President’s Report

Jim Bell
THANK YOU VOLUNTERS
THANK YOU SPONSORS
President’s Mission Statement

Developing a Sustainable Future for the Onsite Industry and NOWRA
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

- 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 stakeholders

   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)

• 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      Jim Bell (KS)
– President Elect Carl Thompson (CT)
– Secretary/Treas. Curtis Moore (VA)
– Past President  Greg Graves (OH)
NOWRA’s Committees & Task Forces
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
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.
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

2017 Lobbying Income and Expenses by Month Through September 30, 2017

Jan 17 | Feb 17 | Mar 17 | Apr 17 | May 17 | Jun 17 | Jul 17 | Aug 17 | Sep 17
---|---|---|---|---|---|---|---|---
Income | Income | Income | Income | Income | Income | Income | Income | Income
Expenses | Expenses | Expenses | Expenses | Expenses | Expenses | Expenses | Expenses | Expenses
Income, Expenses, and Net Income 2015 – 9/30/17

Cash Basis Income, Expenses, & Net Income
Six Month Trailing Averages (Operational Accounts only)

- Income
- Expenses
- Net Income
- Linear (Income)
- Linear (Expenses)
- Linear (Net Income)
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

- AzOWRA (Arizona)
- COWA (California)
- COWRA (Carolinas)
- CPOW (Colorado)
- DOWRA (Delaware)
- FOWA (Florida)
- IOWWA (Iowa)
- IOWPA (Indiana)
- KSFA (Kansas)
- MOWPA (Maryland)
- MOWRA (Michigan)
- MnOWA (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)

Blue = NOWRA State Affiliates
Gold = Non-affiliated state organizations
Grey = States with no onsite association
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
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

National Onsite Wastewater Recycling Association

Alexandria, VA
800.966.2942