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

<table>
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<tr>
<th></th>
<th>Actual 2008</th>
<th>Actual 2009</th>
<th>Actual 2010</th>
<th>Actual 2011</th>
<th>Actual 2012</th>
<th>To Date 2013</th>
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<tr>
<td><strong>Income</strong></td>
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<td>Advertising</td>
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<td>$514,511</td>
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<td>Administrative</td>
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<td><strong>Total Expenses</strong></td>
<td>$510,316</td>
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<td>$172,951</td>
<td>$169,497</td>
<td>$257,212</td>
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<td><strong>Net Income</strong></td>
<td>$4,195</td>
<td>$69,434</td>
<td>$25</td>
<td>$16,351</td>
<td>$11,365</td>
<td>$55,563</td>
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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
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
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)
- 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

People Caring About Water
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 ™
  – EPA Decentralized Wastewater Partnership
Headquarters Activities (cont’d)

– Collaboration With Related Organizations
  • EPA Grant
  • WEF
  • US Water Alliance
  • NAHB
  • SORA
  • NAWT
Other Business
Open Discussion