023 AGM MINUTES



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Nomination Committee: *Presented by Kevin Nickerson*

Vice President – *Presented by Kevin Nickerson*

Bruce Casey of Casey Concrete was nominated to serve as Vice President

Kevin asked for nominations from the floor the requisite three times.

No nominations were made.

MOTION: Kevin Nickerson motioned, and Tim Shea seconded to accept Bruce Casey as ACA Executive Vice President

NS Director – *Presented by Kevin Nickerson*

Matthew Bates of Quality Concrete was nominated to serve as NS Director.

Kevin asked for nominations from the floor the requisite three times.

No nominations were made.

MOTION: Kevin Nickerson motioned, and Bruce Casey seconded to accept Matthew Bates as ACA NS Director

Associate Representative – *Presented by Steven Peters*

Dan Coffey of Shaw Resources was nominated to serve as Associate Representative.

Nominations for the 2023 Board of Directors are as follows:

Nova Scotia Directors:
Shawn Putnam – re-offering
Matthew Bates – offering

New Brunswick Directors:
Alex Kennedy – re-offering
Shawn Mills – re-offering

Associate Representative:
Dan Coffey - offering

Newfoundland Directors:
Jack Brenton – re-offering

Prince Edward Island Directors:
Jamie Reid – re-offering
Kevin Thorne – re-offering

Cement Representative:
Wayne Hiscock - re-offering

2023-2024 Board of Directors as Follows:

Executive:
Kent Nickerson, South Shore Ready Mix (President)
Bruce Casey, Casey Concrete (Vice President)
Chris Miller, City Concrete (Past President)
Steven Peters, (Secretary/Treasurer)

New Brunswick Directors:
Alex Kennedy, Quality Concrete
Shawn Mills, Quality Concrete

Nova Scotia Directors:
Shawn Putnam, OSCO
Matthew Bates, Quality Concrete

Prince Edward Island Directors:
Jamie Reid, OSCO
Kevin Thorne, Atlantic Minerals

Newfoundland Directors:
Jack Brenton, Peninsula Ready Mix

Cement Representative:
Wayne Hiscock, Lafarge

Associate Representative:
Dan Coffey, Shaw Resources

Motion to accept the slate of ACA Directors by Robert McGinn, seconded by Mark Munro. Carried

Motion: It was moved by Kent Nickerson and seconded by Kevin Nickerson –to accept the Committee reports as presented. CARRIED.


New Business: No New Business

Date and Location of the 58th Annual General Meeting, 2024: Our 2024 Annual General Meeting/Con-Agg will take place February 29 - March 3, 2023 in Fredericton, New Brunswick (Delta Fredericton)

Adjournment: MOTION It was moved by Alex Kennedy, seconded by Tim Shea to adjourn the 2023 Annual General Meeting. Meeting was adjourned at 3:00 pm.

Signed on Feb 8, 2024


Kent Nickerson, President

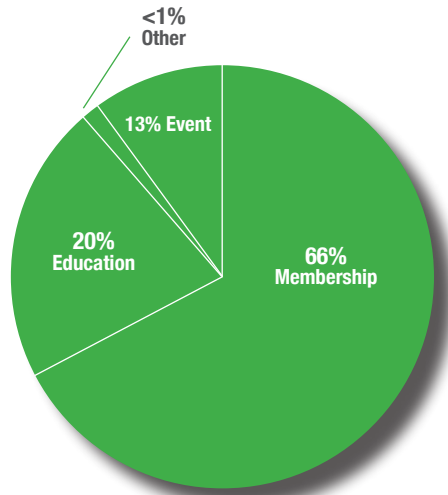

Steve Peters, Treasurer

2023 AGM MINUTES

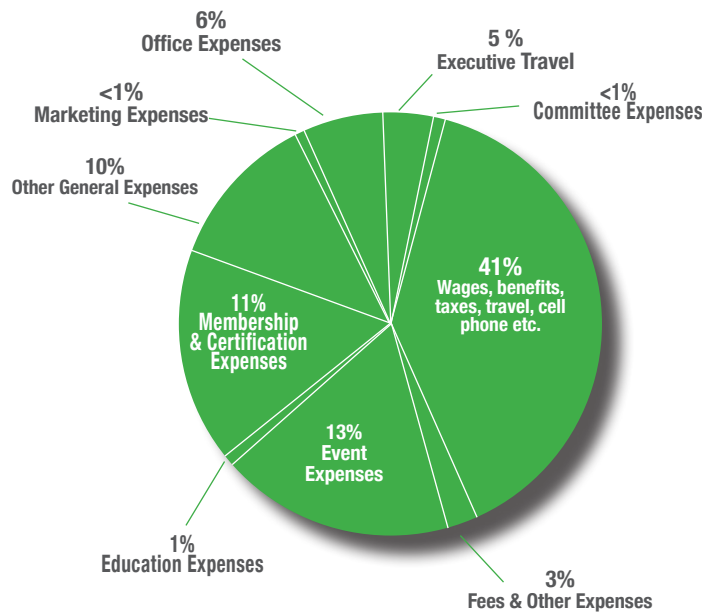


2023 FINANCIAL SNAPSHOT | 2024 Annual General Meeting

2023 REVENUE



2023 EXPENSES



THE ATLANTIC CONCRETE ASSOCIATION SUMMARIZED STATEMENT OF FINANCIAL POSITION

FOR THE YEAR 2023

	2023	2022
	\$	\$
ASSETS		
Cash on hand (all Accounts)	327,556	292,058
Investments - RBC GIC	108,219	108,219
All Account Receivables & Accrued Revenue	52,276	21,944
Prepaid Expense	18,220	5,000
Capital Assets	19,476	34,110
TOTAL ASSETS	525,746	461,331
LIABILITY		
Accounts Payable	10,163	7,849
Accrued Liabilities	5,997	16,503
HST Owing (Refund)	(1,016)	0
GST/HST Payable	(3,351)	(6,375)
Deferred Revenue	26,900	0
Total Member Equity	487,054	443,354
LIABILITIES & EQUITY	525,746	461,331

