

# President's Report

**Jim Bell**



# THANK YOU VOLUNTERS

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**People Caring About Water**

**NOWRA**  
National Onsite Wastewater  
Recycling Association

# THANK YOU SPONSORS

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# President's Mission Statement

## Developing a Sustainable Future for the Onsite Industry and NOWRA

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# 2017 Goals

- ✓ 1. Have all new Committee Chairs in place by December 2016
- ✓ 2. Continue Lobbying effort with 2017 Fly In. Set dates of Fly In by March 1, 2017
- 3. Expand Online Training by Developing Programs with 2 States and Providing 1 new Training Module. **No State Training, but we did add a total of 4 new Training Modules**

# 2017 Goals

- ✓ 4. State Affiliate retention and add 2 new State Affiliates  
**Added Oregon and Texas as Supporting Affiliates**
- ✓ 5. BBP retention providing \$75k & Recruit 2 new BBPs  
**Added AK Industries & Lely Tank & Waste Solutions**
- 6. BOG retention providing \$54k & Recruit 2 new BOGs
- 7. Build reserve fund to \$20,000  
**To Be Determined**

# 2017 Goals

- ✓ 8. Develop Agenda for 2017 Conference by August 15, 2017
- ✓ 9. Announce Location of 2018 Conference by September 1, 2017
- ✓ 10. Begin Collaboration with ICC

# 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



# The Governance of NOWRA

(by-laws available [nowra.org](http://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

# 2017 Board of Directors

- **Academic:** Sara Heger (MN)  
John Buchanan (TN)
- **Engineer:** Joyce Hudson (VA)  
Mike Hines (TN)
- **Installer:** Tony Mendes (NE)  
Scott Rexroth (IN)
- **Service:** Dwayne Jones (MD)  
Trapper Davis (VA)
- **Regulator:** Denise Wright (IN)  
Ed Corriveau (PA)
- **Supplier:** Kevin Sherman (NH)  
Karen Ferguson (CA)

# NOWRA Board of Directors

**THANK YOU!**

**to the following Board members  
whose terms expire Nov. 30, 2017:**

- Denise Wright (IN) – Regulator
- Mike Hines (TN) - Engineer
- John Buchanan (TN) - Academic

# NOWRA 2017 BOD Candidates

- Brian Carbaugh (DE) – Engineer
- Tom Groves (MA) – Regulator
- Kevin Sherman (NH) - Supplier

# 2016-2018 NOWRA Officers

**Dec 1, 2016 – Nov. 30, 2018**

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

Jim Bell (KS)

Carl Thompson (CT)

Curtis Moore (VA)

Greg Graves (OH)

# NOWRA's Committees & Task Forces

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# 2016 NOWRA Committees

- **BBP** – Chris Mandich
- **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](http://www.nowra.org)

# NOWRA Financial Report 2017

**Curtis Moore**  
**Secretary-Treasurer**



# NOWRA Financials

(previous 12 months)

## Balance Sheet

September 30, 2017 vs. September 30, 2016

• Cash (Operating Acct.)	\$104,693	(\$ 48,723 on 9/30/16)
• Cash (Lobbying Acct.)	\$ 26,313	(\$ 31,305 on 9/30/16)
• Accounts Receivable	\$ 11,858	(\$ 47,773 on 9/30/16)
• Total Liabilities	\$ 8,755	(\$ 27,560 on 9/30/16)

# NOWRA Financials

(previous 12 months)

