



The Municipal Equipment and Operations Association Ontario (M.E.O.A.) is the networking of individuals directly in contact with equipment and operations participating cooperatively in the exchange of information and the promotion of high standards and cost effective public service throughout Ontario.

Spring 2019

LETTER FROM THE PRESIDENT



As 2018 came to a close, this is a great time to reflect on all of our 2018 MEOA accomplishments this past year. It has been another engaging and productive networking year.

Each year the President picks a charity and this year's charity is Sakura House. Sakura is a hospice that has 10 private patient rooms and has been in operation since 2009.

Our Professional Development Day held at Hockley Valley was well attended and was complimented with nice weather. This event provides ample networking opportunities which is what the MEOA is all about. For those that were able to attend the Technology Field trip found that was educational and rewarding.

As we get ready to embark on a new year, our MEOA executive has been busy planning our Spring meeting which will be held in Courtland /Woodstock area. The Professional Development day will be held at the Southbrook Golf Club in Binbrook and the fall Technology Field trip will be along the eastern seaboard.

I remain proud of the dedication and support that our members all show and feel very fortunate to be part of such a great association! The MEOA executive are second to none, they are always prepared to step up to the plate to help organize each of our annual events.

Scott Boughner
MEOA President

For 2019 the MEOA is excited to offer free membership this year to any first-time members. Just email meoa.org for promo code. For those of you who have enjoyed and gained from our networking events we encourage and appreciate you extending this invitation to your colleagues and coworkers.

The MEOA has been networking directly with equipment and operations individuals for over 50 years. We have experienced countless stories of the benefits enjoyed as we strive to promote a high standard and cost-effective public service throughout Ontario.

Visit us at meoa.org and be welcomed by our association. Check out our 2019 events and enjoy a successful 2019!

Your MEOA president
Scott Boughner



SPRING 2019

www.meoa.org · MUNICIPAL EQUIPMENT & OPERATIONS ASSOCIATION (ONTARIO) INC.

DONATIONS MAKE A DIFFERENCE

Quite some time ago the MEOA Executive began making an annual donation to a charitable cause chosen by the standing MEOA President. The examples of the past 5 years represent donations exceeding \$10,000.

The charities chosen have varied greatly in foundation and reasoning for the president, many having had direct impact by specific illnesses and needs or by having personal involvement in the charities themselves.

The support of the MEOA Membership is something all of our members should be proud of!



2019- PRESIDENT- SCOTT BOUGHNER

Scott's focus this year is Sakura House. In 1983, one person decided that Woodstock (Oxford County) needed a volunteer hospice program. Almost 20 years later, in 2000 the seeds of planning began at VON Oxford for the dream of building what would one day be Sakura House.

Sakura House opened its doors September 1, 2009 and accepted the first patient September 2nd. Since opening there have been many very special moments shared between patients and their families and friends as well as staff and volunteers. Birthdays, anniversaries and holidays have been celebrated. There have been midnight giggles while watching a movie in the media room and quiet times shared in the family room watching nature from the panoramic view. Life and love can happen easily here because of the confidence that skilled and compassionate care is provided 24/7. Thank you for joining us in support of this vital care to the Woodstock community. <http://vonsakurahouse.com/about-us/history-and-mission/>

2018 – PRESIDENT - JIM THOMPSON

Jim chose to make a difference in the life of a child with cancer by choosing to support KOA Care Camps. With a long term involvement in the KOA organization which gave Jim an understanding of the need and value of the KOA Care Camps it was an easy choice for Jim. <https://koacarecamps.org/>

2017 – PRESIDENT – RICK ELLIG

Having been touched deeply by the story of Jordan Fawcett, Rick Ellig chose to support SUDEP (Sudden Unexpected Death in Epilepsy) As those who attended the 2017 MEOA Spring Meeting/Trade Show at the Nottawassaga Inn, the story shared by Dave and Deb Fawcett about their precious daughter Jordan was deeply moving and definitely inspired our membership to support the fight for greater awareness of and research of SUDEP. <https://www.sudep.news/jordan>

2016 – PRESIDENT – RAY KLOCHNYK

Ray stepped out of the box with his choice of charity in 2016 and chose a charity that was unknown to many of us. The Donkey Sanctuary located on the outskirts of Guelph is a farm that provides a lifelong home to donkeys, mules and hinnies who are unwanted, neglected or abused, or whose owners can no longer care for them; and to promote the responsible stewardship of all animals through humane education. <https://www.thedonkeysanctuary.ca/about>

2015 – PRESIDENT – MIKE BEATTIE

As many of us have our own stories of how breast cancer has impacted our lives and having his own story coming from within his own home, Mike chose the Breast Cancer Society of Canada. <https://bcsc.ca/>

2014 – PRESIDENT – FRANK VANHIE

Supporting the Victory against ALS (Lou Gehrig's disease) and the quest to understand the origins of the devastating disease was Frank's choice. Having supported and volunteered at fundraising events, it was a natural choice coming from the Vanhie household. <http://www.mariosvictoryagainstals.com/>

NETWORK OR BUST!

