

**2010**

**Annual NOWRA  
Business Meeting**



# Agenda – 2010 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 Groves**



# 2009-2010 Accomplishments

- Terminated agreement w/previous mgmt Co.
- Management support thru state affiliates from May 2009 thru May 2010 (WA and WI)
- Entered into 3-year agreement with WEF
- Hired a full time Executive Director
- Revised Business Benefit Program
- Continued participation in US EPA MOU Partnership
- Maintained emphasis on Affiliate support/relations



# 2009-2010 Accomplishments

- Education Programs:
  - 18<sup>th</sup> Annual Technical Conference in Milwaukee, WI
  - 5<sup>th</sup> Annual Installer Academy (Louisville, KY)
  - Roe-D-Hoe event at the Pumper Show
  - 19<sup>th</sup> Annual Technical Conference in St. Louis, MO
- Water Softener Impacts Issue
- Began discussions on 2011 “Super-Conference” partnership w/NEHA and SORA



# 5<sup>th</sup> Annual Installer Academy and Roe-D-Hoe at the Pumper Show



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**NOWRA**  
National Onsite Wastewater  
Recycling Association

# 5<sup>th</sup> Annual Installer Academy (IA)

- Held February 2010 in Louisville
- Prior to COLE's Pumper Show
- Special education and training for Installers
- Training provided:
  - CIDWT Installer curriculum
  - Drip Dispersal
- Annual Roe-D-Hoe competition
- Roe-D-Hoe Trademark



# 5<sup>th</sup> Annual Installer Academy and Roe-D-Hoe at the Pumper Show



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# **Secretary/ Treasurers Report**

**Greg Graves**



# Financial Update

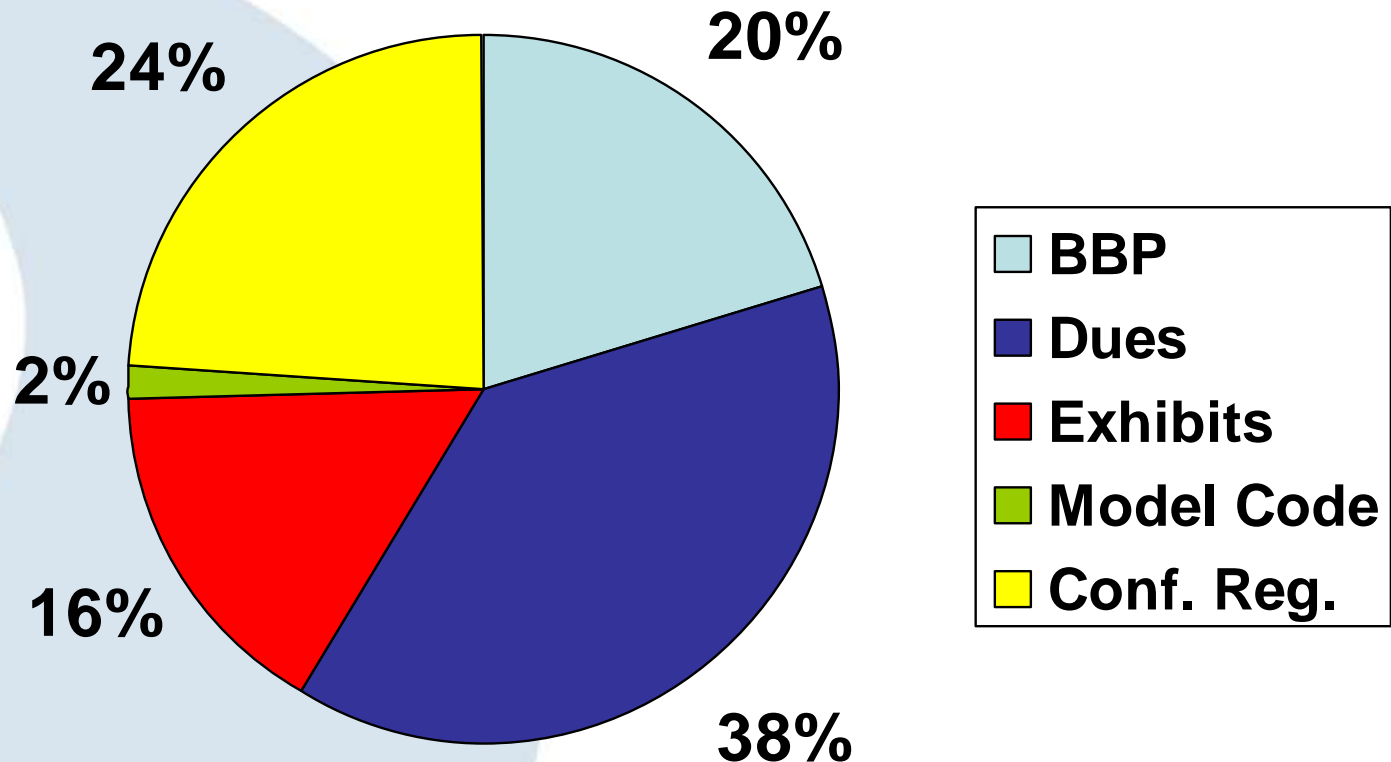
	<b>Actual 2007</b>	<b>Actual 2008</b>	<b>Actual 2009</b>	<b>Budget 2010</b>	<b>YTD Sept. 30, 2010</b>
<b>Income</b>					
Advertising	\$ 45,846	\$ 26,957	\$ 5,682	\$ 5,000	\$ 11
BBP	114,000	99,000	61,500	26,100	33,500
State Dues	154,873	187,330	130,654	108,000	90,675
Convention					
Exhibitor	115,475	71,728	36,305	-	22,420
Registration	158,136	116,722	45,433	70,000	23,031
Other	89,964	12,775	8,798	-	3,095
<b>Total Income</b>	<b>\$ 678,293</b>	<b>\$ 514,511</b>	<b>\$ 288,372</b>	<b>\$ 209,100</b>	<b>\$ 172,731</b>
<b>Expenses</b>					
Administrative	\$ 45,356	\$ 32,852	\$ 20,239	\$ 17,750	\$ 17,547
Mgmt Fees	234,375	215,339	89,157	114,000	42,121
Advertising	120,795	62,728	19,243	16,900	5,717
Conventions	268,113	177,621	84,228	50,050	15,085
Website	20,566	21,776	1,692	-	5,080
Other	(33)	-	4,379	1,240	171
<b>Total Expenses</b>	<b>\$ 689,172</b>	<b>\$ 510,316</b>	<b>\$ 218,938</b>	<b>\$ 199,940</b>	<b>\$ 85,721</b>
<b>Net Income</b>	<b>\$ (10,880)</b>	<b>\$ 4,195</b>	<b>\$ 69,434</b>	<b>\$ 9,160</b>	<b>\$ 87,011</b>

