

2018 NOWRA Annual Business Meeting

Sponsor:



INFILTRATOR[®]
water technologies

People Caring About Water

NOWRA
National Onsite Wastewater
Recycling Association

President's Report

Jim Bell



THANK YOU VOLUNTERS

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THANK YOU SPONSORS

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THANK YOU

BBPs

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THANK YOU

BOGs

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President's Mission Statement

Developing a Sustainable Future for the Onsite Industry and NOWRA

People Caring About Water

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2018 Goals

1. Increase Participation and Involvement of our Vendors
 - a. ✓ Provide value to our BBPs with new programs
 - b. ✓ Recruit 2 new BBPs
 - c. Recruit 2 new BOGs

2018 Goals

2. Provide value to our State Affiliates

- a. ✓ Retain all current State Affiliates
- b. ✓ Recruit at least 1 new State Affiliate
- c. Convert 3 Supporting Affiliates to Full Affiliates
- d. ✓ Assist at least 2 States to roll out Online Training Classes
- e. Assist at least 2 States to use our Muster Software

2018 Goals

3. Provide quality continuing education for the onsite community
 - a. Attract 500 attendees for the 2018 NOWRA Conference
 - b. ✓ Attract 100 individuals to take an Online Training Class
 - c. ✓ Develop 2 new online training classes
 - d. Conduct 2 in person training courses
 - e. Set the date and location 2019 NOWRA Conference by Aug. 1

2018 Goals

4. Continue to grow our ability to influence EPA, USDA Rural Development, Congress and other stake holders
 - a. ✓ Support EPA efforts to get residential wastewater questions added to the American Community Survey
 - b. ✓ Continue to broaden our influence with EPA MOU partnership group through an additional joint venture with an MOU Partner
 - c. Explore feasibility of adding advocacy public relations to our lobbying efforts

2018 Goals

5. Continue to build NOWRA's financial position
 - a. Net at least \$40,000 in FY 2018
 - b. Move at least \$20,000 to reserves

Thank you to all those
who have made this a
GREAT Year!

Vice President's Report

Carl Thompson



Congratulations

NOWRA MEMBERS!

America's Water Infrastructure Act passed Congress on October 12, 2018

Thank you to NOWRA's Federal Lobbying Board of Governors who supported this effort!