## Profit & Loss (Cash Basis)

October 1, 2016 – September 30, 2017

- Income \$ 438,937
- Expenses \$ 393,416
- Net Income \$ 45,521

# NOWRA Financials

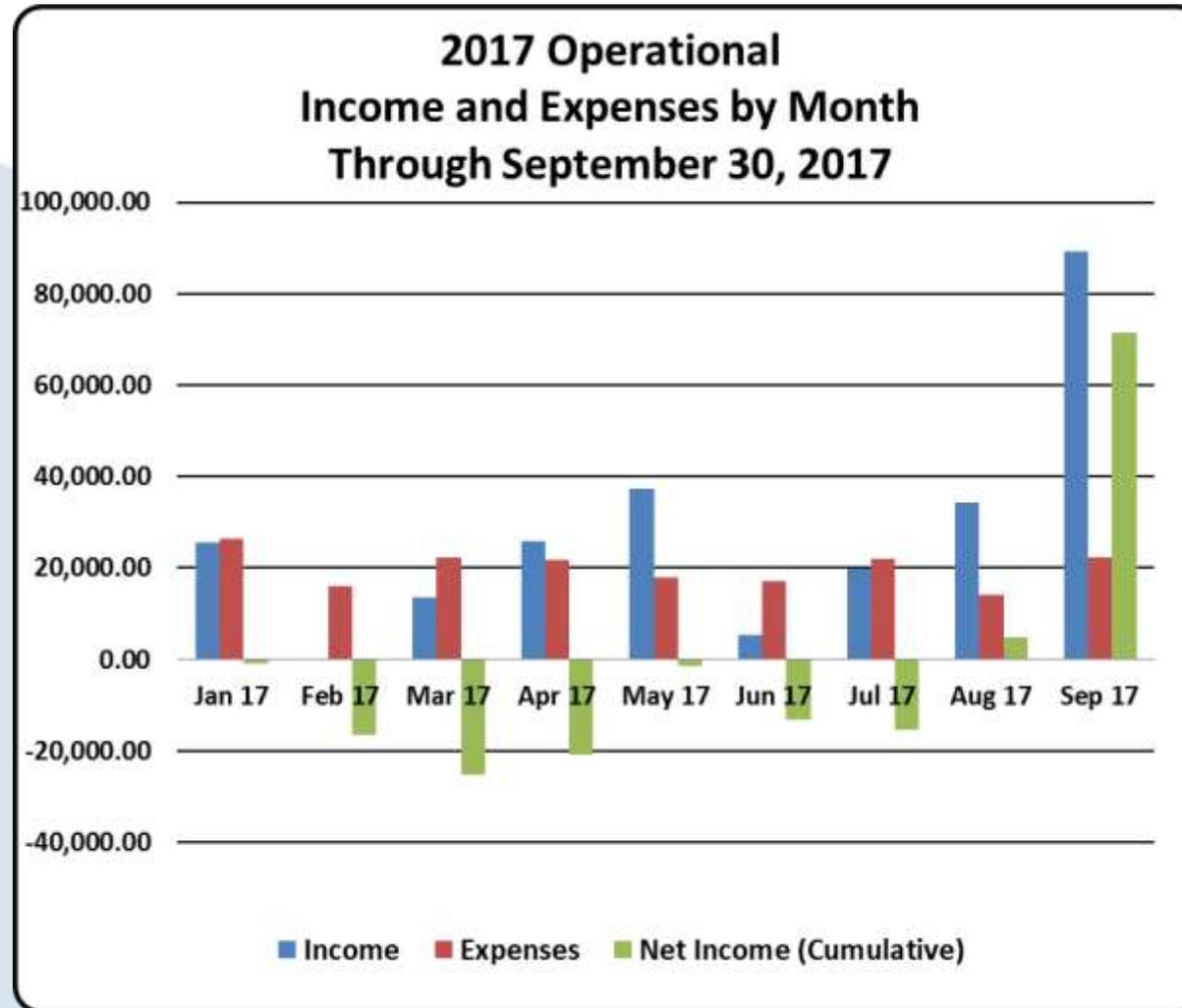
## (Operational Accounts only)

### Cash Basis P&L January 1, 2017 – September 30, 2017

- Income\* \$ 251,676
- Expenses\* \$ 180,158
- Net Income \$ 71,518

\*Numbers include 2017 Conference income of \$128,791 and expenses of \$18,838. This represents a significant amount of the conference revenue, but only a portion of the total expenses.