# Financial Update

	<u>Actual 2007</u>	<u>Actual 2008</u>	<u>Actual 2009</u>	<u>YTD Sept. 30, 2010</u>
<b>Assets</b>				
Cash/Checking	\$ 36,157	\$ 36,108	\$ 19,482	\$ 87,913
Accounts Receivable	65,307	78,442	16,862	28,847
Other Current Assets	1,433	-	-	-
Fixed Assets	784	(216)	784	784
<b>Total Assets</b>	<u>\$ 103,682</u>	<u>\$ 114,335</u>	<u>\$ 37,129</u>	<u>\$ 117,545</u>
<b>Liabilities &amp; Equity</b>				
Accounts Payable	\$ 17,867	\$ 52,365	\$ (290)	\$ (209)
Credit Card Debt	3,667	-	-	-
Other Current Liabilities	126,196	6,216	1,789	5,155
Unearned Dues Revenue	700	97,458	7,900	-
<b>Total Liabilities</b>	<u>\$ 148,430</u>	<u>\$ 156,039</u>	<u>\$ 9,399</u>	<u>\$ 4,946</u>
<b>Equity</b>				
Fund Balance Prior Year	\$ (43,334)	\$ (46,330)	\$ (46,330)	\$ (45,031)
Retained Earnings	9,466	431	4,626	70,620
Net Income	(10,880)	4,195	69,434	87,011
<b>Total Equity</b>	<u>\$ (44,748)</u>	<u>\$ (41,704)</u>	<u>\$ 27,730</u>	<u>\$ 112,600</u>
<b>Total Liabilities &amp; Equity</b>	<u>\$ 103,682</u>	<u>\$ 114,335</u>	<u>\$ 37,129</u>	<u>\$ 117,545</u>

