

**2013**

**Annual NOWRA  
Business Meeting**



# Agenda – 2013 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**

**Tom Fritts**



# 2013 Goals

- ✓ A printed onsite journal in September
- ✓ Large onsite system conference with WEF in October
- ✓ Annual conference in November
- ✓ Pumper show training in February
- ✓ Conduct 3 Installer Academy face-to-face training classes

# 2013 Goals

- ✓ Have 3-4 Roe-D-Hoe® events throughout the year & find new chairperson
- ✓ Hold an advanced design train-the-trainer class by 12-31
- ✓ Recruit 2 more state affiliates
- ✓ Finish website
- ✓ Update/upgrade membership recruitment material

# 2013 Goals

- ✓ Develop an awards program

# 2014 Goals

- Hold an annual conference in Denver in November in concert with CPOW
- Recruit 3 new state affiliates
- Hold 6 Installer Academy trainings
- Secure 25 BBP's

# 2014 Goals

- Apply for at least 2 grants for industry training
- Produce 2 issues of the Onsite Journal
- Conduct Pumper Show training
- Government Affairs/lobbying begin implementation



# 2014 Goals

- Speak or prepare article about our industry to 3 outside stakeholder groups (NAHB, Leed, realtors, planners)
- Beta test Installer Academy online class and roll out online training program
- Finalize Gov. Affairs/Lobbying and begin implementation

# **Secretary/ Treasurers Report**

**Bob Mayer**



# Financial Update

	<b>Actual 2008</b>	<b>Actual 2009</b>	<b>Actual 2010</b>	<b>Actual 2011</b>	<b>Actual 2012</b>	<b>To Date 2013</b>
<b>Income</b>						
Advertising	\$ 26,957	\$ 5,682	\$ -	\$ 200	\$ 4,830	\$ 8,427
BBP	99,000	61,500	33,500	51,625	71,250	46,325
State Dues	187,330	130,654	78,660	75,323	68,340	65,530
<b>Convention</b>						
Exhibitor	71,728	36,305	23,365	20,778	20,500	20,725
Registration	116,722	45,433	34,306	-	43,175	31,363
Other	12,775	8,798	3,146	37,922	60,843	59,465
<b>Total Income</b>	<b>\$ 514,511</b>	<b>\$ 288,372</b>	<b>\$ 172,976</b>	<b>\$ 185,848</b>	<b>\$ 268,578</b>	<b>\$ 231,835</b>
<b>Expenses</b>						
Administrative	\$ 32,852	\$ 20,239	\$ 37,339	\$ 12,066	\$ 21,865	\$ 16,143
Mgmt Fees/Salaries	215,339	89,157	72,928	104,338	115,187	99,314
Advertising	62,728	19,243	10,394	3,763	9,946	10,264
Conventions	177,621	84,228	51,220	30,460	58,436	9,394
Website	21,776	1,692	620	8,138	7,694	5,675
Other	-	4,379	449	10,732	44,084	38,382
<b>Total Expenses</b>	<b>\$ 510,316</b>	<b>\$ 218,938</b>	<b>\$ 172,951</b>	<b>\$ 169,497</b>	<b>\$ 257,212</b>	<b>\$ 176,172</b>
<b>Net Income</b>	<b>\$ 4,195</b>	<b>\$ 69,434</b>	<b>\$ 25</b>	<b>\$ 16,351</b>	<b>\$ 11,365</b>	<b>\$ 55,563</b>

# 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?

# For 2014

- Keep momentum going
  - Office space rental costs will be an expense going forward.
  - Need to increase revenues from key income sources
    - BBP income
    - Affiliate dues
    - Training
    - Annual Conference
    - Website (Septic Locator)

# **Vice-President's Report**

**Greg Graves**



# 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



# 2012-2013 Board of Directors

- **Academic:** Robert Rubin (NC)  
John Buchanan (TN)
- **Engineer:** Michael Hines (TN)  
Russell Martin (ME)
- **Installer:** Eugene Bassett (NM)  
Bob Himschoot (FL)
- **Service:** Eric Larson (MN)  
Dave Ritchie (KY)
- **Regulator:** Nancy Deal (NC)  
Jim Vincent (NM)
- **Supplier:** Mike Catanzaro (LA)  
Allison Blodig (KS)

