President’s Report

Tom Fritts
2014 Goals

- Hold an annual conference in Denver in November in concert with CPOW

- Recruit 3 new state affiliates
  - Hold 6 Installer Academy trainings
    - 4
  - Secure 25 BBP’s
    - 22
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, Leeds, realtors, planners)

• Beta test Installer Academy online class and roll out online training program

✔ • Finalize Gov. Affairs/Lobbying and begin implementation
2015 Goals

• Lobbying
  • Begin a state-by-state program
  • Conduct another DC fly-in
  • Continue the funding

• 2015 Conference

• Education – 5 training session
2015 Goals

• State Affiliate recruitment
  Russ Martin – Chair

• BBP Recruitment
  • Carl Thompson – Chair

• EPA Grant
2015 Goals

• Successor for Bob Mayer

• MOU Partners
  • Data Sharing with EPA & NSF
NOWRA Financial Report 2014

Robert B. Mayer
Secretary-Treasurer
NOWRA P & L 2014

P & L 2014

- Income $309,869
- Expense $283,117
- Profit $26,753

Balance Sheet 2014

- Cash Op. Account $20,958
- Cash Lobby Account $19,397
- Total Current Assets $44,233
- Total Equity $46,233
Revenue History

Annual Revenue VS Expenses

<table>
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<tr>
<th>Year</th>
<th>Revenue</th>
<th>Expenses</th>
<th>Lobby Income</th>
<th>Lobby Expense</th>
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</tbody>
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People Caring About Water

National Onsite Wastewater Recycling Association
Operational Revenue Trend

Annual Revenue VS Expenses

- Revenue
- Expenses
- Lobby Income
- Lobby Expense

People Caring About Water

NOWRA
National Onsite Wastewater Recycling Association
MONTHLY CASH FLOW

- $20,000.00
- $10,000.00
  $0.00
  $10,000.00
  $20,000.00
  $30,000.00
  $40,000.00
  $50,000.00
  $60,000.00
  $70,000.00

MONTHS:
- JAN
- FEB
- MAR
- APR
- MAY
- JUNE
- JUL
- AUG
- SEP
- OCT
- NOV
- DEC

DOLLARS

SALES
EXPENSE
Lobby Income
Lobby Expense

NOWRA
People Caring About Water
Monthly Review YTD 2014

MONTHLY CASH FLOW

DOLLARS

Op Income
Lobby Income
Ops Expense
Lobby Expense

MONTH

JAN FEB MAR APR MAY JUNE JUL AUG SEP OCT NOV DEC

DOLLARS

$0.00

$300,000.00

$250,000.00

$200,000.00

$150,000.00

$100,000.00

$50,000.00

$0.00
2015 Projection

Annual Revenue VS Expenses 2015 Proj.

Revenue
Expenses
Lobby Income
Lobby Expense

2008 2009 2010 2011 2012 2013 2014

Revenue
Expenses
Lobby Income
Lobby Expense

People Caring About Water
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
2013-2014 Board of Directors

- **Academic:** Hilary Valentine (DE)
  John Buchanan (TN)
- **Engineer:** Paul Ganey (MO)
  Russell Martin (ME)
- **Installer:** Eugene Bassett (NM)
  Bob Himschoot (FL)
- **Service:** Bob Conrad (TN)
  Dave Ritchie (KY)
- **Regulator:** Nancy Deal (NC)
  Jim Vincent (NM)
- **Supplier:** Mike Catanzaro (LA)
  Jim Bell (KS)
NOWRA BOD Election

THANK YOU!
to the following Board members whose terms expire Nov. 30, 2014:

– Mike Catanzaro – Supplier
– Russ Martin – Engineer
– Nancy Deal – Regulator
– John Buchanan – Academic
NOWRA BOD Election

CONGRATULATIONS!
to the following Board members who were recently elected to serve from Dec. 1, 2014 to Nov. 30, 2017:

- Carl Thompson – Supplier
- Mike Hines – Engineer
- Denise Wright – Service Provider
- John Buchanan – Academic
2014-2015
NOWRA Officers

Dec 1, 2014 – Nov. 30, 2015

– President – Greg Graves (OH)
– Vice President – Jim Bell (KS)
– Secretary/Treas. – Bob Mayer (VA)
– Past President – Tom Fritts (MO)
NOWRA Committees

Committees:

- **Conference** – Craig Gilbertson / Kathy Maguire
- **Education** – Sara Heger
- **External Relations** – Bob Rubin
- **Government Relations** – Bob Himschoot
- **Marketing/Communications** – Jennifer Cisneros
- **State Affiliates** – Russ Martin
- **Technical Practices** – Kevin Sherman
- **Website** – Bob Mayer
NOWRA Task Forces

Task Forces:

• Business Benefit Program – Carl Thompson
• 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
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)
- NmOWA (New Mexico)
- OWAI (Idaho)
- POWRA-NM (New Mexico)
- POWRA (Pennsylvania)
- TOWA (Tennessee)
- VOWRA (Virginia)
- WOWRA (Wisconsin)
- WPCA (Wisconsin)
2014 BBP Members

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

Bronze
American Manufacturing Co.*
Consolidated Treatment Systems
Geoflow

Silver
Advanced Drainage Systems, Inc
Delta Environmental*
Jet, Inc.
Salcor

Loyal Supporter
Alita Industries
Alteris*
Hiblow USA*
Netafim USA
Roth Global Plastics
SJE-Rhombus
Waterloo Biofilter*
Headquarters Activities

Recent Initiatives
– Lobbying Effort
– Installer Academy
Headquarters Activities

– Advanced Onsite System Design Course
– Errors & Omissions Insurance
– Septic Locator
– Onsite Journal
Headquarters Activities (cont’d)

• Continuing Programs
  – NOWRA e-News
  – Website
  – Affiliate Support
  – National Backhoe Roe-D-Hoe ™
  – Equipment Financing Discounts
  – Office Supply Discounts
Headquarters Activities (cont’d)

• External Relations
  – EPA
    • EPA Grant
    • EPA Decentralized MOU Partnership
    • Data Sharing Initiative
    • SepticSmart
  – WEF
    • Small Communities Committee
  – NAHB
  – WateReuse Association
Thanks for your time!

For More Information

www.nowra.org

National Onsite Wastewater Recycling Association

Alexandria, VA
800.966.2942