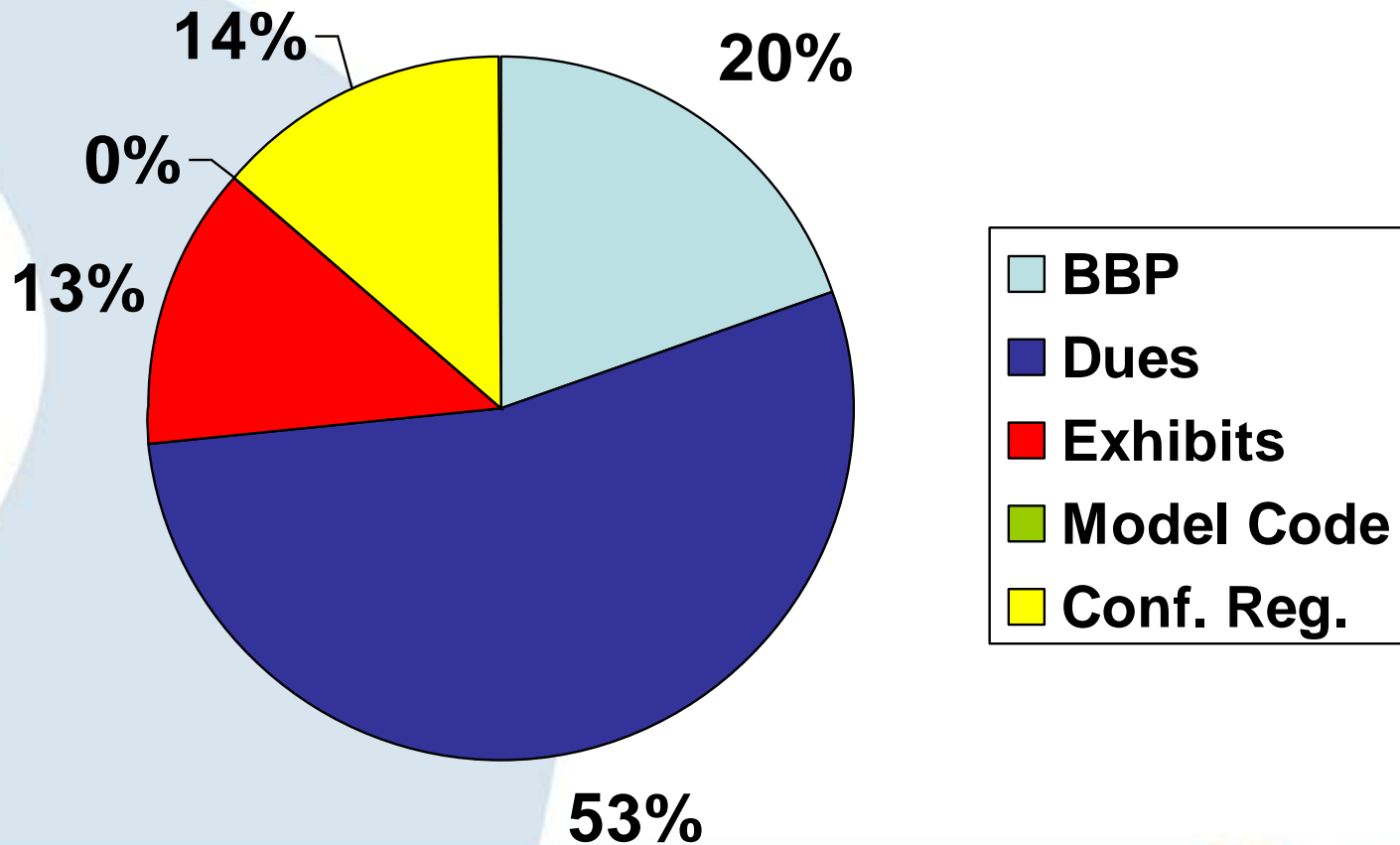
# Financial Update

## 2008 Income



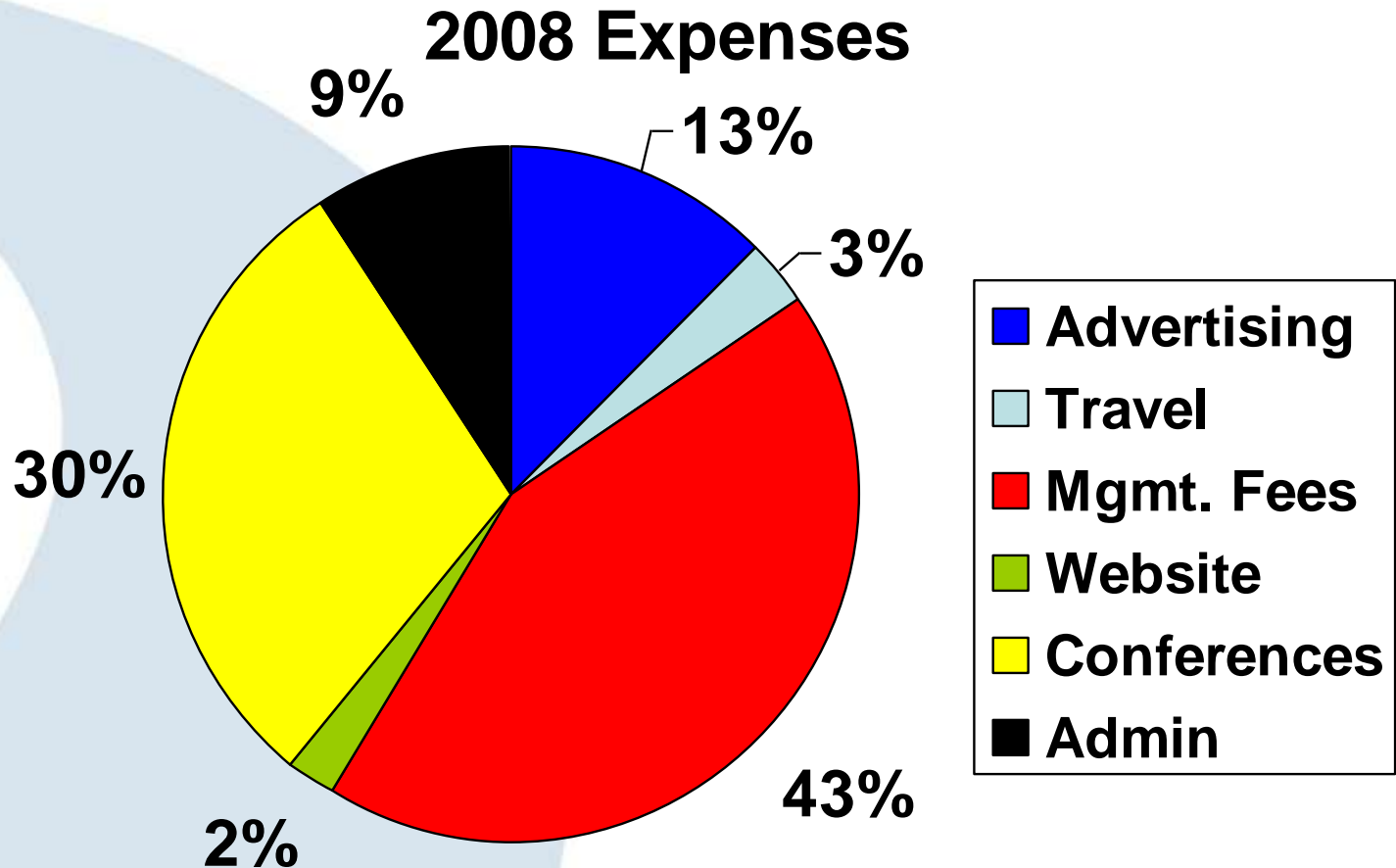
# Financial Update

## Sept. 30, 2010 Income



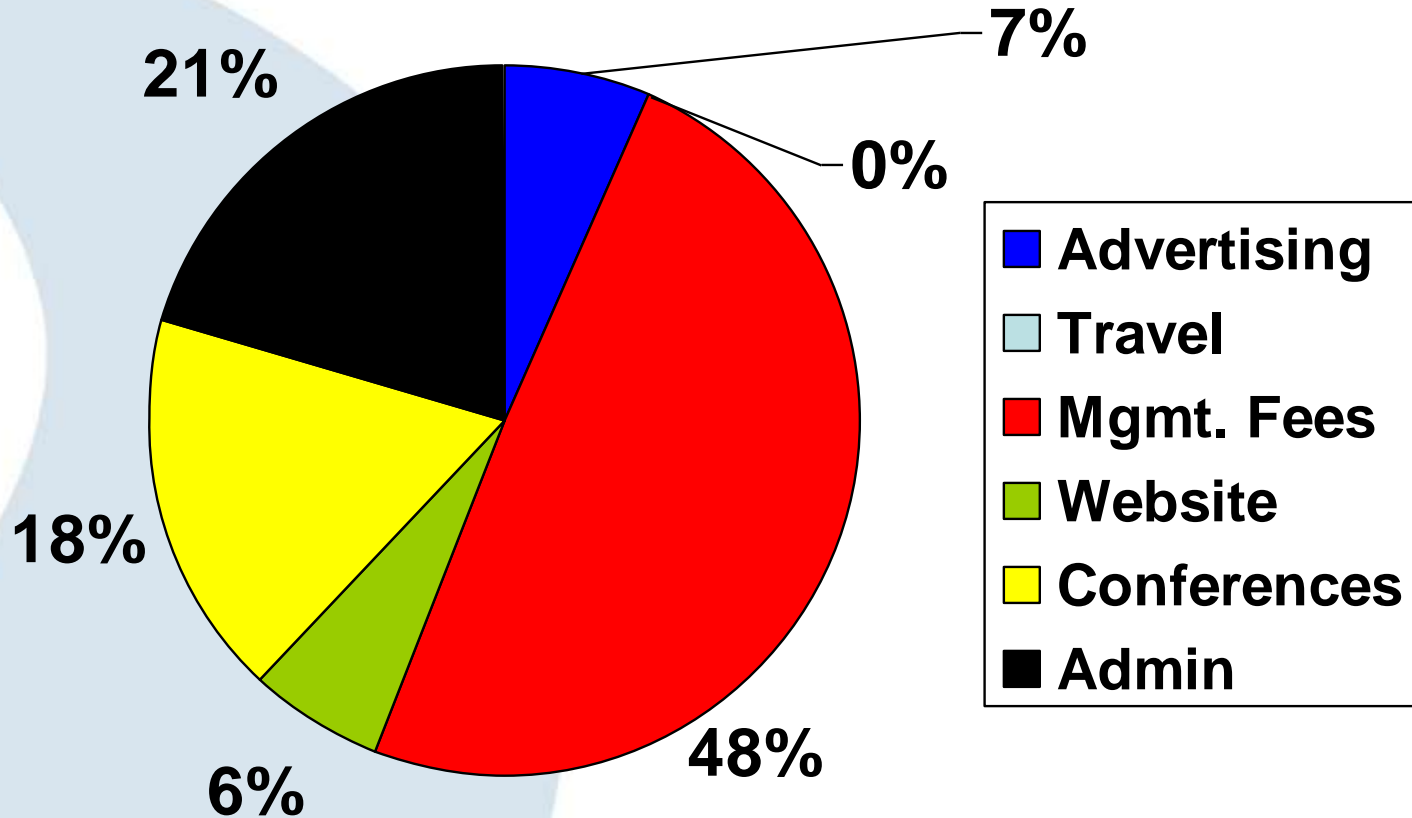


# Financial Update



# Financial Update

## Sept. 30, 2010 Expenses



# Financial Update

- 2010
  - NOWRA has strengthened its financial health, through:
    - Aggressive cost cutting
    - Termination of Management Company
    - Almost 100% volunteer driven
    - Thank you to volunteers, WOSSA & WOWRA
    - Thank you to WEF for support & free office space
    - Thank you to State Groups & BBP's
  - All financial commitments are currently satisfied

# The Rest of 2010

- Biggest issue moving forward is income
  - Need to keep States & BBP's happy
  - Revenue generating ideas
    - Trade shows
    - Market study
    - Roe-D-Hoe
    - Model Code
    - Others?
  - We need your help!