THE ATLANTIC CONCRETE ASSOCIATION SUMMARIZED STATEMENT OF OPERATIONS

FOR THE YEAR 2023

	2023	2022
	\$	\$
REVENUE		
Membership & Certification Revenue	241,424	228,476
Event Revenue	45,567	43,300
Education Revenue	74,775	32,575
Other Revenue (incl COVID Funding)	3,349	3,722
TOTAL REVENUE	365,115	308,073
EXPENSES		
Membership & Certification Expense	37,012	36,350
Event Expense	40,208	41,021
Education Expense	29,079	8,900
ACA General Expense	32,544	31,863
Executive Travel Expense	16,826	7,711
Fees & Other Expense	10,015	10,297
Office Expense	18,613	23,415
Committee Expense	3,000	2,000
Marketing Expense	2,919	8,717
Staff & Administration	131,198	126,002
TOTAL EXPENSES	321,414	296,276
CURRENT SURPLUS (DEFICIT)	43,701	11,797

2023 FINANCIAL SNAPSHOT

2024 Annual General Meeting | 2023 BALANCE SHEET

ASSET	As at 12/31/23	As at 12/31/22
CURRENT ASSETS		
TD - General Account [...571]	269,854.25	234,300.40
TD - AGM Account [...598]	57,701.93	57,757.93
Total: Cash	327,556.18	292,058.33
Investment - RBC GIC	108,218.51	108,218.51
Accounts Receivable	52,275.71	17,476.81
Accrued Revenue	0.00	4,466.97
Total: Receivables	52,275.71	21,943.78
Prepaid Expenses	18,220.00	5,000.00
TOTAL CURRENT ASSETS	506,270.40	427,220.62
CAPITAL ASSETS		
Furniture & Equipment	25,333.42	25,333.42
Accum Amort: Furn & Equip	(24,130.06)	(23,829.22)
Net: Furniture & Equipment	1,203.36	1,504.20
Computer Equipment	6,824.00	6,824.00
Accum Amort: Computer Equipment	(6,558.68)	(6,234.41)
Net: Computer Equipment	265.32	589.59
CDP Online Course	51,144.00	51,144.00
Accum Amort -CDP Online Course	(46,029.60)	(35,800.80)
Net: CDP Online Course	5,114.40	15,343.20
Intro to Concrete	15,400.00	15,400.00
Accum Amort -CDP Online Course	(3,080.00)	0.00
Net: CDP Online Course	12,320.00	15,400.00
Website	7,450.00	7,450.00
Accum Amor Website	(6,877.06)	(6,176.81)
Net: Website	572.94	1,273.19
TOTAL CAPITAL ASSETS	19,476.02	34,110.18
TOTAL ASSET	525,746.42	461,330.80

2023 BALANCE SHEET

2023 BALANCE SHEET | 2024 Annual General Meeting

LIABILITY	As at 12/31/23	As at 12/31/22
CURRENT LIABILITIES		
Accounts Payable	10,162.52	7,848.75
Accrued Liabilities	5,997.25	16,503.13
HST Charged On Sales	7,544.83	0.00
HST Paid On Purchases	(8,561.24)	0.00
HST Owing/(Refund)	(1,016.41)	0.00
GST/HST Payable	(3,351.32)	(6,374.76)
CEBA Loan	0.00	0.00
Deferred Revenue	26,900.00	0.00
TOTAL CURRENT LIABILITIES	38,692.04	17,977.12
TOTAL LIABILITY	38,692.04	17,977.12
EQUITY		
MEMBERS EQUITY		
General Funds	443,353.68	431,556.39
Current Surplus/(Deficit)	43,700.70	11,797.29
TOTAL MEMBERS EQUITY	487,054.38	443,353.68
TOTAL EQUITY	487,054.38	443,353.68
LIABILITIES AND EQUITY	525,746.42	461,330.80

