Annual Business Meeting

Virtual Meeting

December 3rd, 2020
Emcee Introduction

Chief Operating Officer, Richard Bright
Opening Remarks

Chairman, Bruce Godfrey
ACIL Officers

Chairman – Bruce Godfrey
Chair-Elect – Vacant
Treasurer – Jerry Singh
Secretary – Steve Vanderboom
Past Chairman – Jim Kuhn
ACIL Board Members

Allison MacKenzie
Scott Wentworth
Sean Murray
Greg Schmidt
Thank You!
Section & Committee Volunteer Leaders
Volunteer Leaders

Section Leaders
Section Sub-Group Leaders
Independent Laboratories Institute (ILI) Board
Best Practices Forum Leaders
Cannabis Working Group (CWG)
Government Relations Committee
All Other Cte’s and Task Forces
Remembering Don Heirman
CAS Section Consultant
Thank you
Industry Sponsors

FRIENDS OF ACIL
Dates to Remember in 2021

2021 P2 Conference “Independence Day!”
CANCELLED

2021 Annual Meeting
October 11th - October 14th, 2021
Long Beach, CA
This award is given to individuals who have made special contributions to the success of the Association over the past year or years. Selections are made by each Section Chair.
Winner for all Sections!

- Conformity Assessment Section
- CMET Section
- Environmental Sciences Section
- Food Sciences Section

Zoe Grosser - Consultant

Every Section unanimously agreed to award Zoe for her extensive volunteer efforts to redesign the ACIL website incorporating all the updated Section pages.
2020
Customer Survey Averages

How do you rate the data quality? (3.8)
How do you rate the laboratory's customer service? (3.9)
How do you rate the technical expertise of the laboratory and its staff? (3.8)
How do you rate the value received? (3.7)
Overall Averages

Average Satisfaction: (3.8 out of 4)
Average Number of Surveys per Participant: (22)
How do you rate the timeliness on your report? (3.6 out of 4)
As compared to the timeliness of all other laboratories? (3.6 out of 4)
Participants at a Glance

Total number 9 participants
Signed Ethics Statement
Signed Data Integrity Statement
Demonstrated Competence
Participant List

Advance Testing Company, Inc., Campbell Hall, NY
American Analytical Laboratories, Inc., Akron, OH
Ana-Lab Corp., Kilgore, TX
Atlantic Testing Laboratories, Limited, Utica, NY
D.L.S. Electronic Systems, Inc., Wheeling, IL
NSF International Inc., Ann Arbor, MI
Particle Technology Labs, Downers Grove, IL
RTI Laboratories, Inc., Livonia, MI
Weck Laboratories, Inc, Industry, CA
Timeliness
Top Three

Advance Testing Company, Inc., Campbell Hall, NY
Particle Technology Labs, Downers Grove, IL
RTI Laboratories, Inc., Livonia, MI

Presented in Alphabetical Order
Overall Customer Satisfaction
Top Three

• Advance Testing Company, Inc., Campbell Hall, NY
• American Analytical Laboratories, Inc., Akron, OH
• D.L.S. Electronic Systems, Inc., Wheeling, IL
ILI Board

Joe Konschnik – Chair
David Kennedy – Vice Chair
Steve Elliott – Treasurer/CMET
Doug Leonard – Accrediting Body
Michael Flournoy – FSS
Ray Klouda - CAS
Agustin Pierri - ESS
Zoe Grosser - Associate
Independent Laboratories Institute (ILI)

• Analyst Enrichment Webinars
• NACLA – National Cooperation for Laboratory Accreditation
• CWG – Cannabis Working Group
• CanNaLAP – Cannabis National Laboratory Accreditation Program Scheme document
Update

Richard Bright

ACIL, Chief Operating Officer
Business Practices Forum

- Committee to all member peer to peer engagement
- Weekly COVID-19 updates/best practice calls
- Moved to bi-weekly and now monthly calls
- Webinar topic development – Jason Greer for example re Diversity Management
- Annual Meeting & P2 Meeting education
New Member Benefits

Your Preferred Partnership for Laboratory Supplies

The Fisher Scientific channel is partnered with the American Council of Independent Laboratories to bring you the products you need from the categories below and more.