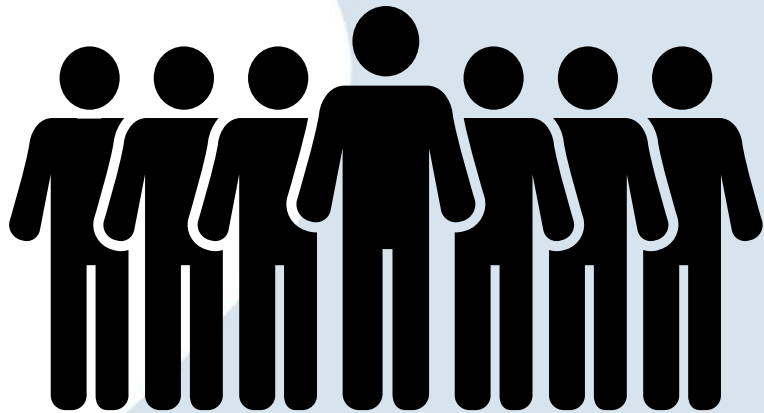


National Onsite Wastewater
Recycling Association

AT A GLANCE

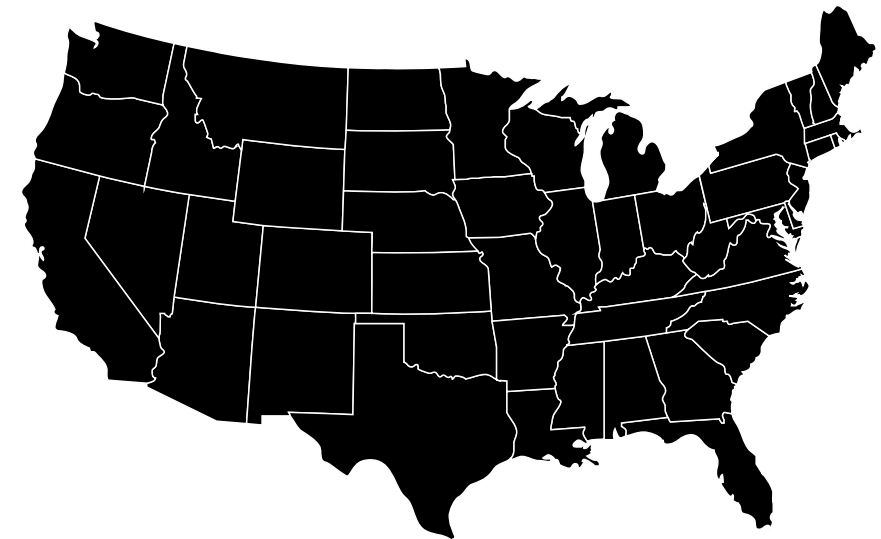
Fall 2018

(founded in 1991)



4,900+
Members
and 32
State
Affiliates

(Blue = Affiliates)



People Caring About Water





National Onsite Wastewater
Recycling Association

AT A GLANCE

Fall 2018

(founded in 1991)

Federal Lobbying

- America's Water Infrastructure Act
- U.S. Census Annual American Community Survey



People Caring About Water





National Onsite Wastewater
Recycling Association

AT A GLANCE

Fall 2018

(founded in 1991)

A → Z
8-hr. Overview

**Online
Education
Profit Sharing**

People Caring About Water



The Governance of NOWRA

(by-laws available nowra.org)

- The Board of Directors (16 Members)
 - Executive Committee (4 Appointed Officers – 2-year terms)
 - 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 (each serving 3-year terms):
 - Designer / Engineer / Site Evaluator / Soil Scientist
 - Installer / Contractor
 - Supplier / Vendor
 - O&M / Service Provider
 - Regulator
 - Academic / Researcher

2018 Board of Directors

- **Academic:** Serigio Abit (OK)
Sara Heger (MN)
- **Engineer:** Brian Carbaugh (DE)
Ben White (AL)
- **Installer:** Tony Mendes (NE)
Scott Rexroth (IN)
- **Service:** Dwayne Jones (MD)
Trapper Davis (VA)
- **Regulator:** Ed Corriveau (PA)
Tom Groves (MA)
- **Supplier:** Kevin Sherman (NH)
Karen Ferguson (CA)

NOWRA Board of Directors

THANK YOU!

**to the following Board members
whose terms expire Nov. 30, 2018:**

- Karen Ferguson (CA) – Supplier
- Ed Corriveau (PA) – Regulator
- Dwayne Jones (MD) – Service Provider
- Scott Rexroth (IN) – Installer

NOWRA 2018 BOD Candidates

- Jeff Kerr (NC) – Installer
- Jessi Wood (MO) – Service Provider
- Chris Kumnick (GA) – Regulator
- Bruce Stowe (NY) - Supplier

2018-2020 NOWRA Officers

Dec 1, 2018 – Nov. 30, 2020

- President
- President Elect
- Secretary/Treas.
- Past President

Carl Thompson (CT)

Sara Heger (MN)

Curtis Moore (VA)

Jim Bell (KS)

NOWRA's Committees & Task Forces

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NOWRA
National Onsite Wastewater
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2018 NOWRA Committees

- **BBP** – Ed Schloss
- **Conference** – Tammy Trantham/Alison Blodig
- **Education & Online Education** – Sara Heger
- **Government Relations** – Tom Fritts/Bruce Stowe
- **Marketing/Communications** – Donna Fiorentino
- **State Leaders** – Russ Martin/Karen Ferguson
- **Technical Practices** – Dennis Hallahan

- **Onsite Journal Editor** – Randy Miles

HELP MOVE THE INDUSTRY FORWARD!

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

www.nowra.org

NOWRA Financial Report 2018

Curtis Moore
Secretary-Treasurer



NOWRA Financials

Balance Sheet

September 30, 2018 vs. September 30, 2017

• Cash (Operating Acct.)	\$111,262	(\$104,693 on 9/30/17)
• Cash (Lobbying Acct.)	\$ 17,242	(\$ 26,313 on 9/30/17)
• Accounts Receivable	\$ 17,124	(\$ 11,858 on 9/30/17)
• Total Liabilities	\$ 6,952	(\$ 8,755 on 9/30/17)