2023 BALANCE SHEET



2024 Annual General Meeting | INCOME STATEMENT

	Actual 01/01/2023 to 12/31/2023	Budget 01/01/2023 to 12/31/2023	Percent of Budget	Actual 01/01/2022 to 12/31/2022	Budget 01/01/2022 to 12/31/2022	Change vs. Last Year
REVENUE						
Membership Fees 0.00 Producers	153,860.00	136,000.00	113%	139,680.00	130,000.00	14,180.00
Membership Fees 0.00 Associates	48,100.00	43,000.00	112%	45,308.00	43,000.00	2,792.00
Plant Certification Fees	39,463.99	37,000.00	107%	43,488.12	33,000.00	4,024.13
Total Membership & Certification	241,423.99	216,000.00	112%	228,476.12	206,000.00	12,947.87
Annual Meeting	900.00	1,500.00	60%	1,500.00	3,000.00	(600.00)
Summer Meeting	11,250.00	12,000.00	94%	10,960.00	12,000.00	290.00
Golf	33,417.06	27,000.00	124%	30,840.00	25,000.00	2,577.06
Decementfest	0.00	0.00	0%	0.00	0.00	0.00
Total Events Revenue	45,567.06	40,500.00	113%	43,300.00	40,000.00	2,267.06
Pump Operators Workshop	27,200.00	20,000.00	136%	0.00	0.00	27,200.00
2 Day Concrete Course	15,000.00	10,000.00	150%	0.00	0.00	15,000.00
CDP Seminar Revenue	28,675.00	22,000.00	130%	32,575.00	16,250.00	(3,900.00)
Intro to Concrete	3,900.00	5,000.00	78%	0.00	0.00	3,900.00
Seminars	0.00	7,500.00	0%	0.00	0.00	0.00
Flatworks Course	0.00	0.00	0%	0.00	0.00	0.00
Tilt Up Seminar	0.00	0.00	0%	0.00	0.00	0.00
Total Education Revenue	74,775.00	64,500.00	116%	32,575.00	16,250.00	42,200.00
Decals and Literature	210.00	250.00	84%	0.00	250.00	210.00
Interest Income	0.62	500.00	0%	582.11	500.00	(581.49)
Other Income	3,138.19	1,200.00	262%	3,139.46	0.00	0.001.27
Trade Shows	0.00	0.00	0%	0.00	0.00	0.00
CEBA Loan forgiveness	0.00	0.00	0%	0.00	20,000.00	0.00
Covid 19 Rent Subsidy	0.00	0.00	0%	0.00	0.00	0.00
COVID 19 Wage Subsidy	0.00	0.00	0%	0.00	0.00	0.00
Total Events/Seminars	3,348.81	1,950.00	172%	3,721.57	20,750.00	(372.76)
TOTAL REVENUE	365,114.86	322,950.00	113%	308,072.69	283,000.00	57,042.17

2023 INCOME STATEMENT



INCOME STATEMENT | 2024 Annual General Meeting

	Actual 01/01/2023 to 12/31/2023	Budget 01/01/2023 to 12/31/2023	Percent of Budget	Actual 01/01/2022 to 12/31/2022	Budget 01/01/2022 to 12/31/2022	Change vs. Last Year
EXPENSE						
OPERATING EXPENSES						
Plant Certification Committee	37,011.91	35,000.00	106%	36,349.99	35,000.00	661.92
Total Plant Certification Expenses	37,011.91	35,000.00	106%	36,349.99	35,000.00	661.92
BoD Meetings	0.00	1,500.00	0%	28.60	3,000.00	(28.60)
Annual Meeting	464.51	500.00	93%	733.86	2,000.00	(269.35)
Summer Meeting	11,677.77	12,000.00	97%	14,639.13	12,000.00	(2,961.36)
Golf	26,194.17	22,000.00	119%	23,893.97	18,000.00	2,300.20
Decementfest	1,871.64	3,000.00	62%	1,725.47	0.00	146.17
Total Event Expenses	40,208.09	39,000.00	103%	41,021.03	35,000.00	(812.94)
Pump Operators Workshop	8,753.28	6,000.00	146%	0.00	0.00	8,753.28
2 Day Concrete Course	9,890.73	5,000.00	198%	0.00	0.00	9,890.73
CDP Seminar Expenses	9,480.00	7,000.00	135%	8,900.00	4,500.00	580.00
Intro to Concrete	955.00	1,000.00	96%	0.00	0.00	955.00
Seminars	0.00	6,000.00	0%	0.00	0.00	0.00
Flatworks Course	0.00	0.00	0%	0.00	0.00	0.00
Tilt up Expenses	0.00	0.00	0%	0.00	0.00	0.00
Total Education Expenses	29,079.01	25,000.00	116%	8,900.00	4,500.00	20,179.01
Audit and Legal Fees	5,250.00	5,500.00	95%	7,504.00	5,500.00	(2,254.00)
Registry of Company	62.30	100.00	62%	58.24	100.00	4.06
Accounting	4,605.00	4,000.00	115%	4,140.00	4,000.00	465.00
Amortization	1,325.36	1,500.00	88%	2,652.77	1,500.00	(1,327.41)
Amortization of Intangibles	13,308.80	13,309.00	100%	10,228.80	0.00	3,080.00
Special Project CRMCA	1,920.00	3,500.00	55%	1,920.00	3,500.00	0.00
Bank Charges & Interest Expense	2,224.29	2,500.00	89%	2,127.57	2,500.00	96.72
Credit Card Processing Fees	3,848.67	3,200.00	120%	3,231.19	3,200.00	617.48
Total General Expenses	32,544.42	33,609.00	97%	31,862.57	20,300.00	681.85
NL Directors meetings/travel	0.00	1,000.00	0%	0.00	1,500.00	0.00
All CRMCA 0.00 All Participants	7,771.95	4,000.00	194%	7,710.51	4,000.00	61.44
Executive Travel	0.00	0.00	0%	0.00	0.00	0.00
Special Projects	9,054.15	7,750.00	117%	0.00	5,000.00	9,054.15
Total Exec. Travel Expenses	16,826.10	12,750.00	132%	7,710.51	10,500.00	9,115.59
Donations & Memorials	0.00	250.00	0%	100.00	250.00	(100.00)
Insurance	3,839.00	3,200.00	120%	3,284.00	3,200.00	555.00
Membership Fees	6,175.50	7,500.00	82%	6,913.01	7,500.00	(737.51)
Total Fees & Other Expenses	10,014.50	10,950.00	91%	10,297.01	10,950.00	(282.51)
Office Rent	7,350.85	10,000.00	74%	12,336.04	13,000.00	(4,985.19)
Telecommunication	2,199.40	2,750.00	80%	2,615.45	2,500.00	(416.05)
Office Equipment	4,355.84	2,000.00	218%	748.48	2,000.00	3,607.36
Decals & Literature	293.89	300.00	98%	0.00	300.00	293.89
Stationery Supplies	491.69	1,000.00	49%	0.00	1,000.00	491.69
Postage & Courier	436.60	1,200.00	36%	1,071.36	1,200.00	(634.76)
Other Office Expenses	3,484.86	3,750.00	93%	6,643.75	3,750.00	(3,158.89)
Total Office Expenses	18,613.13	21,000.00	89%	23,415.08	23,750.00	(4,801.95)