- Chemicals and Reagents
- Chromatography Products
- Glassware
- Plastic and Liquid Handling Products
- Lab Equipment
- Microbiology Essentials
- Life Sciences Products
- Clinical Research Tools

In the United States:
For customer service, call 1-800-234-5566
To fax an order, use 1-800-496-7000
To order online: fisher.com

In Canada:
For customer service, call 1-800-234-7637
To fax an order, use 1-800-463-2996
To order online: fisher.ca

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New Member Benefits
NEW MEMBER BENEFIT

ACIL is proud to offer their members the ability to receive a discount of 10% off list price on new post-column derivatization instrument orders from Pickering Laboratories.

This offer is EXCLUSIVE TO ACIL MEMBER LABS. Many of our members already use Pickering instruments, and this new benefit will allow those members to update any aging instruments or expand their capabilities.

To request a quote, please email Rebecca Smith at rsmith@pickeringlabs.com

If you would like help choosing the best Pickering instruments for your needs, contact support@pickeringlabs.com and someone will be happy to assist you.
Financial Report

• Expenses were budgeted to remain consistent with past years, however cuts were imperative in lieu of the pandemic
• Reserves stay intact
• Continue significant Section investment
• Projecting a breakeven year for 2020 despite cancelling P2 and the Annual Meeting
• 2020 Annual Meeting Webinars were well attended and made a small profit
• Continued development of non-dues revenue
• Board continues to focus on growth initiatives established 2 years ago
### Reserve Funds Detail

<table>
<thead>
<tr>
<th>Year</th>
<th>ILI/Scholarship</th>
<th>ACIL Reserves</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>$37,968</td>
<td>$74,538</td>
</tr>
<tr>
<td>2015</td>
<td>$22,819</td>
<td>$104,617</td>
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<tr>
<td>2016</td>
<td>$7,821</td>
<td>$154,642</td>
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<td>2017</td>
<td>$174</td>
<td>$204,915</td>
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<tr>
<td>2018</td>
<td>$174</td>
<td>$204,915</td>
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<tr>
<td>2019</td>
<td>$174</td>
<td>$204,915</td>
</tr>
<tr>
<td>2020</td>
<td>$174</td>
<td>$204,915</td>
</tr>
</tbody>
</table>

**Note:** The final scholarships were distributed in 2017.
MEMBERSHIP BY SECTION

- None: 8%
- Cannabis: 6%
- CAS: 12%
- CMET: 12%
- ESS: 13%
- FSS: 11%
- ESS & FSS: 24%
- Multiple: 14%
ACIL Board Elections
Election Results!

Sean Murray – Eurofins  
(New Board Member)

Scott Wentworth – Retlif Testing  
(New Board Member)

Antonio Frazier – CannaSafe  
(New Board Member)

Jerry Singh – RTI Laboratories  
(Treasurer)
ACIL Officers

Chairman – Bruce Godfrey
Chair-Elect – Vacant
Treasurer – Jerry Singh
Secretary – Steve Vanderboom
Past Chairman – Jim Kuhn
GRC Update

Presented by:
Michael Oscar
• ACIL Government Relations Director

Thank You:
• To Mary Kay Krogull and Natalia Larrimer our GRC Co Chairs
• To the GRC Committee Members