NOWRA Financials

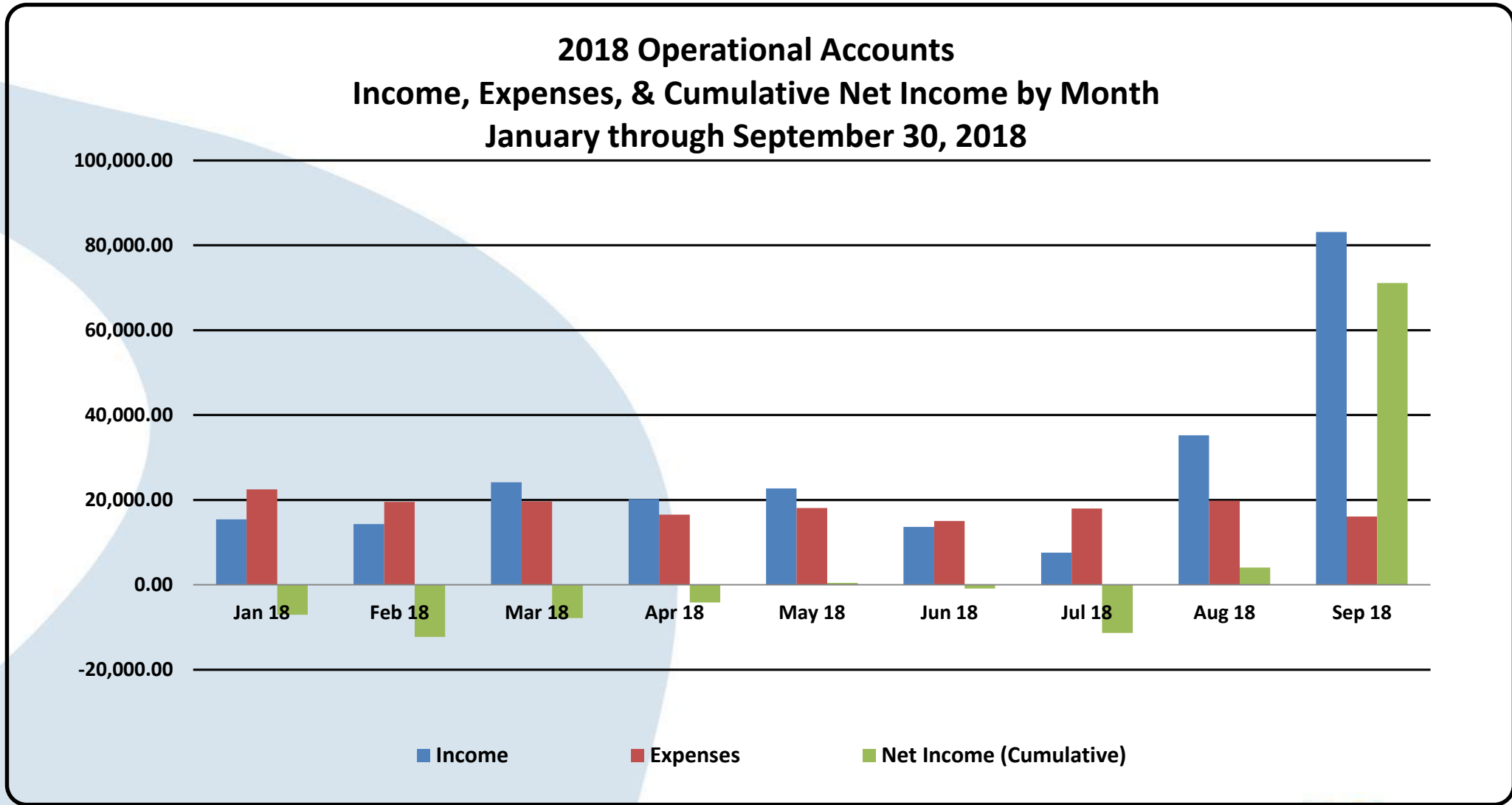
(Operational Accounts only)

Accrual Basis P&L January 1, 2018 – September 30, 2018

- Income* \$ 236,348
- Expenses* \$ 165,243
- Net Income \$ 71,105

*Numbers include 2018 Conference Income of \$93,629 and Expenses of \$5,892. (This represents a significant amount of the conference revenue, but only a small portion of the total expenses.)