# **Executive Directors Report**

**Eric Casey**

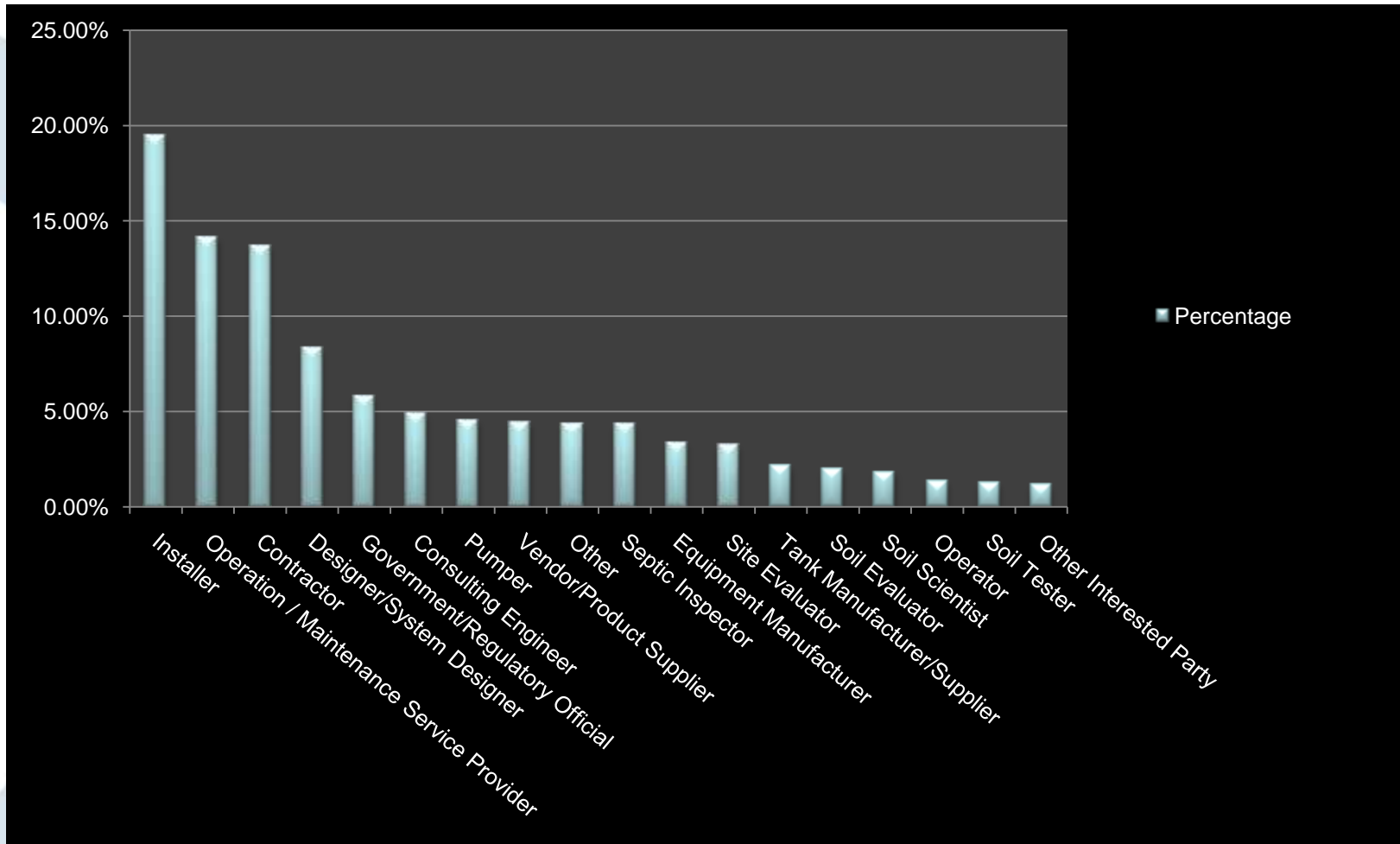


# Who is NOWRA?

- 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



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# 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

# Current Operations

- WEF agreement
  - Support for NOWRA's operations
  - NOWRA maintains its independence
  - Located in Alexandria, VA
- Refocused on core constituencies
  - Affiliates
    - Monthly conferences with state leaders
    - Quarterly conferences with state executive directors
    - Participating in as many state events as possible
    - Looking to provide state with resources
  - Manufacturers
    - Providing industry data
    - Contractor Track and other speaking opportunities