2023 INCOME STATEMENT


2024 Annual General Meeting | INCOME STATEMENT

	Actual 01/01/2023 to 12/31/2023	Budget 01/01/2023 to 12/31/2023	Percent of Budget	Actual 01/01/2022 to 12/31/2022	Budget 01/01/2022 to 12/31/2022	Change vs. Last Year
Education & Training Committee	0.00	50.00	0%	0.00	50.00	0.00
Adhoc Committee	0.00	50.00	0%	0.00	50.00	0.00
Scholarships Committee	3,000.00	2,000.00	150%	2,000.00	2,000.00	1,000.00
Safety Committee	0.00	50.00	0%	0.00	50.00	0.00
Technical Committee	0.00	50.00	0%	0.00	50.00	0.00
Finance Committee	0.00	50.00	0%	0.00	50.00	0.00
Marketing Committee	0.00	50.00	0%	0.00	50.00	0.00
Bylaws Committee	0.00	50.00	0%	0.00	50.00	0.00
Plant Certification Committee	0.00	50.00	0%	0.00	50.00	0.00
Membership Committee	0.00	50.00	0%	0.00	50.00	0.00
Workforce Committee	0.00	50.00	0%	0.00	1,700.00	0.00
NB Liaison Committee	0.00	50.00	0%	0.00	50.00	0.00
Total Committee Expenses	3,000.00	2,550.00	118%	2,000.00	4,200.00	1,000.00
Ready Mix News	0.00	0.00	0%	0.00	0.00	0.00
Postage Ready Mix News	1,502.21	3,500.00	43%	1,640.06	3,500.00	(137.85)
Promotional Products	0.00	500.00	0%	0.00	500.00	0.00
Trade Shows	0.00	500.00	0%	0.00	500.00	0.00
Advertising	9.99	1,000.00	1%	5,963.96	1,000.00	(5,953.97)
Web Presence	1,406.56	850.00	165%	1,113.36	850.00	293.20
Total Marketing C'tee Expenses	2,918.76	6,350.00	46%	8,717.38	6,350.00	(5,798.62)
Wages Staff (Incl. Taxes)	120,910.50	115,500.00	105%	118,708.04	114,000.00	4,708.04
Benefits Staff	2,400.00	3,000.00	80%	2,400.00	3000	(600.00)
Auto Staff (Inc Fuel & Car)	2,187.40	5,500.00	40%	1,565.49	4,000.00	(2,434.51)
Meals Staff	1,187.11	3,500.00	34%	1,635.94	2,250.00	(614.06)
Lodging Staff	1,677.42	2,250.00	75%	0.00	2,000.00	(2,000.00)
Other Expenses Staff	0.00	300.00	0%	0.00	250.00	(250.00)
Entertainment Customer Staff	0.00	250.00	0%	0.00	250.00	(250.00)
Traveling/Ticket Staff	956.40	2,250.00	43%	136.75	2,000.00	(1,863.25)
Misc. Expenses Staff	314.94	350.00	0%	0.00	350.00	(350.00)
Education Staff	0.00	250.00	0%	181.72	250.00	(68.28)
Cell Phone Staff	1,564.47	2,000.00	78%	1,373.89	1,200.00	173.89
Total Staff Expenses	131,198.24	115,750.00		126,001.83	114,000.00	5,196.41
TOTAL OPERATING EXPENSES	321,414.16	321,359.00	100%	296,275.40	280,100.00	25,138.76
CURRENT SURPLUS/(DEFICIT)	43,700.70	1,591.00	2747%	11,797.29	2,900.00	31,903.41

NOTE 4 – Netted figures for Summary Purposes
The following is the netted figures:

	2023 Virtual AGM	2 Day Concrete Course	Pump Certification	CDP	Golf	Intro to Concrete	Family Board Mtg	Total
Revenue	900.00	15,000.00	27,200.00	28,675.00	33,417.06	3,900.00	11,250.00	120,342.06
Expenses	464.51	9,890.73	8,753.28	9,480.00	26,194.17	955.00	11,677.77	(67,415.46)
Net	435.49	5,109.27	18,446.72	19,195.00	7,222.89	2,945.00	-427.77	52,926.60