Operational Income & Expenses 2018



NOWRA Financials

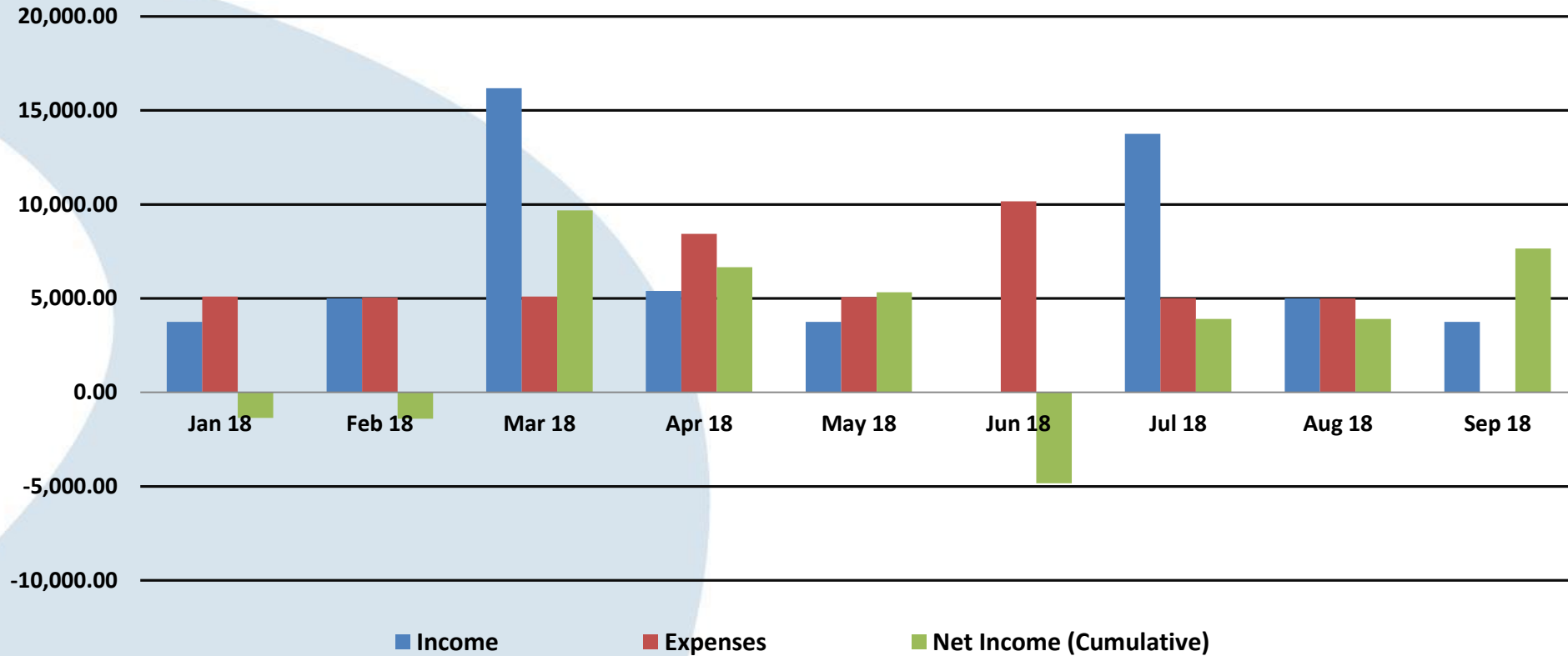
(Lobbying Account only)