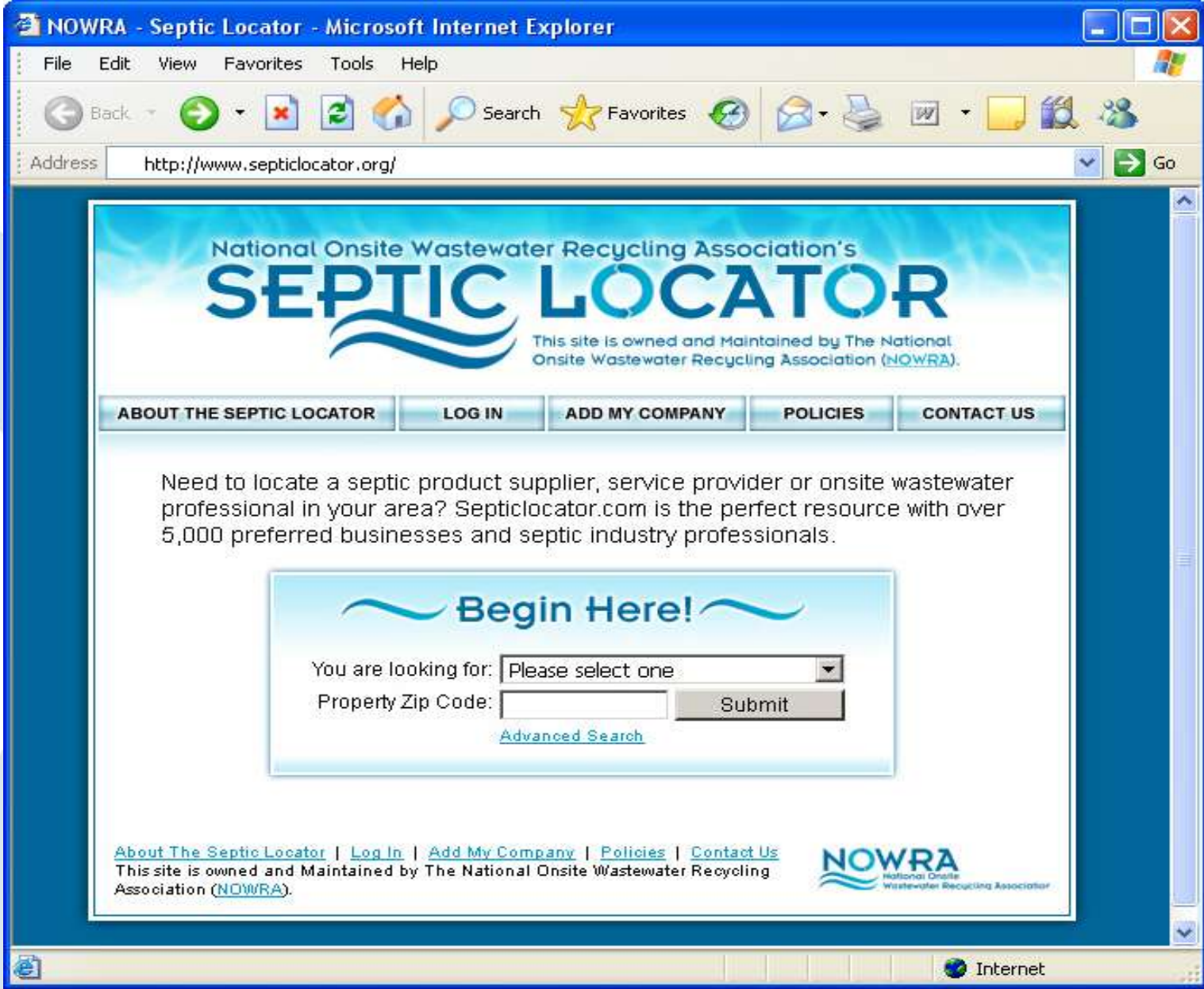
# What we do for members

## – National representation

- Only national organization with direct access to state and federal policy officials
- Compliments and enhances value of local affiliates
- Communication and collaboration with other national groups that affect our industry
- Examples
  - EPA MOU partnership
  - WQA guidance on water softeners
  - 2011 Superconference w/NEHA, SORA
  - CBF

# What we do for members (cont'd)

- Education & Training
  - Annual Conference
  - Installer Academy
- Research/ technical guidelines
- Septic Locator
- Monthly newsletter
- Homeowner Folders
- Training programs – A to Z training
- Resource Library



People Caring About Water





# Septic Locator

- Continues to be the best internet source for goods and services
- Free to NOWRA members
- It is also **UPGRADEABLE** if you want to make it more prominent
- Members should update their profile at least twice a year
- Improved marketing of SL in 2009

# Resource Library

- Resources by state
- General resources
- NOWRA resources
- To come:
  - Manufacturer information
  - Local regulations
  - Other info as suggested by members

# 2010 BBP Members

## Gold

Bio-Microbics, Inc.  
Bord na Mona  
Infiltrator Systems, Inc.  
Presby Environmental, Inc  
Onsite Installer

## Bronze

Advanced Drainage Systems, Inc  
Gast Manufacturing, Inc  
Geoflow, Inc.  
Norweco, Inc  
Polylok  
Waterloo Biofilter Systems, Inc.