Submitted by


Steve Peters, Treasurer

2023 INCOME STATEMENT

2024 PROPOSED BUDGET | 2024 Annual General Meeting

	Budget 01/01/2024 to 12/31/2024	Actual 01/01/2023 to 12/31/2023	Budget 01/01/2023 to 12/31/2023	Actual 01/01/2022 to 12/31/2022	Budget 01/01/2022 to 12/31/2022
REVENUE					
Membership Fees - Producers	148,000.00	153,860.00	136,000.00	139,680.00	130,000.00
Membership Fees - Associates	45,000.00	48,100.00	43,000.00	45,308.00	43,000.00
Plant Certification Fees	35,000.00	39,463.99	37,000.00	43,488.12	33,000.00
Total Membership and Certification	228,000.00	241,423.99	216,000.00	228,476.	206,000.00
Annual Meeting	95,500.00	900.00	1,500.00	1,500.00	3,000.00
Summer Meeting	0.00	11,250.00	12,000.00	10,960.00	12,000.00
Golf	33,000.00	33,417.06	27,000.00	30,840.00	25,000.00
Rodeo	10,000.00	0.00	0.00	0.00	0.00
Decementfest	0.00	0.00	0.00	0.00	0.00
Total Events Revenue	138,500.00	45,567.06	40,500.00	43,300.00	40,000.00
Pump Operators Workshop	0.00	27,200.00	20,000.00	0.00	0.00
Concrete Fundamental Course	10,000.00	15,000.00	10,000.00	0.00	0.00
CDP Seminar Revenue	25,000.00	28,675.00	22,000.00	32,575.00	16,250.00
Intro to Concrete Online	5,000.00	3,900.00	5,000.00	0.00	0.00
Seminars	0.00	0.00	7,500.00	0.00	0.00
Flatworks Course	0.00	0.00	0.00	0.00	0.00
Tilt Up Seminar	0.00	0.00	0.00	0.00	0.00
Total Education Revenue	40,000.00	74,775.00	64,500.00	32,575.00	16,250.00
Decals and Literature	250.00	210.00	250.00	0.00	250.00
Interest Income	250.00	0.62	500.00	582.11	500.00
Other Income	1,200.00	3,138.19	1,200.00	3,139.46	0.00
Trade Shows	0.00	0.00	0.00	0.00	0.00
CEBA Loan forgiveness	0.00	0.00	0.00	0.00	20,000.00
Covid 19 Rent Subsidy	0.00	0.00	0.00	0.00	0.00
COVID 19 Wage Subsidy	0.00	0.00	0.00	0.00	0.00
Total Events/Seminars	1,700.00	3,348.81	1,950.00	3,721.57	20,750.00
TOTAL REVENUE	408,200.00	365,114.86	322,950.00	308,072.69	283,000.00

2024 Annual General Meeting | 2024 PROPOSED BUDGET


EXPENSE	Budget 01/01/2024 to 12/31/2024	Actual 01/01/2023 to 12/31/2023	Budget 01/01/2023 to 12/31/2023	Actual 01/01/2022 to 12/31/2022	Budget 01/01/2022 to 12/31/2022
OPERATING EXPENSES					
Plant Certification Committee	35,000.00	37,011.91	35,000.00	36,349.99	35,000.00
Total Plant Certification Expenses	35,000.00	37,011.91	35,000.00	36,349.99	35,000.00
BoD Meetings	2,000.00	0.00	1,500.00	28.60	3,000.00
Annual Meeting	75,000.00	464.51	500.00	733.86	2,000.00
Summer Meeting	0.00	11,677.77	12,000.00	14,639.13	12,000.00
Golf	27,000.00	26,194.17	22,000.00	23,893.97	18,000.00
Rodeo	10,000.00	0.00	0.00	0.00	0.00
Decementfest	3,000.00	1,871.64	3,000.00	1,725.47	0.00
Total Event Expenses	117,000.00	40,208.09	39,000.00	41,021.03	35,000.00
Pump Operators Workshop	0.00	8,753.28	6,000.00	0.00	0.00
Concrete Fundamental (now online)	3,500.00	9,890.73	5,000.00	0.00	0.00
CDP Seminar Expenses	9,000.00	9,480.00	7,000.00	8,900.00	4,500.00
Intro to Concrete Online	2,500.00	955.00	1,000.00	0.00	0.00
Seminars	0.00	0.00	6,000.00	0.00	0.00
Flatworks Course	0.00	0.00	0.00	0.00	0.00
Tilt up Expenses	0.00	0.00	0.00	0.00	0.00
Total Education Expenses	15,000.00	29,079.01	25,000.00	8,900.00	4,500.00
Audit and Legal Fees	6,000.00	5,250.00	5,500.00	7,504.00	5,500.00
Registry of Company	100.00	62.30	100.00	58.24	100.00
Accounting	4,500.00	4,605.00	4,000.00	4,140.00	4,000.00
Amortization	1,500.00	1,325.36	1,500.00	2,652.77	1,500.00
Amortization of Intangibles (CDP/ITC/CF)	13,500.00	13,308.80	13,309.00	10,228.80	0.00
Special Project CRMCA	3,500.00	1,920.00	3,500.00	1,920.00	3,500.00
Bank Charges & Interest Expense	2,500.00	2,224.29	2,500.00	2,127.57	2,500.00
Credit Card Processing Fees	3,500.00	3,848.67	3,200.00	3,231.19	3,200.00
Total General Expenses	35,100.00	32,544.42	33,609.00	31,862.57	20,300.00
NL Directors meetings/travel	1,000.00	0.00	1,000.00	0.00	1,500.00
All CRMCA All Participants	7,000.00	7,771.95	4,000.00	7,710.51	4,000.00
Executive Travel	0.00	0.00	0.00	0.00	0.00
Special Projects	7,500.00	9,054.15	7,750.00	0.00	5,000.00
Total Exec. Travel Expenses	15,500.00	16,826.10	12,750.00	7,710.51	10,500.00
Donations & Memorials	250.00	0.00	250.00	100.00	250.00
Insurance	4,000.00	3,839.00	3,200.00	3,284.00	3,200.00
Membership Fees	7,000.00	6,175.50	7,500.00	6,913.01	7,500.00
Total Fees & Other Expenses	11,250.00	10,014.50	10,950.00	10,297.01	10,950.00
Office Rent	10,000.00	7,350.85	10,000.00	12,336.04	13,000.00
Telecommunication	2,750.00	2,199.40	2,750.00	2,615.45	2,500.00
Office Equipment	2,000.00	4,355.84	2,000.00	748.48	2,000.00
Decals & Literature	300.00	293.89	300.00	0.00	300.00
Stationery Supplies	1,750.00	491.69	1,000.00	0.00	1,000.00
Postage & Courier	1,500.00	436.60	1,200.00	1,071.36	1,200.00
Other Office Expenses	4,000.00	3,484.86	3,750.00	6,643.75	3,750.00
Total Office Expenses	22,300.00	18,613.13	21,000.00	23,415.08	23,750.00