Accrual Basis P&L January 1, 2018 – September 30, 2018

- Income \$ 56,575
- Expenses \$ 48,922
- Net Income \$ 7,653

Lobbying Income and Expenses 2018

2018 Lobbying Accounts
Income, Expenses, & Cumulative Net Income by Month
January 1 through September 30, 2018



NOWRA Financials

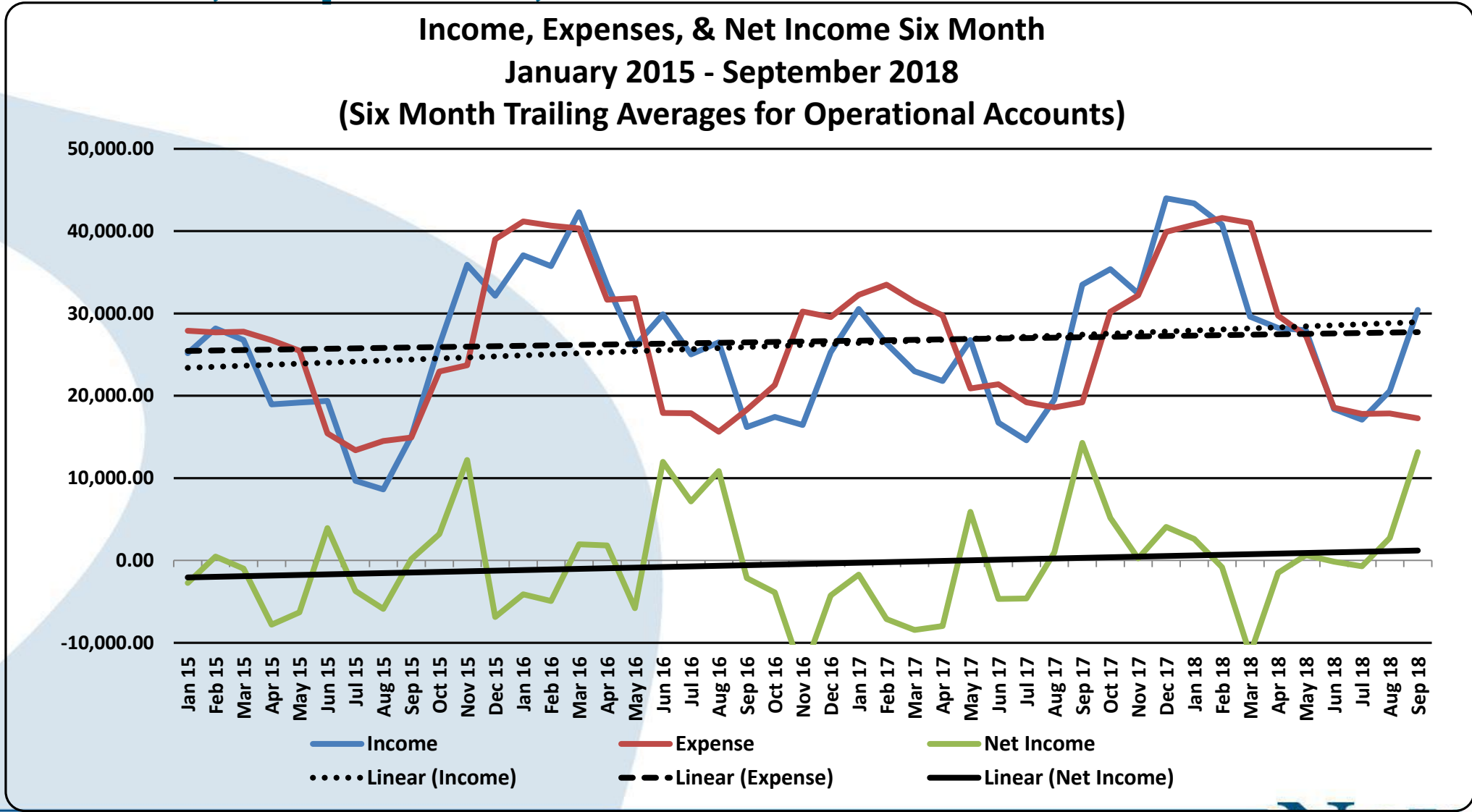
(previous 12 months)

Profit & Loss (Accrual Basis)

October 1, 2017 – September 30, 2018

- Income \$ 417,057
- Expenses \$ 414,370
- Net Income \$ 2,687

Income, Expenses, and Net Income 1/1/15 – 9/30/18



Executive Directors Report

Eric Casey



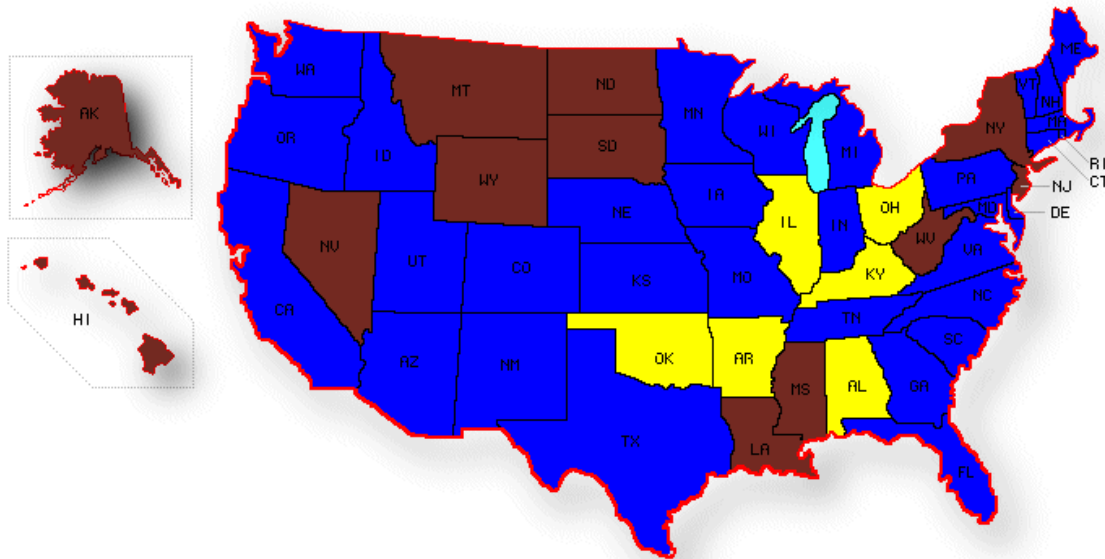
Who is NOWRA?

