

Fall 2006

ONSITE *journal*

NEWS FOR THE DECENTRALIZED WASTEWATER INDUSTRY

Vol. 15 No. 4

INSIDE: Who is NOWRA? Its Future Direction as Decentralized Wastewater Leaders



Featuring this Month:

New Look for NOWRA!

2006 Conference Highlights

2007 Conference Preview

NOWRA

National Onsite Wastewater
Recycling Association

NOWRA

National Onsite
Wastewater Recycling Association

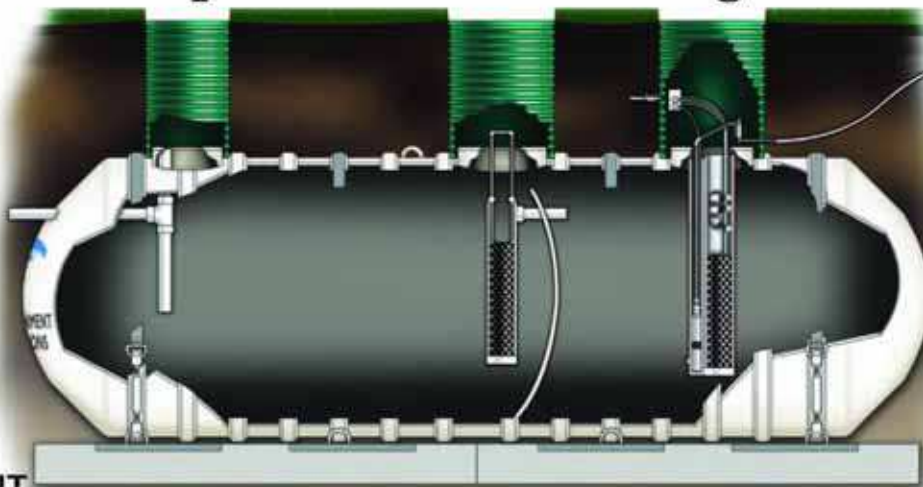
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NOWRA Unveils New Logo and Image

NOWRA's Board approved a new logo for the Association at its August Board meeting. This new logo is the result of the Marketing and Communications Committee's effort over the past year to establish a new image about the onsite industry.



The branding images result from the NOWRA Boards 2005 strategic planning work that focused on the future—the integration of decentralized systems within a watershed environment.

Accompanying the new look are new messages designed to answer the public's question—WHO IS NOWRA?

This initiative also responds to the State's request for information to present to public officials at meetings and to use locally to build membership. The Committee has recommended a new message to accompany the new image—*"People Caring About Water."* This message is intended to emphasize that the work accomplished by NOWRA members and those in the decentralized industry is directly related to protecting our water resources and quality. This message is now appearing on the 2007 conference marketing materials—*Water for All Life*—and will be prominent on the new NOWRA information materials, also to be provided to the state associations.

Website Getting a "Facelift!"

NOWRA's website is getting a badly needed "redesign and clean-up." The reason? Users of any website need to be able to effectively navigate and locate information. NOWRA last updated its website in 2002/2003 and as we all are aware, technology has changed. The redesign is under the direction of a new task team chaired by Ron Suchecki, with Tom Groves, Sara Christopherson, Mike Stoll, and Brian McQuestion. A new on-line conference registration process will be included. During this period, the existing website is still operational. Also on the website—in the left navigation column—is a new entry called STATE DATA. It is in this temporary section that monthly articles and updates for state's newsletters will be placed for state's use. ■

Who is NOWRA?

An organization founded in 1991 by concerned practitioners, researchers and educators, who strongly believed that the onsite industry needed a national voice to ensure that decentralized wastewater systems were considered as viable options within the nation's wastewater infrastructure. Since its founding, NOWRA's work has:

- Improved professional technical standards of practice for decentralized wastewater treatment;
- Promoted sound federal, state, and local policy; and
- Advanced public recognition and appreciation of the alternatives available for the unsewered wastewater infrastructure.

Today NOWRA is an Association with over 6,000 members in more than 20 state associations, representing all sectors of the industry of "People Caring about Water"—actively working to advance the professionalism and technical work of the industry. Financially supported by its members, NOWRA is a 501 c(6) not-for-profit organization, that uses its income to provide education-based services to its diverse member sectors and the public.

NOWRA is the "go-to" national organization for information about the decentralized wastewater infrastructure with the following services.

- Provides Education and Training to ensure that best practices are used in the design, installation, and maintenance of decentralized treatment systems to enhance and protect water quality.
- Advocates Performance Requirements to advance the principle that standards for the design, installation, servicing, and performance of decentralized treatment systems must be specific and measurable to allow credible compliance monitoring of all systems.
- Promotes System Management to emphasize the importance of monitoring and maintenance of decentralized systems and ensure that they perform within established performance requirements.
- Publishes Technical Guidelines to ensure that environmental standards and principles supporting decentralized systems are developed as sound and essential practices.
- Disseminates Public Information among members, system owners, national organizations, agencies, and governments to facilitate water quality protection.