December 2020
2020 Elections
2020 Election Dashboard

Race for President

Candidate | Votes
--- | ---
Biden | 77,189,165 votes
Trump | 72,217,927 votes

Swing States

<table>
<thead>
<tr>
<th>Swing States</th>
<th>PA</th>
<th>NV</th>
<th>GA</th>
<th>NC</th>
<th>AZ</th>
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<tbody>
<tr>
<td>Electoral Votes</td>
<td>20</td>
<td>6</td>
<td>16</td>
<td>15</td>
<td>11</td>
</tr>
<tr>
<td>TRUMP</td>
<td>49%</td>
<td>47%</td>
<td>49%</td>
<td>50%</td>
<td>49%</td>
</tr>
<tr>
<td>BIDEN</td>
<td>50%</td>
<td>50%</td>
<td>50%</td>
<td>49%</td>
<td>49%</td>
</tr>
</tbody>
</table>

Est. Vote %

<table>
<thead>
<tr>
<th>Est. Vote %</th>
<th>Biden</th>
<th>Trump</th>
</tr>
</thead>
<tbody>
<tr>
<td>≈99%</td>
<td>≈95%</td>
<td>≈99%</td>
</tr>
</tbody>
</table>

Senate Results

<table>
<thead>
<tr>
<th>Party</th>
<th>Seats</th>
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</thead>
<tbody>
<tr>
<td>Dem</td>
<td>48</td>
</tr>
<tr>
<td>Rep</td>
<td>50</td>
</tr>
</tbody>
</table>

House Results

<table>
<thead>
<tr>
<th>Party</th>
<th>Seats</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dem</td>
<td>218</td>
</tr>
<tr>
<td>Rep</td>
<td>202</td>
</tr>
</tbody>
</table>
House and Senate Updates

U.S. Senate:
- Democrats' prospects for taking control of the Senate were evaporating after several vulnerable Republican incumbents fended off well-financed Democratic challengers.
- The battle for the Senate closely mirrored the presidential race, ending up much closer than many pre-election polls and forecasts had indicated.
- The Georgia special election runoff in January ensures the final tally won't be known for months, and the coming days will reveal if that seat will determine Senate control.

House Big Picture: Democrats Keep Control, But Barely
- Democrats failed to expand their majority and missed pickup opportunities in states such as Illinois and Texas; Republicans protected incumbents and added seats.
- At least eight Democratic incumbents lost their seats:
  - Seven were elected in the 2018 “blue wave” that swept the party into the majority.
  - Agriculture Chairman Collin Peterson, who has represented his Minnesota district since 1991.
- Speaker Nancy Pelosi of California will have less room to maneuver:
  - She’s faced questions from her caucus about strategy and priorities leading up to the election.
  - More progressives have been elected and are expected to add additional pressure.
- Tension could build ahead of 2022 elections:
  - The party in control of the White House historically has lost seats in midterms.
  - Democrats will have a narrower majority to defend heading into that election.

ACIL
Revitalizing the Federal Courts

- In 2013, former Democratic Majority Leader Reid ended the filibuster on judicial nomination votes.
- **Supreme Court Justices:** Neil Gorsuch, Brett Kavanaugh, and Amy Barrett
- Senate confirmed 194 federal judges to the federal bench in the last three years.
- Including 50 judges to the federal circuit court of appeals
  - In 2017, when President Trump took office, Democratic appointees made up the majority on nine of the 13 circuit courts.
  - In 2020, President Trump’s appointments flipped three circuit courts:
    - 2nd (NY, VT, CT)
    - 3rd (DE, NJ, PA)
    - 11th (FL, GA, AL)
  - In total, seven circuits have Republican majority appointees.
Trump has appointed more appeals court judges so far in his tenure than any president since Carter

Federal judges confirmed by Senate through July 7 of each president’s fourth year in office