- 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

Map of NOWRA Affiliate States

NOWRA Affiliates map

- - Affiliates
- - Not affiliated
- - No onsite org



- AzOWRA (Arizona)
- COWA (California)
- COWRA (Carolinas)
- CPOW (Colorado)
- DOWRA (Delaware)
- FOWA (Florida)
- GOWA (Georgia)
- IOWWA (Iowa)
- IOWPA (Indiana)
- KSFA (Kansas)
- MOWPA (Maryland)
- MOWRA (Michigan)
- MOWA (Minnesota)
- MSO (Missouri)
- NOWWA (Nebraska)
- O2WA (Oregon)
- OWAI (Idaho)
- POWRA-NM (New Mexico)
- POWRA-PA (Pennsylvania)
- TOWA (Tenn)
- TxOWA (Texas)
- UOWA (Utah)
- VOWRA (Virginia)
- WOSSA (Washington)
- WOWRA (Wisconsin)
- YOWA (New England)

Source: diymaps.net (c)

People Caring About Water

2018 BBP Members

Diamond

Infiltrator Systems, Inc.
Norweco, Inc.
Polylok
Presby Environmental, Inc
Wind River Environmental

Gold

BioMicrobics, Inc.
Hoot Systems
Jet, Inc.
Salcor

Silver

AK Industries/Hydro-Action
American Manufacturing Co.*
Ecological Tanks, Inc.
Eljen Corp
Geoflow, Inc.
The Powderhorn Agency

Bronze

SJE Rhombus

Loyal Supporter

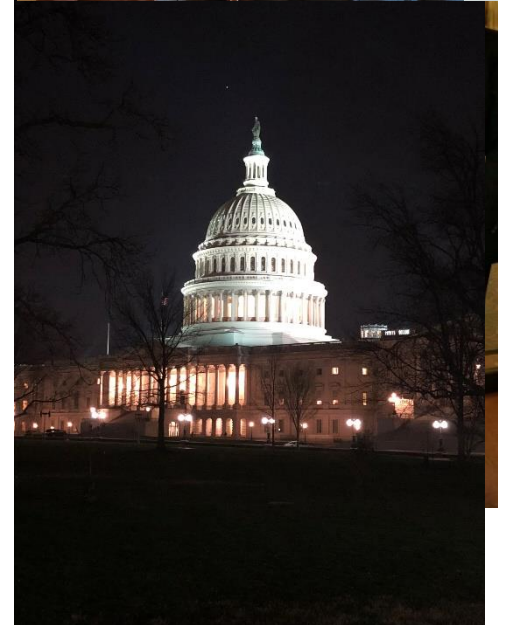
Hiblow USA*
Netafim USA
Orenco Systems, Inc.
Roth North America
Residential Sewage Treatment Co.

