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**THE GREAT SOUTHWEST – ZONE 1  
FALL ZONE MEETING  
Wednesday, October 21, 2020**

**ZONE 1 EXECUTIVE  
2019-2020**

**Representative to the  
Board**

*Paul Shipway, CMO*

**Chair**

*Mandi Pearson*

**Vice Chair**

*Open*

**Past Chair**

*Paul Shipway, CMO*

**Secretary-Treasurer**

*Jennifer Alexander*

**Zone Directors**

*Jennifer Turk  
Amanda Gubbels*

For detailed zone  
information go to

[www.amcto.com](http://www.amcto.com)

**Electronic – via Zoom**

Please click on the following link to complete your registration

<https://zoom.us/join/zoom/register/tjMucuqpqD8pErtwu0bnKkrc6s7dLcl-1DTpx>

(once registered, a confirmation will be sent to your email including a link to save meeting to your calendar)

**Special Thanks to our Sponsor:**

REALTAX Recovery Specialists

With Real Tax's generous support, we have been able to provide this fall session at no cost for registrants. – Thank you.

**A G E N D A**

- 8:45 a.m. Zoom waiting room will open up**  
Please be sure to have your camera on, sound muted and proper name reflected
- 9:00 a.m. Welcome & Zone Business**
- Minutes of November 7, 2019 meeting
  - Date and Venue for Zone 1 2021 Spring Meeting
  - Zone Elections – 4 positions; Chair, Vice-Chair, 2 Zone Directors  
(please see circulated form for nominations)
- 9:15 a.m. AMCTO Presentation**  
Dean Sauriol, Past President  
Strategy Corp
- 10:00 a.m. AMO Gas Tax Policy Update**  
Jordan Scantlebury
- 10:30 a.m. Municipal Legislation Update**  
Tim Ryall, Ministry of Municipal Affairs  
(please see circulated form for advanced question submission)
- 11:00 a.m. Coffee Break**

**11:15 a.m. AGRIS - 4R Nutrient Stewardship, and What It Means for Municipalities with Farmland**  
Dale Cowan, Senior Agronomist

Discussing nutrient runoff into Lake Erie (algae blooms) and other waterways continues to be a major public environmental issue. Veteran agronomists note that industry-driven 4R Nutrient Stewardship should be adopted before more stringent and costly government regulations on nutrient runoff are introduced. Nutrient management needs to be viewed through a social and environmental lens, not strictly an economic one. Education at the municipal level will aid in local government officials and administration to better understand and assist the farming community within their municipality. With similar programs being enacted in different American states, 4 R Ontario is a collaboration of several signatories. Fertilizer Canada, OMAFRA, Ontario Agribusiness Association, CFFO, GFO, OFA. CCA model, the agricultural community needs to be ready for renewed discussions with the province and other regulatory bodies on nutrient loading reduction targets, and methods of achieving those targets. Policy discussions have been underway since 2019. The outcome of these discussions will be important for municipalities with a strong agricultural base to understand, especially within the Erie basin, but also for all communities that have waterways and tributaries.

**11:50 a.m. Real Tax – One Idea, Two Hundred Municipalities**  
Jeff Oberman

This presentation was a huge hit at the 2019 OMTRA Conference. Funny, entertaining, yet compelling, this talk could be a nice break in a day filled with intensive seminars and discussions. It describes how one simple idea transformed tax recovery procedures for half of the municipalities in Ontario. It will be followed by a Q & A on any topic related to tax registrations or tax sales.

**12:20 p.m. Round Table Listen and Learn**  
Opportunity to for open discussion & to learn from our Zone 1 colleagues on topics we are currently experiencing in our municipalities.  
(please see circulated form for advanced question submission)

**1:00 p.m. Meeting Concludes**