2024 PROPOSED BUDGET

2024 PROPOSED BUDGET | 2024 Annual General Meeting

	Budget 01/01/2024 to 12/31/2024	Actual 01/01/2023 to 12/31/2023	Budget 01/01/2023 to 12/31/2023	Actual 01/01/2022 to 12/31/2022	Budget 01/01/2022 to 12/31/2022
Education & Training Committee	0.00	0.00	50.00	0.00	50.00
Ad hoc Committee	0.00	0.00	50.00	0.00	50.00
Scholarships Committee	3,000.00	3,000.00	2,000.00	2,000.00	2,000.00
Safety Committee	0.00	0.00	50.00	0.00	50.00
Technical Committee	0.00	0.00	50.00	0.00	50.00
Finance Committee	0.00	0.00	50.00	0.00	50.00
Marketing Committee	5,000.00	0.00	50.00	0.00	50.00
Bylaws Committee	0.00	0.00	50.00	0.00	50.00
Plant Certification Committee	0.00	0.00	50.00	0.00	50.00
Membership Committee	0.00	0.00	50.00	0.00	50.00
Workforce Committee	0.00	0.00	50.00	0.00	1,700.00
NB Liaison Committee	0.00	0.00	50.00	0.00	50.00
Total Committee Expenses	8,000.00	3,000.00	2,550.00	2,000.00	4,200.00
Ready Mix News	0.00	0.00	0.00	0.00	0.00
Postage Ready Mix News	3,000.00	1,502.21	3,500.00	1,640.06	3,500.00
Promotional Products	1,000.00	0.00	500.00	0.00	500.00
Trade Shows	500.00	0.00	500.00	0.00	500.00
Advertising	1,000.00	9.99	1,000.00	5,963.96	1,000.00
Web Presence	1,000.00	1,406.56	850.00	1,113.36	850.00
Total Marketing C'tee Expenses	6,500.00	2,918.76	6,350.00	8,717.38	6,350.00
Wages Staff (Incl. Taxes)	122,000.00	120,910.50	115,500.00	118,708.04	114,000.00
Benefits Staff	3,000.00	2,400.00	3,000.00	2,400.00	3,000.00
Auto Staff (Inc Fuel & Car)	5500.00	2,187.40	5,500.00	1,565.49	4,000.00
Meals Staff	3,500.00	1,187.11	3,500.00	1,635.94	2,250.00
Lodging Staff	2250.00	1,677.42	2,250.00	0.00	2,000.00
Other Expenses Staff	300.00	0.00	300.00	0.00	250.00
Entertainment Customer Staff	300.00	0.00	250.00	0.00	250.00
Traveling/Ticket Staff	2,750.00	956.40	2,250.00	136.75	2,000.00
Misc. Expenses Staff	350.00	314.94	350.00	0.00	350.00
Education Staff	250.00	0.00	250.00	181.72	250.00
Cell Phone Staff	2,100.00	1,564.47	2,000.00	1,373.89	1,200.00
Total Staff Expenses	142,300.00	131,198.24	115,750.00	126,001.83	114,000.00
TOTAL OPERATING EXPENSES	407,950.00	321,414.16	321,359.00	296,275.40	280,100.00
CURRENT SURPLUS/(DEFICIT)	250.00	43,700.70	1,591.00	11,797.29	2,900.00

Submitted by


Steve Peters, Treasurer

2024 PROPOSED BUDGET



2024 Annual General Meeting | EXECUTIVE DIRECTOR UPDATE

Welcome to Concrete Atlantic's 58th Annual General Meeting! I have been looking forward to seeing actual faces again! I would like to take this opportunity and thank everyone for joining us in Fredericton for an in-person ConAtlantic and AGM.

Looking back on the past year, I can honestly say I am pleased to see how our industry and Association in Atlantic Canada navigated through the first year truly pandemic free. I believe we came out stronger than ever.