Headquarters Activities

Recent Initiatives

– Lobbying

- NOWRA Act **Passed!!**
- 2019 Legislative Agenda
- Decentralized Wastewater Recycling Caucus
- Census / American Community Survey
- Rural Wastewater funding
- Muster Software
- Coalitions

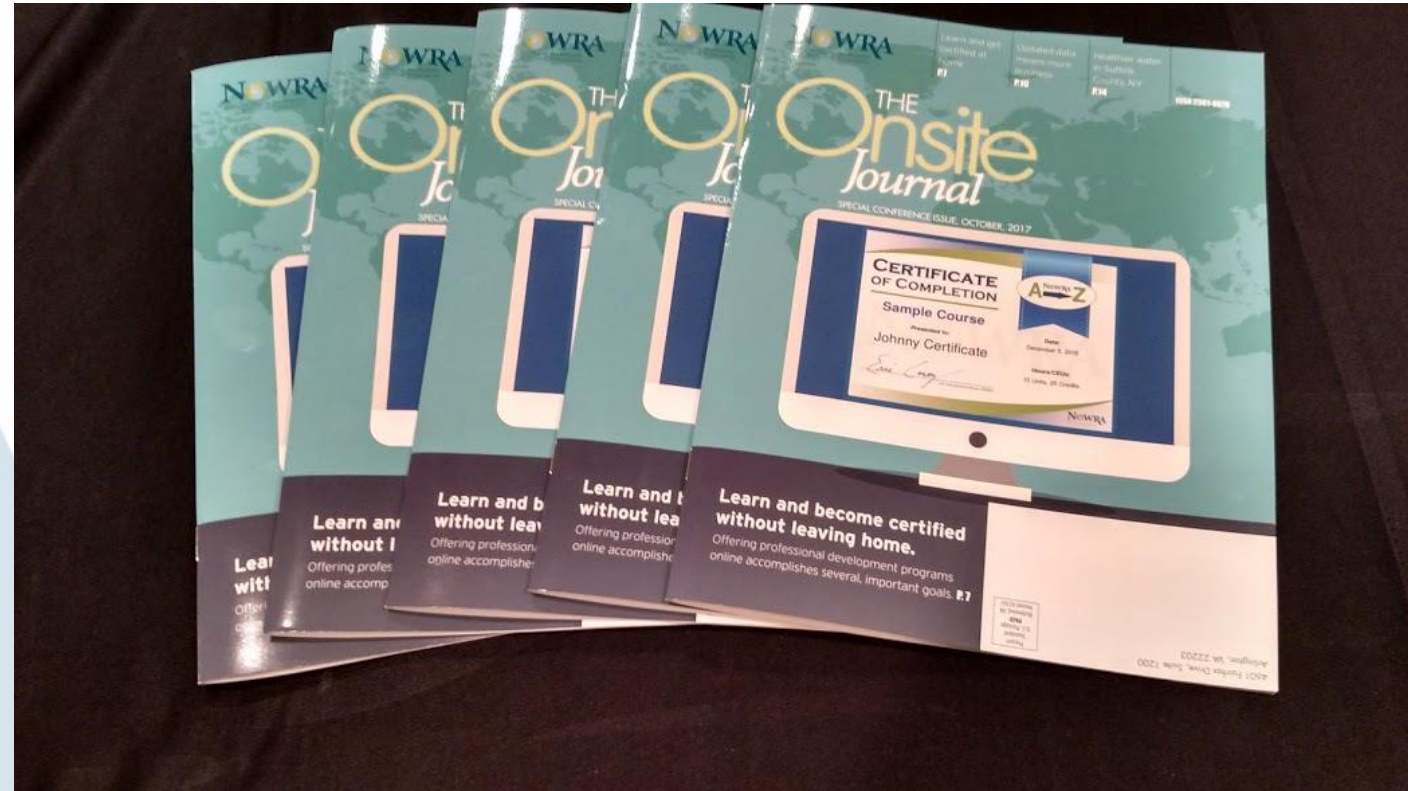


Headquarters Activities (cont'd)

- External Relations
 - EPA
 - MOU Partnership priorities
 - Workforce development/Continuing Ed.
 - SepticSmart
 - White Paper on Economic Value of Onsite/Decentralized
 - USDA
 - Onsite Funding in 2018 Farm Bill
 - FOIA requests on USDA projects
 - Related Groups
 - WEF SCC, RCAP, NGWA, WE&RF, Water Systems Council
 - Rebuild Rural Coalition

Headquarters Activities

- Online Training
- Installer Academy Training
- Onsite Journal
- BBP relations/recruitment



Headquarters Activities (cont'd)

- Continuing Programs
 - Website
 - Affiliate Support
 - National Backhoe Roe-D-Hoe™
 - Coming back to WWETT in 2019?
 - Errors & Omissions Insurance
 - Homeowner Warranty Program



Thanks for your time!

For More Information

www.nowra.org

National Onsite Wastewater Recycling
Association

Arlington, VA

800.966.2942

