

People Caring About Water

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

President's Report

Dick Otis



The State of NOWRA 2012



NOWRA's 2012 Goals

Deploy new NOWRA website	1 st Q
Form lobbying task force	Feb 15 th
Provide treatment training at Pumper Show	Feb 29 th
Hold Annual Conference	Apr 2-5 th
Provide Distance Learning Platform to Affiliates	Apr 5 th
Form task force to develop strategy for promoting regulatory reform	Mar 1 st

NOWRA's 2012 Goals

Update Septic Locator	Jun 1 st
Develop Roe-D-Hoe rules and games for use by Affiliates	Jun 30 th
Develop content-rich on-line Resource Library for members	Dec 31 st
Offer Distance Learning classes	Dec 31 st
Develop designer training for use by Affiliates	Dec 31 st

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/ Treasurers Report

Greg Graves



Financial Update

	Actual 2007	Actual 2008	Actual 2009	Actual 2010	Actual 2011	YTD Mar 26, 2012
Income						
Advertising	\$ 45,846	\$ 26,957	\$ 5,682	\$ -	\$ 200	\$ 4,830
BBP	114,000	99,000	61,500	33,500	51,625	71,250
State Dues	154,873	187,330	130,654	78,660	75,323	66,935
Convention						
Exhibitor	115,475	71,728	36,305	23,365	20,778	16,940
Registration	158,136	116,722	45,433	34,306	-	34,096
Other	89,964	12,775	8,798	3,146	30,469	7,500
Total Income	\$ 678,293	\$ 514,511	\$ 288,372	\$ 172,976	\$ 178,395	\$ 201,551
Expenses						
Administrative	\$ 45,356	\$ 32,852	\$ 20,239	\$ 37,339	\$ 12,066	\$ 11,992
Mgmt Fees/Salaries	234,375	215,339	89,157	72,928	104,338	25,938
Advertising	120,795	62,728	19,243	10,394	3,763	9,404
Conventions	268,113	177,621	84,228	51,220	30,460	1,523
Website	20,566	21,776	1,692	620	8,138	2,727
Other	(33)	-	4,379	449	10,732	-
Total Expenses	\$ 689,172	\$ 510,316	\$ 218,938	\$ 172,951	\$ 169,497	\$ 51,584
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:

(3-year term, Dec. 1, 2012 thru Nov. 30, 2015)

- 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's Committees & Task Forces