# 2010 BBP Members (cont.)

## Loyal Supporter

Arcan Enterprises

Clarus Environmental

Delta Pentair

Front Range Precast Concrete, Inc.

Netafim USA

Residential Sewage Treatment Co.

SJE Rhombus

Xerxes Corp.

# Vice-President's Report

Dick Otis



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# Board of Directors & Committees



# 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

# 2009-2010 Board of Directors

- **Academic:** Randy Miles (MO)  
**Judith Sims (UT)**
- **Engineer:** **Rodney Ruskin (CA)**  
Craig Gilbertson (MN)
- **Installer:** **Peter Balas (CA)**
- **Service:** **Tom Fritts (MO)**
- **Regulator:** Ed Corriveau (PA)  
Brent Reagor (MA/SC)
- **Supplier:** Mike Catanzaro (LA)  
Doug Jatcko (CO),  
**Craig Jowett (CN)**

# NOWRA BOD Election

## 2010 BOARD OPENINGS:

(3-year term, Dec. 1, 2010 thru Nov. 30, 2013)

- Engineer – 1
- Installer – 1
- Service Provider - 1
- Supplier – 1
- Academic - 1

**Election deadline is Oct 31**  
**Ballots Available Here!**

# 2009 -2010 NOWRA Officers

## Until Nov. 30, 2010

- President – Tom Groves (MA)
- Vice President – Dick Otis (WI)
- Secretary/Treas. – Greg Graves (OH)
- Past President – Jerry Stonebridge (WA)

# 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

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# NOWRA Committees

- **Technical Practices** - Allison Blodig (KS)
- **Education** - Sara Heger (MN) (Stepping down Mar 2011)
- **Reference Library** (Judy Sims)
- **Marketing & Communications** – (Vacant)
- **Governmental Relations** – (Inactive)
- **Model Code** - Tony Smithson (IL)
- **Finance** - Greg Graves (OH)
- **External Affairs** – Raymond Peat (KS)
- **Conference 2010** – Randy Miles/Janet Murray (MO)
- **2011 Super-Conference** – Craig Gilbertson (MN)
- **Affiliate Group Leaders** - Ann Gryphan (WI)



# Committee Activities

- **Technical Practices**

- Development, review, monitoring of technical practices

- Participated in WERF-Water Softener Forum
- Quality Installation Checklist
- Treatment Processes Fact Sheets
- RME's Roster
- White Papers-Does your community need a sewer?
- LEED Article for OSJ
- Participated in re-write of Homeowner Folder (with Education Committee)

- **Education Committee**

- Annual Conference
- Installer Academy
- Pumper Show
- CIDWT Installers training, etc.

# Committee Activities (con't)

- **Conference Committee**
  - Annual Conference
  - Installer Academy
  - Pumper Show
- **Resource Library**
  - NOWRA Conference Papers
  - Links to State Regulations and Programs
  - NOWRA and Affiliate Newsletter Articles
  - Annual literature searches
  - Links to other resources

# Committee Activities (con't)

- **Marketing/Communications**
  - The “face” of NOWRA
  - Renewed emphasis on communication (e- News, breaking news blasts, announcements)
- **Government Relations**
  - Monitor federal and state policy changes (federal stimulus package)
  - Respond to state affiliate regulatory issues
  - Initiate Federal Government lobbying program

# Committee Activities (con't)

- **Model Code**
  - Soil component to code
  - Regional rules
  - Identify barriers to implementation at state level
- **Affiliate Leaders**
  - Increase Affiliate involvement and direct communication with NOWRA

# Moving Forward

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# Future Goals and Activities

- Emphasis on partnerships & joint conferences
  - Super-Conference with NEHA and SORA  
June 2011, Columbus, OH
- Onsite & Decentralized Wastewater Lobbying Coalition
- Collaborations with WEF's Small Community Committee
- Distance learning: webinars and online training
- Monthly column in COLE's Onsite Installer

# Future Goals and Activities

- State and local rule reform
  - Regional rules
  - Performance-based model code
  - Management and monitoring tools
- Redesign of Onsite Journal publication and delivery
- Increased member and Press Release communication - Newly implemented *e-News* Newsletter
- Review of current revenue model and move towards less dues-dependent funding structure



# LEARN MORE ABOUT OUR INDUSTRY!

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

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

# 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**