# NOWRA BOD Election

**THANK YOU!**

**to the following Board members whose terms expire Nov. 30, 2013:**

- Allison Blodig – Supplier
- Mike Hines – Engineer
- Eric Larson – Service Provider
- Bob Rubin – Academic

# NOWRA BOD Election

## CONGRATULATIONS!

to the following Board members who were recently elected to serve from Dec. 1, 2013 to Nov. 30, 2016:

- Allison Blodig – Supplier
- Paul Ganey – Engineer
- Bob Conrad – Service Provider
- Hilary Valentine – Academic

# 2013-2014 NOWRA Officers

**Dec 1, 2013 – Nov. 30, 2014**

- President – Tom Fritts (MO)
- Vice President – Greg Graves (OH)
- Secretary/Treas. – Bob Mayer (VA)
- Past President – Dick Otis (WI)

# NOWRA's Committees & Task Forces

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**People Caring About Water**

**NOWRA**  
National Onsite Wastewater  
Recycling Association

# NOWRA Committees

## Committees:

- **Conference** – Craig Gilbertson / Brent Reagor
- **Education** – Sara Heger
- **External Relations** – Bob Rubin
- **Government Relations** – Bob Himschoot
- **Marketing/Communications** – Jennifer Cisneros
- **State Affiliates** – Pam Pruett
- **Technical Practices** – Kevin Sherman
- **Website** – Bob Mayer

# NOWRA Task Forces

## Task Forces:

- **Business Benefit Program** – Greg Graves
- **Onsite Journal** – Randy Miles
- **Roe-D-Hoe®** – Jessi Wood
- **Website/Database** – Bob Mayer

# HELP MOVE THE INDUSTRY FORWARD!

- Join a Committee!
- Chair a Committee!
- Get Involved!
- Make a Difference!

[www.nowra.org](http://www.nowra.org)