NOWRA Board of Directors Update

NOWRA's Board Meeting Begins New Work on Governance

Prior to the start of the 2nd Annual Installer Conference, the Board meeting at the Riviera Hotel in Las Vegas, NV, addressed the review of the new draft policies and procedures manual, revisions to the NOWRA By-Laws, and finalizing the 2007 Operations Budget.

The December 3rd meeting was also the new official transition period where NOWRA's new officers and board members are seated. NOWRA's 2007 officers were officially elected June 9th by the NOWRA Board of Directors from the slate of candidates presented by the Nominations Committee.

NOWRA 2007 Officers and Board Members

The Board members were elected by Association members to represent them in their respective sectors.

President

Jerry Stonebridge (Installer/Contractor)

President-Elect

Thomas (Tom) Groves (Regulator)

Secretary-Treasurer

Brian McQuestion (Contractor)

Past-President

Raymond Peat (Manufacturer/Supplier)

Board Members

William "Pres" Allinder (Regulator)

Sara Christopherson
(Educator/Academic)

Mary Clark (Engineer/Designer)

K.R. Trapper Davis
(Maintenance/Service Provider)

Robert "Bob" Himschoot
(Installer/Contractor)

Mark Hooks (Regulator)

J.R. Inmann (Installer/Contractor)

George Loomis (Educator/Academic)

Richard "Dick" Otis (Engineer/Designer)

Al Schnitkey (Manufacturer/Supplier)

Carl Thompson (Manufacturer/Supplier)

Howard Wingert (Manufacturer/Supplier)

2007 Board Member Election Results

Brian McQuestion, sales manager for Lake Shore Burial Vaults, was elected by the Board to the position of **treasurer**. Mr. McQuestion has worked in the onsite industry for 15 years, serving on the Board of Directors of the Wisconsin Onsite Wastewater Recycling Association (WOWRA) for the past 6 years and as President for the past four. He has experience in lobbying local and state government officials, fund raising, managing day-to-day operations of WOWRA, and budgeting. He holds a POWTS maintainers license in the State of Wisconsin and has been involved in the National Performance Based Code Project. Mr. McQuestion believes that state organization development is the key to success for NOWRA and that NOWRA could better serve the industry with feedback from all state installers, plumbers and professionals.

Al Schnitkey, Vice President of Ring Industrial Group, was elected to fill the **manufacturer/supplier category** on the Board. He has over 25 years of experience in the construction industry and legal community, with management roles in the aggregate, ready mix concrete, cement and geosynthetic industries. He also has experience in sales, marketing, regulatory affairs and operations and is a licensed attorney in the State of Ohio. Mr. Schnitkey believes NOWRA should focus on improving membership benefits and educational programs in an effort to insure the acceptance and continued growth of onsite industry solutions.

Pres Allinder has been the Director of the Bureau of Environmental Services of the Alabama Department of Public Health (ADPH), for 10 years. He was elected to the **regulator category** by the Board. Mr. Allinder has seven years of experience in the private engineering field and was the design and construction engineer for a major state agency for 16 years, focusing on onsite and

environmental engineering. He is very interested in working within NOWRA on the issues surrounding the decentralized, or cluster, systems that are rapidly becoming the development tool of choice.

JR Inman is the General Manager of Northwest Cascade, Inc. He was elected to fill the **contractor/installer category** by the Board. Mr. Inman has 20 years of experience in the onsite industry and currently holds an Installer's license, O&M Specialist license and a Pumper license in the State of Washington. He serves as Past President of the Washington On-Site Sewage Association (WOSSA) and also served as Vice President, President and Treasurer for two terms. His priorities while serving on NOWRA's Board include: developing a national education capacity to transfer information and knowledge; assisting organizations at the state level to effect change; and the development and certification of the RME concept laid out by the EPA for the establishment of private utility entities. ■

ONSITE journal
NEWS FOR THE ONSITE WASTEWATER RECYCLING INDUSTRY

COPY/ADVERTISING DEADLINES FOR 2007

Winter Issue—Jan. 14, 2007

Installer Training

Spring Issue—April 8, 2007

Maintenance & Management

Summer Issue—July 15, 2007

Technology & Water Quality

Fall Issue—Oct. 24, 2007

Education & Communication

For more information

1-800-966-2942

15th Annual NOWRA Conference a Success

The NOWRA 15th Annual Technical Education Conference & Exposition was held in Denver, Colorado August 28–31, 2006. A total of 330 attendees and 224 exhibitors filled both the technical sessions and the exhibition hall making the event a huge success.

