2012 Annual NOWRA Business Meeting
Agenda – 2012 Business Meeting

- Membership list
- Meeting notice
- President’s report
- Sec./Treas. report
- Executive Director’s report
- VP report
- Other business
- Open discussion
- Adjournment
The State of NOWRA 2012
## NOWRA’s 2012 Goals

<table>
<thead>
<tr>
<th>Goal</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>Deploy new NOWRA website</td>
<td>1st Q</td>
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<tr>
<td>Form lobbying task force</td>
<td>Feb 15th</td>
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<tr>
<td>Provide treatment training at Pumper Show</td>
<td>Feb 29th</td>
</tr>
<tr>
<td>Hold Annual Conference</td>
<td>Apr 2-5th</td>
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<tr>
<td>Provide Distance Learning Platform to Affiliates</td>
<td>Apr 5th</td>
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<tr>
<td>Form task force to develop strategy for promoting regulatory reform</td>
<td>Mar 1st</td>
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## NOWRA’s 2012 Goals

<table>
<thead>
<tr>
<th>Goal</th>
<th>Date</th>
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<tbody>
<tr>
<td>Update Septic Locator</td>
<td>Jun 1&lt;sup&gt;st&lt;/sup&gt;</td>
</tr>
<tr>
<td>Develop Roe-D-Hoe rules and games for use by Affiliates</td>
<td>Jun 30&lt;sup&gt;th&lt;/sup&gt;</td>
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<tr>
<td>Develop content-rich on-line Resource Library for members</td>
<td>Dec 31&lt;sup&gt;st&lt;/sup&gt;</td>
</tr>
<tr>
<td>Offer Distance Learning classes</td>
<td>Dec 31&lt;sup&gt;st&lt;/sup&gt;</td>
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<tr>
<td>Develop designer training for use by Affiliates</td>
<td>Dec 31&lt;sup&gt;st&lt;/sup&gt;</td>
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Highlights of April Board Meeting

- Committees/Task Forces
- Model Code
- NOWRA Installer Academy
- EPA MOU: Septic Smart & Position Papers
Highlights of April Board Meeting

• WEF Grant
  – To provide training and technical assistance to: (a) small publicly-owned wastewater systems; (b) communities served by onsite/decentralized wastewater systems; and (c) owners of private wells.
  – The goals of the training and technical assistance activities are to assist onsite/decentralized wastewater systems to improve operational performance over the long-term, thereby improving water quality.
  – Training and technical assistance may be provided through face-to-face meetings and site visits or through remote learning approaches.
Secretary/Treasurer's Report