The office spent much of 2023 trying to revive some of older events to the association. There was much learned from the COVID pandemic. It gave me the opportunity to reflect, research and plan for possible opportunities for the Association and our industry. The construction sector, in general, continues to move forward and is busier than ever and the staff and board have viewed this as an opportunity to plan towards the future as well.

“spent much of 2023 trying to revive some of older events”

I really want to thank and acknowledge my board and committee chairs for all their help and patience and guidance over the past year. I would also like to mention my Executive, who were always there to offer their assistance and guidance. In my report there will be a brief overview of 2023's activities

and the committee chairs will provide more details in their updates. Individual reports and supplementary documents will be located in your Dropbox link provided in an email that was sent out last week.



In the next couple of weeks, I'll provide a little summary of the weekend and AGM and email it to the members. You can always call the office at any time if you require the information to be sent in another format or just to discuss.

2023 events

2023 Golf, Moncton, NB

Well our members still love golf! We had a great turnout in 2023. Congratulations to our 2023 winning team, Bayview Trucks & Equipment Ltd. Brent Hamilton, Paul Alexander, Jamie Smith, Brian Cunningham

Mark your calendars for September 19th! I've held this date for Moncton in 2024!

“Mark your calendars for September 19th, 2024!”

We would also like to recognize the hard work by our golf committee. Dave Kline (Chair), Doug Brophy, Greer Grady, Kent Nickerson, Isaac Ueffing and Alex Kennedy

And a big thanks to Dan Coffey and Derrick Brown



Kent Nickerson, Concrete Atlantic President (far right) presenting trophy to winning team

EXECUTIVE DIRECTOR UPDATE



EXECUTIVE DIRECTOR UPDATE | 2024 Annual General Meeting



Dave Marcattii,
Chris Yurchesyn and
Alex Kennedy at DecementFest in Dec.

DecementFest

It was decided that we would hold our DecementFest for the first time in Moncton. Numbers were low and having the first snow storm of the year didn't help with attendance. I would like to thank all of those who ventured out in the snow to attend.

Other Industry events that were attended

- ConcreteWorks 2023 in Nashville.
- NS Road Builders Presidents' Dinner - Jan 2024
- Canadian Concrete Council – November 2023 in Toronto
- Canadian Concrete Expo (Feb 2024) - Toronto

Ready Mix News

Our popular newsletter continues to chug along. We manage to get out two issues in 2023, which can be found on our website. We are always looking for stories and would like to thank everyone for their support.

2023 Concrete Atlantic Scholarship

Once again, Concrete Atlantic is pleased to continue the tradition of giving our annual scholarship to two very deserving individuals. Due to our positive financial position, the board decided to put out another scholarship for \$1000 in 2023.

Our 2023 scholarship recipients are Liam Legge (NL), Kathleen O'Rourke (NL) & Ayden Teas (NS)!

Congratulations to Liam Legge (NL), Kathleen O'Rourke (NL) & Ayden Teas (NS)

In 2024, the board has decided to continue the third scholarship and to earmark it for any individuals going into the trades. The scholarship application is available on the Concrete Atlantic website. We encourage members to communicate this opportunity to staff.

Thanks to our judges to for all their hard work; Bruce Casey, Steve Peters, and Dan Coffey. And once again, Concrete Atlantic would like to congratulate Liam, Kathleen and Ayden. And we would like to take this opportunity to thank all our applicants and wish them the best of luck in the future.

education update

Concrete Atlantic is still committed to provide quality education to members. Taking into consideration the increased cost of travel for in-person educational initiatives; moving our courses online has been very successful. Online education provides the opportunity to reach out to more members which is more cost effective and provide a constant source of revenue stream to the association.

As our online education programs continue to grow, it becomes very busy for the office between January to April. Then we get a little surge in the fall. I would like to recognize Taylor who works very hard with producers across the country and ensuring students get the help they need to get through the courses offered.



Liam Legge



Kathleen O'Rourke



Ayden Teas



2024 Annual General Meeting | EXECUTIVE DIRECTOR UPDATE

Quick Update on our courses...

- Concrete Delivery Professional – Continues to be successful
- Launched in 2023! Online Introduction to Concrete Course. There's a promo video in the Dropbox link that I encourage everyone to view.
- NEW!! Concrete Fundamentals – Applications, Methods and Materials courses is now online. There is a brief promo video in the dropbox link. And a big thanks to Ted Moffat and Matt Bates for all their hard work with this initiative.
- Concrete Pump Safety Certification We hosted our pump safety certification virtually. We plan to host another in 2025.

“In 2024, growing the existing online courses beyond our producer members is a priority.”

In 2024, growing the existing online courses beyond our producer members is a priority.



Ted Moffat recording the Concrete Fundamental course

government update

Low Carbon Concrete

As previously reported in last year's report, construction industry leaders met with the NS provincial government on how industry can react to the call for reducing carbon in building materials. In 2023, Dalhousie University was enlisted to provide a report with their findings and recommendations to the Province. That report can be found in the dropbox link. Thanks to Kevin Nickerson, Kent Nickerson, Bruce Casey, Mike Clements and Joel Westin.

Weight Restriction

After numerous meetings with the Department of Transportation we were presented with an idea which will help provide a solution for the Pump Truck weight issue in NS and the long waits for permits. The Province continues to work with us on this initiative and we are hopeful that the proposed permitting process solution will help mitigate the issues our members are having with wait times. Thanks to Kevin Nickerson, Kent Nickerson, Bruce Casey.