# **Executive Directors Report**

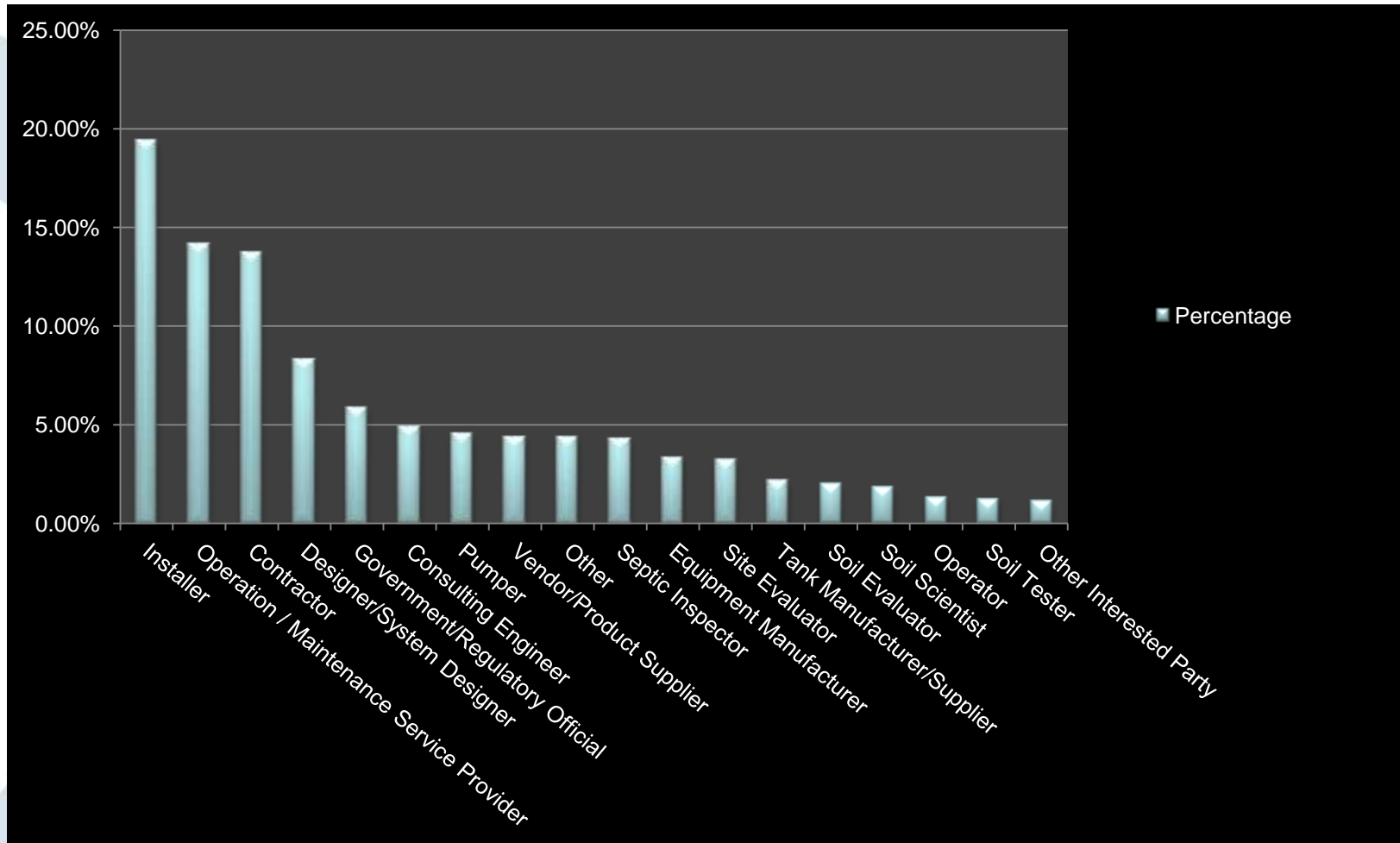
**Eric Casey**



# 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)
- FOWA (Florida)
- IOWWA (Iowa)
- KSFA (Kansas)
- MAOWP (Massachusetts)
- MOWPA (Maryland)
- MOWRA (Michigan)
- MnOWA (Minnesota)
- MSO (Missouri)
- OWAI (Idaho)
- POWRA-NM (New Mexico)
- POWRA (Pennsylvania)
- TOWA (Tennessee)
- VOWRA (Virginia)
- WOWRA (Wisconsin)
- WPCA (Wisconsin)

# 2013 BBP Members

## Gold

Anua

Bio-Microbics, Inc.

Infiltrator Systems, Inc.

Presby Environmental, Inc

Onsite Installer

## Bronze

PPG Industries\*

## Silver

Advanced Drainage Systems, Inc

Delta Environmental\*

Norweco, Inc

Salcor

## Loyal Supporter

Arcan

Alteris\*

Clarus Environmental

Jet, Inc.

Netafim USA

SJE-Rhombus

# Headquarters Activities

## New Initiatives

- Installer Academy trainings
- Joint workshop with WEF at WEFTEC
- Septic Locator
- Onsite Journal
- New NOWRA home

# Headquarters Activities (cont'd)

- Continuing Programs
  - NOWRA e-News
  - Website
  - Affiliate Support
  - Education & Training
  - National Backhoe Roe-D-Hoe <sup>TM</sup>
  - EPA Decentralized Wastewater Partnership



# Headquarters Activities (cont'd)

## – Collaboration With Related Organizations

- EPA Grant
- WEF
- US Water Alliance
- NAHB
- SORA
- NAWT

# Other Business



People Caring About Water

# Open Discussion



# NOWRA

*For More Information*

[www.nowra.org](http://www.nowra.org)

**National Onsite Wastewater Recycling  
Association**

**601 Wythe Street**

**Alexandria, VA 22314**

**800.966.2942**

