2018 NOWRA Annual Business Meeting

Sponsor:
THANK YOU VOLUNTERS
THANK YOU SPONSORS
THANK YOU

BBPs
THANK YOU
BOGs
President’s Mission Statement

Developing a Sustainable Future for the Onsite Industry and NOWRA
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
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!
4,900+ Members and 32 State Affiliates
(Blue = Affiliates)
Federal Lobbying

- America’s Water Infrastructure Act
- U.S. Census Annual American Community Survey
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
  Carl Thompson (CT)
– President Elect
  Sara Heger (MN)
– Secretary/Treas.
  Curtis Moore (VA)
– Past President
  Jim Bell (KS)
NOWRA’s Committees & Task Forces
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 Financials

### Balance Sheet

**September 30, 2018 vs. September 30, 2017**

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash (Operating Acct.)</td>
<td>$111,262</td>
<td>($104,693 on 9/30/17)</td>
</tr>
<tr>
<td>Cash (Lobbying Acct.)</td>
<td>$ 17,242</td>
<td>($ 26,313 on 9/30/17)</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>$ 17,124</td>
<td>($ 11,858 on 9/30/17)</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$ 6,952</td>
<td>($ 8,755 on 9/30/17)</td>
</tr>
</tbody>
</table>
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.)
2018 Operational Accounts
Income, Expenses, & Cumulative Net Income by Month
January through September 30, 2018

Income
Expenses
Net Income (Cumulative)
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

Income
Expenses
Net Income (Cumulative)
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

Income, Expenses, & Net Income Six Month
January 2015 - September 2018
(Six Month Trailing Averages for Operational Accounts)

Income
Expense
Net Income

Linear (Income)
Linear (Expense)
Linear (Net Income)

People Caring About Water
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)
- 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)
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.

People Caring About Water
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

People Caring About Water
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