Members of the board in NB have also been working on weight restriction issues.

Specifications in NS

The new NS PW specifications came into effective Jan 1, 2024. Although our group had some wins, however there are still concerns around testing and changes for penalties for Provincial project. The new specifications is in the dropbox link. If anyone is seeing issues with the new specifications, please contact the office and we may have to circle back with the province to discuss further.

Thanks to Kent Nickerson, Bruce Casey, Kevin Nickerson, Chris Yurchesyn, Mike Clements, Gordon Leaman, Stephen Grainger and the representatives from the Road Builders Association for all their hard work on this initiative.

NL Penalty Clause

Met with staff of the NL government Department of Transportation in the spring of 2023. Hoping to open lines of communications on penalty clause challenges our members are having. Thanks to Jack Brenton and Jason Coish.

Lobby Days in Ottawa

In May 2023, the provincial associations joined forces in Ottawa to launch the Cement Association of Canada's Concrete Zero Action Plan. Industry met with Government to explain the plan and to get in front of government and to be proactive. The meetings were productive and informative. Thanks to Kent Nickerson, Bruce Casey, and Joel Westin for joining me in Ottawa. For being small, Atlantic Canada had quite a presence. The plan is included in the dropbox link.

New Brunswick Lobby Days

While in NB for ConAtlantic, the Environmental committee took advantage of the opportunity to meet with th NB Government on the topic of low carbon concrete and the launch of the new Carbon Zero Action Plan. Meetings with Deputy Ministers, Executive Directors and staff from the Department of Environment and Transportation were organized last week. Joel Westin our committee chair, will provide an update of our meetings on Thursday in his report. Many thanks to the committee: Joel Westin, Kent Nickerson, Ashlee Hossack, and David Kline.

EXECUTIVE DIRECTOR UPDATE





EXECUTIVE DIRECTOR UPDATE | 2024 Annual General Meeting

national & cement update

National Concrete Zero Action Plan

We've heard a lot about the Concrete Zero Action over the past couple of days. Concrete Zero is a call to action to our partners in government and the construction sector to work with us to support opportunities and remove barriers to securing and improving the value of concrete and concrete products in a changing environment and economy.

If we don't define what net zero is, someone else will define it for us and this is why we are being proactive. Now we have the challenge of implementing the plan. There has been numerous zoom meetings and a couple in person meetings to flush out how the associations intend to roll out this initiative.

"If we don't define what new zero is, someone else will do it for us."

There are training and lobbying components. Our goal is to reach out to many groups such as; all levels of government, related construction associations, architects, planners, engineers, and more. And in Atlantic Canada, we have already started the process with our efforts on Feb 29 with our NB Lobby Days. We need to tell our story!

New in 2023! Safety Data Sheets

In collaboration with Concrete Canada, the 2023 Safety Data Sheets are available on the Concrete Atlantic website. I've also included them in the dropbox link.

New in 2023 EPD - Environmental Product Declaration

Available on the Concrete Atlantic website. I've also included them in the dropbox link.

CRMCA / Concrete Canada EPD Regional Guidelines:

- Continue to work on regional case studies. Move the federal government to utilize ACA-determined Regional EPD Benchmarks rather than creating their own requirements that the industry had no involvement with.
- Quebec and Atlantic Canada has requested the documents to be translated into French

The EDs have monthly meetings to address issues such as:

- Educate, Market and Promote Low Carbon Concrete (including EPDs)
- Educate, Market and Promote Concrete Pavement
- Educate, Market and Promote ICF
- Collaborate on updating Tech Tips
- Industry Perception Survey (stakeholders, government, etc.)
- Industry Recruitment and Retention
- Plant Manager Course – Online
- Safety Videos
- New CRMCA website

moving forward

Although much was accomplished over the past year, and things are starting to go back to normal somewhat. I personally feel that industry education is very important, and we in Atlantic Canada, have done a great job putting on quality education and marketing initiatives and great events all while continuing to sustain the association. And with continued educational successes, we will continue to promote and develop online courses to help make our industry a truly professional and safe one.

"Concrete Atlantic is excited to announce that we'll be hosting our first Driver Championship."

The board is also looking for ideas from members. We are in a positive financial position and if there is an idea that can benefit members, we'd like to hear it.

Let's talk about future events

Concrete Driver Event

Concrete Atlantic is excited to announce that we will be hosting our first Driver Championship / Rodeo (we haven't decided on a name yet) in the spring. More details will become available and will be emailed out to the members. I've seen three driver championships at NRMCA events in the US and it's gotten three of my president's very excited. We are committed to doing a similar. This would replace the Family Summer Board meeting in 2024, however and we are intending to have a family component to the new event.

We are hoping this event will get drivers out with their families and companies can show their appreciation to their staff. Even if people don't want to participate, they can come out and cheer on their colleagues. If anyone is interested, I'll be looking for volunteers!

I would also like to thank the ConAtlantic committee for all their hard work with putting this event together. Tanya Owens, Ted Moffat, Ashlee Hossack, JT Nugent, Kent Nickerson, Chris Miller and of course Taylor Burke. This was Taylor's first ConAtlantic and I hope we weren't too hard on her.

Respectfully Submitted;

Pam Woodman
Executive Director

All the best in 2024 and stay safe.



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