RELATIONSHIPS: GROW YOUR BUSINESS BY NETWORKING

It's not enough to just set up your booth and expect customers to line up by the dozens. Showing up at the industry meeting or annual conference armed with a pocket full of business cards and a fist full of hors d'oeuvres doesn't guarantee your business growth.

If you are going to grow your business you've got to step outside your booth, give the email marketing machine a rest, and set out to be seen beyond your social media profile. Attending events can be downright scary for some. For others, chatting away the day avoiding actual business-building talk seems to be more their forte. A networking event is the best way and place to meet with your next potential partner, investor or customer and you must not take it for granted.

MEETING OF THE MINDS. When attending events, take the opportunity to connect with those who play major roles in the industry and in decision-making. Don't shy away from meeting such leaders as building relationships with them is a key step to take your business to another level. Fill your time gaps by meeting with like-minded



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colleagues, people with similar ideas and passions. Meeting such people drives you to do more. The experiences shared serves as a guiding tool for your business.

WHAT'S THE DEAL? Get your elevator speech out. This is your shot. Prepare for any opportunity to share your wares. Networking events by definition are designed for you to take full advantage of promoting your business to people. Engage and ask qualifying questions rather than spewing an array features and benefits to glossy-eyed audiences.

BREAD AND BUTTER. Make an impression, even if new connections might not buy your products or patronize wares, when you present yourself and your business tactfully and properly you stand the chance of gaining referrals. So get into the habit of closing every conversation with, who do you know that may be interested in hearing more?

THE JOY OF NETWORKING. A good networking event renews your personal passion and energy for the business. When you look upon networking events and business functions as an opportunity to meet new people, trend-spot or do some market research, or find potential customers, it becomes a joy. Next time you have the opportunity to attend or participate in a networking event, do it and do it well. Your business growth unequivocally depends on it.





Annual Conference and Trade Show "A great opportunity to wind down with key business partners and prospects disengaged from daily roles to build relationships beyond supplier status while still learning about true business environment challenges." - Steve Dove, Bryan's Auction Services



Fall Technology Trip 2018 "Great Opportunity to share thoughts and challenges in person. The worth comes for that ah-haw moment, which comes from both municipal and supplier members. The laughs are the icing on the cake." - Andre Boutin, Regional Sales Manager, JJEI.



SPOTLIGHT ON EVENTS



2019 Annual PD Day

May 30, 2019

Registration 9:30am

Shot Gun Start 11:00am

Southbrook Golf Club – Binbrook, ON

(near Hamilton airport)



2019 Annual Conference and Trade Show

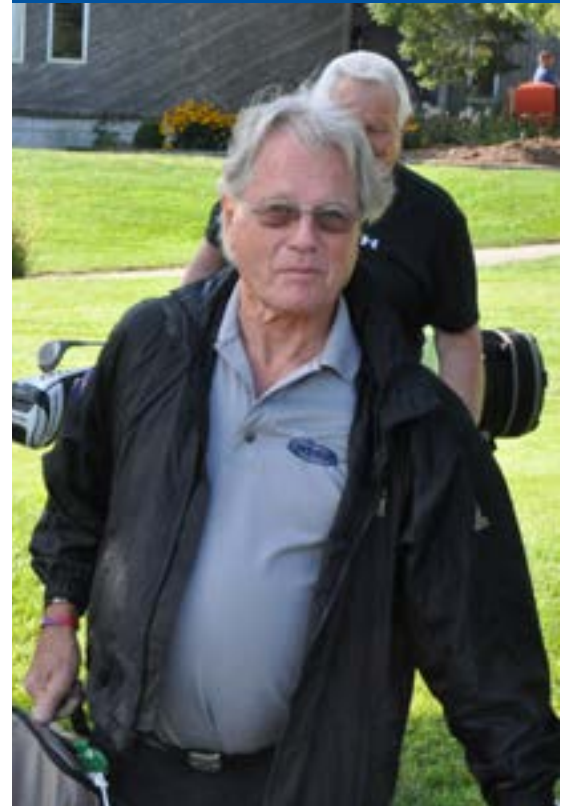
April 17 & 18, 2019

QUALITY INN, WOODSTOCK, ON

April 17th : Tours - Trackless and Voth lunch included

April 18th: Annual General Meeting 9am- 2:30pm, Table Top Trade

Show event



2019 Fall Technology Trip

September 2019

NORTH CAROLINA

Watch for more updates on meoa.org

VISIT US AT meoa.org FOR REGISTRATION OF OUR EVENTS

SPRING 2019

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