<table>
<thead>
<tr>
<th>President</th>
<th>Supreme Court justices</th>
<th>Appeals court judges</th>
<th>District court judges</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donald Trump</td>
<td>53</td>
<td>143</td>
<td></td>
<td>194</td>
</tr>
<tr>
<td>Barack Obama</td>
<td>30</td>
<td>121</td>
<td></td>
<td>152</td>
</tr>
<tr>
<td>George W. Bush</td>
<td>35</td>
<td>162</td>
<td></td>
<td>197</td>
</tr>
<tr>
<td>Bill Clinton</td>
<td>30</td>
<td>152</td>
<td></td>
<td>184</td>
</tr>
<tr>
<td>George H.W. Bush</td>
<td>36</td>
<td>126</td>
<td></td>
<td>160</td>
</tr>
<tr>
<td>Ronald Reagan</td>
<td>27</td>
<td>117</td>
<td></td>
<td>144</td>
</tr>
<tr>
<td>Jimmy Carter</td>
<td>54</td>
<td>190</td>
<td></td>
<td>243</td>
</tr>
</tbody>
</table>

Note: Data as of July 7, 2020. Excludes judges confirmed to certain specialized or territorial courts. Judges confirmed to multiple positions, such as those first appointed to a district court and later elevated to an appeals court, are counted separately for each position, but only once in each president’s total.

Source: Pew Research Center analysis of Federal Judicial Center data.
COVID-19

CORONAVIRUS ROCKED THE VOTE XING PROCESS.
ACIL GRC 2020 Objectives
The Value of Independent Testing

• Strategic Government Relations
  • Accreditation
• Trade Issues and Unfair Competition
  • Business Operation Issues
  • Section Level Guidance
  • Communication Strategy
  • Collaboration Initiatives
The Value of Independent Testing

- Accreditation Process
- Farm Bill Implementation
- Food Safety and Modernization Act (FSMA)
  - Energy Star Program
  - Infrastructure Spending
- Medical Marijuana Testing – Legalization of Hemp
  - Public / Private Partnerships
    - Regulatory Reform
    - Trade Agreements
    - Unfair Competition

Atlantic Testing Laboratories has offered engineering services in NY22 for over 50 years. We visited their Utica location for BrindisiAtYourBusiness to learn more about their work to improve water quality in Oneida County and help keep our environment healthy.
Dr. Smith meets with ACIL at USDA on February 20, 2020.
ACIL GRC Section Support
Conformity Assessment Section (CAS)

- Continue to Define Unfair Competition and Conformity Assessment in Legislative Terms
- Energy Star Program
- Third Party Certifiers
- ACIL Continues to Work with NIST, IFIA, and UL on:
  - Conformity Assessment Considerations for Federal Agencies
Food Sciences Section (FSS)

- ACIL Urges the Trump Administration to have FDA Recognize Accredited Labs
- 2018 Farm Bill and the Legalization of Hemp
- Develop Stronger USDA Working Relationship
- ACIL submitted comments to USDA’s FSMA Proposed Rule on Laboratory Accreditation
- ACIL submitted comments twice to USDA regarding their Hemp Interim Final Rule
Environmental Sciences Section (ESS)

- EPA Funding Issues
- PFAS Taskforce Working Group
- Improve Congressional Visibility and Supported PFAS Amendments to the FY21 National Defense Authorization Bill
- Supporting EPA’s Methods Programs
- Clean Water Act (CWA)
Construction Materials Engineering and Testing Section (CMET)

- Infrastructure Funding
- Develop Government Strategy for Independence Testing Criteria
- Continual Monitoring of DOL OSHA Rules and Regulations
ACIL GRC
Section Support

• Founding Working Group:
  • Cannasafe
  • Anresco
  • Infinite Chemical Analysis
  • Sonoma Labs
  • Montrose Environmental
  • SC Labs
  • Phenomenex
  • 2 River Labs

• Goals:
  • Address shortcomings in the regulation of cannabis testing laboratories
  • Standardize the quality of results across all laboratories performing compliance testing in California through rigorous testing standards
  • Stop the practice of lab shopping and potency inflation
  • Establish testing regulations and parity of hemp CBD product
  • Both hemp and cannabis products should be regulated in the same manner with the same quality standards to protect consumers
Thank You

Questions or Concerns?
Old / New Business
Meeting Adjourned