# Operational Income & Expenses 2017



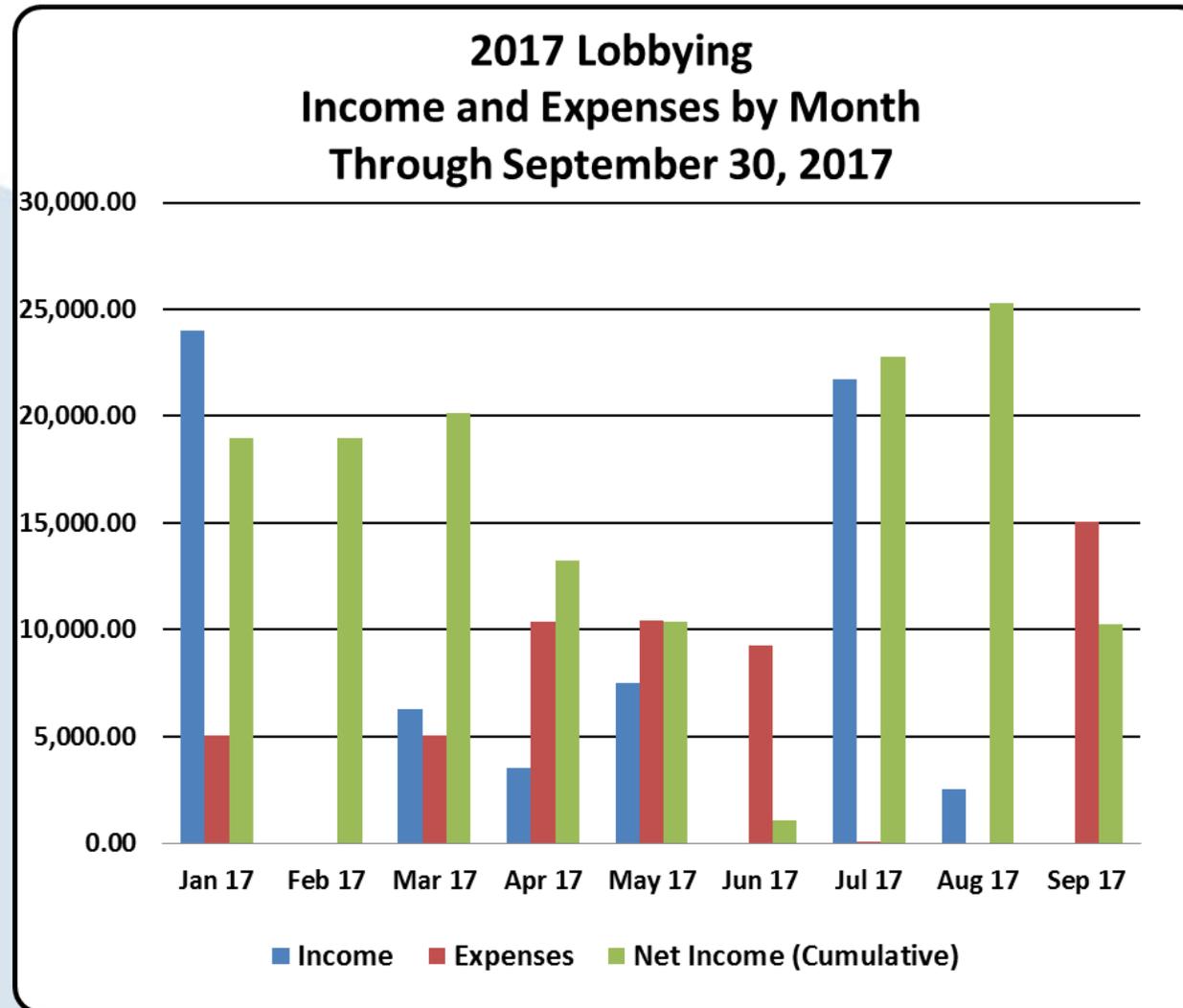
# NOWRA Financials

(Lobbying Account only)