Greg Graves
## Financial Update

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<tbody>
<tr>
<td>Advertising</td>
<td>$ 45,846</td>
<td>$ 26,957</td>
<td>$ 5,682</td>
<td>$ -</td>
<td>$ 200</td>
<td>$ 4,830</td>
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<tr>
<td>BBP</td>
<td>114,000</td>
<td>99,000</td>
<td>61,500</td>
<td>33,500</td>
<td>51,625</td>
<td>71,250</td>
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<td>State Dues</td>
<td>154,873</td>
<td>187,330</td>
<td>130,654</td>
<td>78,660</td>
<td>75,323</td>
<td>66,935</td>
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<tr>
<td>Convention</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Exhibitor</td>
<td>115,475</td>
<td>71,728</td>
<td>36,305</td>
<td>23,365</td>
<td>20,778</td>
<td>16,940</td>
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<tr>
<td>Registration</td>
<td>158,136</td>
<td>116,722</td>
<td>45,433</td>
<td>34,306</td>
<td>-</td>
<td>34,096</td>
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<tr>
<td>Other</td>
<td>89,964</td>
<td>12,775</td>
<td>8,798</td>
<td>3,146</td>
<td>30,469</td>
<td>7,500</td>
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<tr>
<td>Total Income</td>
<td>$ 678,293</td>
<td>$ 514,511</td>
<td>$ 288,372</td>
<td>$ 172,976</td>
<td>$ 178,395</td>
<td>$ 201,551</td>
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<tbody>
<tr>
<td>Administrative</td>
<td>$ 45,356</td>
<td>$ 32,852</td>
<td>$ 20,239</td>
<td>$ 37,339</td>
<td>$ 12,066</td>
<td>$ 11,992</td>
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<td>Mgmt Fees/Salaries</td>
<td>234,375</td>
<td>215,339</td>
<td>89,157</td>
<td>72,928</td>
<td>104,338</td>
<td>25,938</td>
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<tr>
<td>Advertising</td>
<td>120,795</td>
<td>62,728</td>
<td>19,243</td>
<td>10,394</td>
<td>3,763</td>
<td>9,404</td>
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<tr>
<td>Conventions</td>
<td>268,113</td>
<td>177,621</td>
<td>84,228</td>
<td>51,220</td>
<td>30,460</td>
<td>1,523</td>
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<tr>
<td>Website</td>
<td>20,566</td>
<td>21,776</td>
<td>1,692</td>
<td>620</td>
<td>8,138</td>
<td>2,727</td>
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<tr>
<td>Other</td>
<td>(33)</td>
<td>-</td>
<td>4,379</td>
<td>449</td>
<td>10,732</td>
<td>-</td>
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<tr>
<td>Total Expenses</td>
<td>$ 689,172</td>
<td>$ 510,316</td>
<td>$ 218,938</td>
<td>$ 172,951</td>
<td>$ 169,497</td>
<td>$ 51,584</td>
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</table>

Net Income                  | $ (10,880)  | $ 4,195     | $ 69,434    | $ 25        | $ 8,898     | $ 149,967         |
Financial Update

• 2012
  – NOWRA currently has $130K in the bank
  – So far, income is ahead of last year, both in State Affiliate dues and BBP sponsorships
  – Income growth is still a necessary goal
  – “Conventions” remains a problem
  – How can we keep and get back State Affiliate groups?
The Rest of 2012

• Keep momentum going
  – Need to deliver value
  – How do we attract and retain Installers?
    • Trade shows
    • Lobbying
    • Roe-D-Hoe
    • New website
    • Others?
  – We need your help!
Vice-President’s Report

Tom Fritts
The Governance of NOWRA

- The Board of Directors (16 Members)
  - Executive Committee (4 Appointed Officers)
    - President
    - Vice President/President Elect
    - Past President
    - Secretary-Treasurer
    - Executive Director *(Non-Voting Staff)*
  - Board Members (12 Elected Members)
Board Members

• At least two (2) representatives from each of 6 member sectors:
  – Designer / Engineer / Site Evaluator / Soil Scientist
  – Installer / Contractor
  – Supplier / Vendor
  – O&M / Service Provider
  – Regulator
  – Academic / Researcher
2011-2012 Board of Directors

• Academic: Robert Rubin (NC)
  John Buchanan (TN)

• Engineer: Michael Hines (TN)
  Russell Martin (ME)

• Installer: Eugene Bassett (NM)

• Service: Eric Larson (MN)
  Tony Birrittieri (WI)

• Regulator: Nancy Deal (NC)
  Brent Reagor (MA/SC)

• Supplier: Mike Catanzaro (LA)
  Doug Jatcko (CO)
  Robert Mayer (VA)
NOWRA BOD Election

2012 BOARD OPENINGS:

– Supplier – 1
– Regulator - 1

Elections to run from Sept 1 – Oct 31
Nominations open shortly!
2011-2012
NOWRA Officers

Dec 1, 2010 – Nov. 30, 2012

– President – Dick Otis (WI)
– Vice President – Tom Fritts (MO)
– Secretary/Treas. – Greg Graves (OH)
– Past President – Tom Groves (MA)
NOWRA Committees