People Caring About Water

NOWRA
National Onsite Wastewater
Recycling Association

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

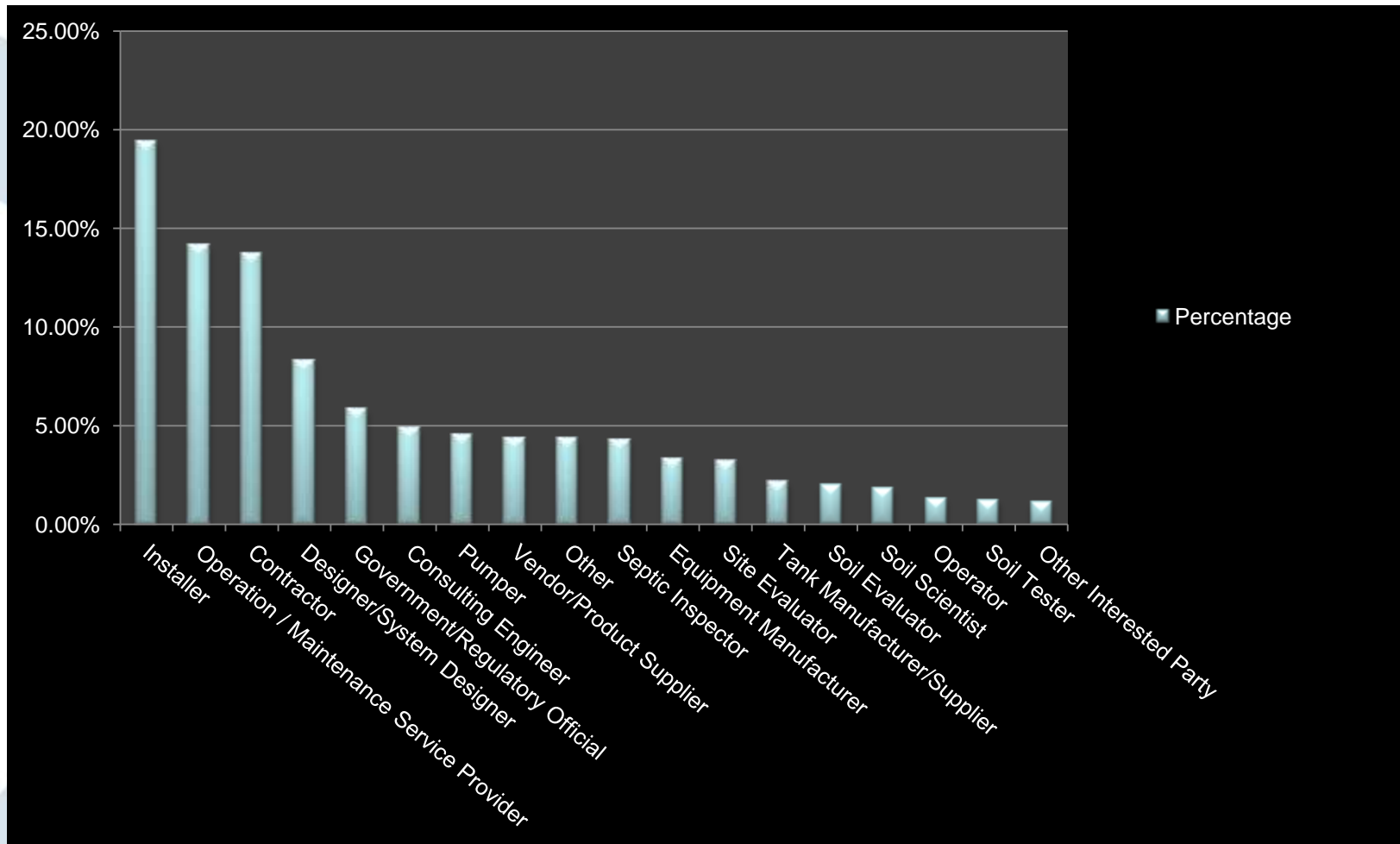
Eric Casey



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



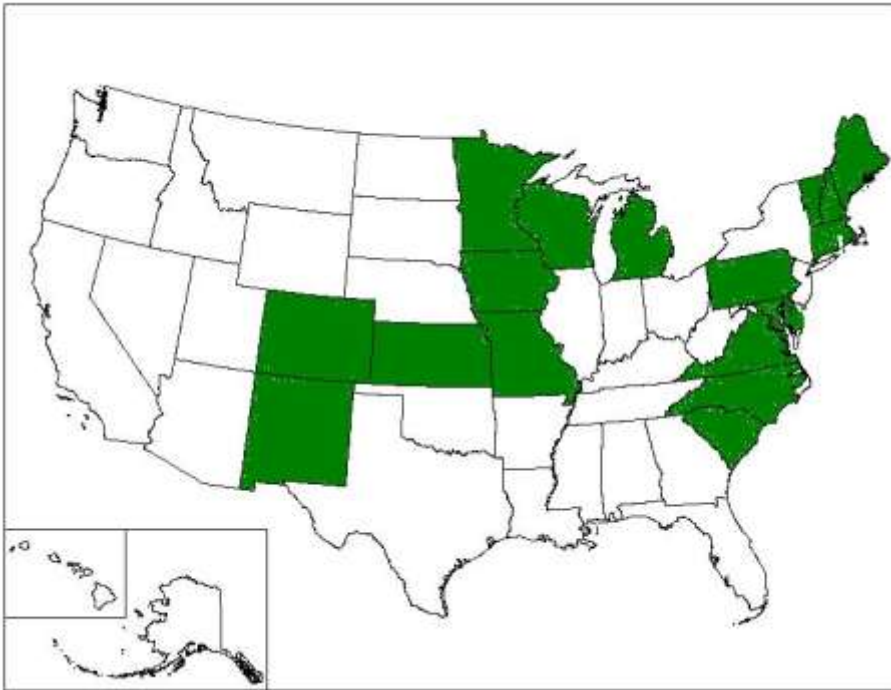
People Caring About Water

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	Alteris*
Clarus Environmental	Hiblow USA*
Jet, Inc.	Netafim USA
Residential Sewage Treatment Company	SJE-Rhombus
Waterloo Biofilter*	

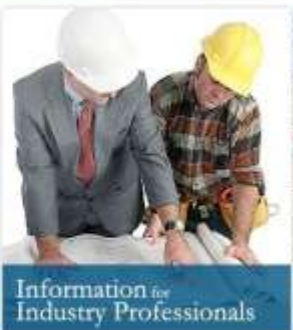
Headquarters Activities

Recent Initiatives

- Errors & Omissions Insurance
- Equipment Financing Discounts
- Dues Restructuring
- Roe-D-Hoe TM Package
- Distance Learning Seminars
- Distance Learning Platform
- Building Support for Lobbying Program
- New Website



Information for Home Owners



Information for Industry Professionals



Commercial and Community Wastewater



Resource Library

Find a Septic System Professional In Your Area

Advanced Search

zip code

What is NOWRA?

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About Onsite Waste Water Technology

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Monthly Commentary

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NOWRA News and Highlights

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Connect with us on



NOWRA BANNER ADS

ROTATING GOLD BBP LOGOS

Click here for a list of all BBPs

Poll

Poll Goes Here

Headquarters Activities (cont'd)

- Continuing Programs
 - NOWRA e-News
 - Septic Locator
 - Affiliate Support
 - Education & Training
 - National Backhoe Roe-D-Hoe TM

Headquarters Activities (cont'd)



People Caring About Water

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



People Caring About Water

Open Discussion



NOWRA

For More Information

www.nowra.org

**National Onsite Wastewater Recycling
Association**

601 Wythe Street

Alexandria, VA 22314

800.966.2942