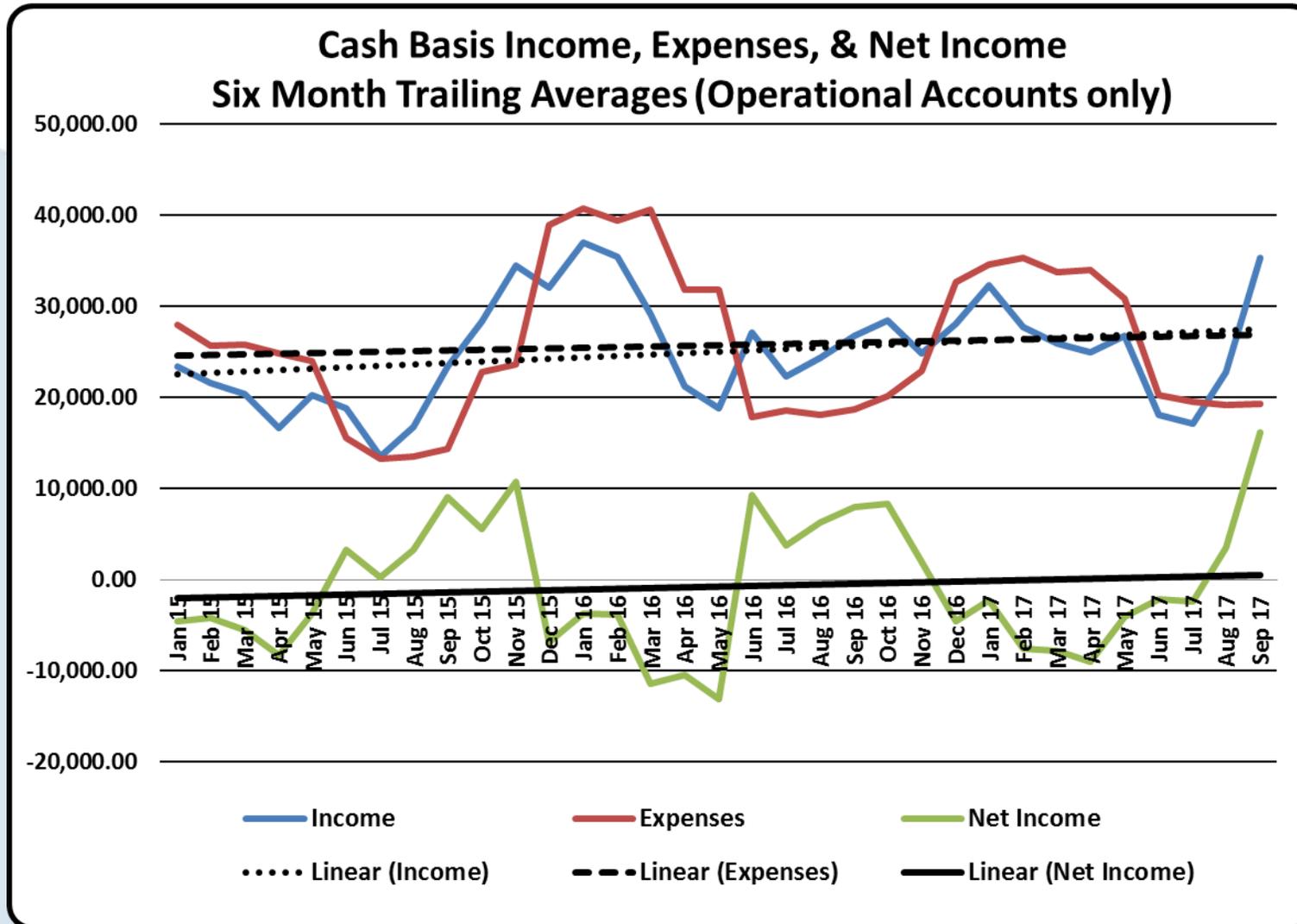
## Cash Basis P&L January 1, 2017 – September 30, 2017

- Income \$ 65,500
- Expenses \$ 55,278
- Net Income \$ 10,222

# Lobbying Income and Expenses 2017



# Income, Expenses, and Net Income 2015 – 9/30/17



# 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



# 2017 BBP Members

## Diamond

Bio-Microbics, Inc.  
Infiltrator Systems, Inc.  
Norweco, Inc.  
Polylok  
Presby Environmental, Inc

## Gold

Hoot Systems  
Jet, Inc.  
Salcor

## Silver

Delta Environmental  
Geoflow, Inc.  
Hydro-Action

## Bronze

American Manufacturing Co.\*  
Consolidated Treatment Systems  
Eljen Corp.  
SJE Rhombus

## Loyal Supporter

Hiblow USA\*  
Lely Tank & Waste Solutions  
Netafim USA  
NSF International  
Roth Global Plastics  
SJE-Rhombus

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# Headquarters Activities

## Recent Initiatives

### – Lobbying

- NOWRA Act
- Decentralized Wastewater Recycling Caucus
- Census / American Community Survey
- Rural Wastewater funding
- Muster Software
- Coalitions



# Headquarters Activities (cont'd)

- External Relations
  - EPA
    - MOU renewal
    - SepticSmart
    - Nitrogen Sensor Challenge
    - Census
    - White Paper on Economic Value of Onsite/Decentralized
  - WEF Small Communities Committee
  - NAHB, NGWA, RCAP, WE&RF, Water Systems Council, NEHA, Rebuild Rural Coalition

# Headquarters Activities

- Online Training
- Onsite Journal
- Septic Locator
- Installer Academy Training
- IPSDC revision
- Website
- Affiliate relations
- BBP relations



# Headquarters Activities (cont'd)

- Continuing Programs
  - Website
  - Affiliate Support
  - National Backhoe Roe-D-Hoe™
  - Equipment Financing Discounts
  - Office Supply Discounts



# Thanks for your time!

*For More Information*

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

National Onsite Wastewater Recycling  
Association

Alexandria, VA

800.966.2942