Committees:
- **Conference** – Craig Gilbertson / Brent Reagor
- **Business Benefit Program** – Greg Graves
- **Education** – Bob Rubin
- **External Relations** – Raymond Peat
- **Government Relations** – Vacant
- **Marketing/Communications** – Jennifer Cisnerous
- **Membership** – Doug Jatcko
- **Model Code** – Tony Smithson
- **Onsite Journal** – Randy Miles
- **Roe-D-Hoe®** – Tony Birrittieri
- **Technical Practices** – Allison Blodig
- **Website** – Bob Mayer
NOWRA Task Forces

Task Forces:

Due Restructuring – Tom Groves
Website/Database – Bob Mayer
Education Task Force – Tom Fritts
LEARN MORE ABOUT OUR INDUSTRY!

• Join a Committee!
• Make new friends!
• Have some fun!
• Make a Difference!

www.nowra.org
Executive Directors Report

Eric Casey
Who is NOWRA?

• The largest U.S. organization devoted exclusively to supporting members of the onsite and decentralized industry
• Founded 1991
• Represent all segments of industry
  – Contractors
  – Service Providers
  – Designers & Engineers
  – Regulators
  – Academics
  – Manufacturers
NOWRA Members by Industry Category

People Caring About Water

NOWRA
National Onsite Wastewater Recycling Association
Who is NOWRA?

Other categories:

- Academic/Educator
- Builder/Developer
- Compliance Monitor
- Environmentalist
- Laboratory Services Provider
- Plumber

- Realty/Mortgage
- Service Provider
- Registered Sanitarian
- Regulator Researcher
- Student
- Waste Transporter
- Wholesale Distributor
Map of NOWRA Affiliate States

- COWRA (Carolinas)
- CPOW (Colorado)
- DOWRA (Delaware)
- IOWWA (Iowa)
- KSFA (Kansas)
- MOWPA (Maryland)
- MOWRA (Michigan)
- MnOWA (Minnesota)
- MSO (Missouri)
- POWRA-NM (New Mexico)
- POWRA (Pennsylvania)
- VOWRA (Virginia)
- WOWRA (Wisconsin)
- WPCA (Wisconsin)
2012 BBP Members

Gold
Bio-Microbics, Inc.
Geomatrix, LLC*
Infiltrator Systems, Inc.
PPG Industries*
Presby Environmental, Inc
Onsite Installer
RID-X®

Bronze
American Manufacturing Co.*

Silver
Advanced Drainage Systems, Inc
Anua (Bord na Mona)
Delta Environmental*
Norweco, Inc
Polylok
Salcor
Wieser Concrete

Loyal Supporter
Arcan
Clarus Environmental
Jet, Inc.
Residential Sewage Treatment Company
Waterloo Biofilter*

People Caring About Water
Headquarters Activities

Recent Initiatives

– Errors & Omissions Insurance
– Equipment Financing Discounts
– Dues Restructuring
– Roe-D-Hoe ™ Package
– Distance Learning Seminars
– Distance Learning Platform
– Building Support for Lobbying Program
– New Website
Headquarters Activities (cont’d)

• Continuing Programs
  – NOWRA e-News
  – Septic Locator
  – Affiliate Support
  – Education & Training
  – National Backhoe Roe-D-Hoe™
Headquarters Activities (cont’d)
Headquarters Activities (cont’d)

• Looking Forward
  – Collaboration With Related Organizations
    • EPA Grant
    • EPA MOU Initiatives
      – SepticSmart
      – Position Paper on Decentralized Systems
    • Joint NOWRA-WEF Conference on Onsite Systems
Headquarters Activities (cont’d)

• Looking Forward
  – Additional member programs
    • Onsite Journal
    • Expanded Education/Training program
    • Membership Benefits
      – Septic Locator
      – Marketing Collateral
Other Business
Open Discussion
NOWRA

For More Information

www.nowra.org

National Onsite Wastewater Recycling Association
601 Wythe Street
Alexandria, VA 22314
800.966.2942