Sara Christopherson, Chair of NOWRA's Technical Education Committee, along with the other members of the committee created an outstanding technical program with an exceptionally high standard of quality and excellence that received much praise.

Attendees were able to select from a number of education "tracks," including: Basic of Onsite Systems—A-Z; Soils; Assessment Tools; Operations and Maintenance; Big Picture Decentralized Issues; Performance Evaluations; Regulation and Education/Innovation; and Planning & Watershed Management. Those choosing to attend the full three-days of technical sessions that were offered were able to accrue between 18–22 continuing education units (CEUs).

The conference would not have been a success without the generous volunteer contributions of the Colorado Professionals in Onsite Wastewater Association — *Thank You!*



John Thomas, Chair of NOWRA's State Leaders Committee and executive director of the Washington Onsite Association, leads a discussion with the 27 state leaders who attended NOWRA's 15th Annual Conference.



Ron Suchecki, NOWRA Board Member (Hoot Aerobic Systems, Inc.) leads a technical session—Enhancing Biological Nutrient Reduction in Advanced Individual Onsite Wastewater Treatment Systems—which explored whether advanced onsite wastewater systems should be enhanced to significantly reduce nitrogen and achieve Federal Drinking Water Standards for nitrate.

“Great technical session line-up. It was hard to choose between concurrent tracks.”

— ATTENDING ENGINEER



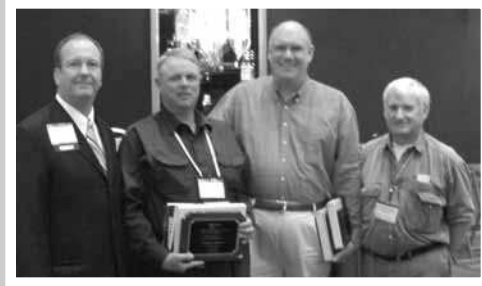
Dr. Bryan W. Brooks of Baylor University's Center for Reservoir and Aquatic Systems Research was the Conference Keynote Speaker.

“Overall this is one of the best and most useful conferences that I have attended in recent years. Thanks.” —BILL BROWN, RCAP DIRECTOR FOR THE WISCONSIN COMMUNITY ACTION PROGRAM ASSOCIATION.

AWARD WINNERS



Raymond Peat, NOWRA President (Bio-Microbics, Inc.); **Matthew Byers**, (Zoeller Pump Company); **Karen Borgeson**, Chair of NOWRA's Communications & Marketing Committee (SJE Rhombus, LP); **Sara Christopherson**, NOWRA Board Member and Chair of the Education & Training Committee (University of Minnesota); **John Thomas**, Chair of the State Leaders Committee (Washington Onsite Association); and **Jerry Stonebridge**, NOWRA Board member and incoming NOWRA president (Stonebridge Construction).



Raymond Peat, NOWRA President (Bio-Microbics, Inc.); **Eugene Bassett**, NOWRA Board member (E.C. Bassett Construction, Inc.); **Albert Schnitkey**, NOWRA Board member, (Ring Industrial Group); and **Jerry Stonebridge**, NOWRA Board member and incoming NOWRA president (Stonebridge Construction).



Raymond Peat, NOWRA President (Bio-Microbics, Inc.); **Mike Catanzaro**, Delta Environmental Products (Gold Business Benefit Member (BBM)); **Mike Stoll**, Netafim USA (Gold BBM); **Henri Ouellet**, Premier Tech Environment (Gold BBM); **Paul Flynn**, Bio-Microbics, Inc. (Gold BBM); **Minday Hall**, Consolidated Treatment Systems, Inc. (Gold BBM); and **Jerry Stonebridge**, NOWRA Board member and incoming NOWRA president (Stonebridge Construction).



Raymond Peat, NOWRA President (Bio-Microbics, Inc.); **Tom Tietjen**, Xerxes Corporation (Silver Business Benefit Member (BBM)); **Mark McCollum**, SJE-Rhombus, LP (Silver BBM); **Albert Schnitkey**, Ring Industrial Group (Silver BBM); and **Jerry Stonebridge**, NOWRA Board member and incoming NOWRA president (Stonebridge Construction).

FIELD TRIPS



Field trip participants visit a residential onsite installation site outside of Denver. The field trip provided hands-on installation experience and participants were able to speak with local regulators, manufacturers, and installers.



Front Range Precast Concrete president, **Doug Jatcko**, shows field trip participants the Halo direct control robot that allows a single operator to manipulate forms, strip tanks, move inventory, and load trucks efficiently and safely. This greatly reduces necessary manpower, increases levels of quality assurance and control, and allows precast concrete manufacturers to effectively concentrate on mass production.

Iowa Group Providing Wastewater Treatment for Habitat Homes

The Iowa Onsite Waste Water Association (IOWWA) began working with Habitat for Humanity in 2003 to rehabilitate 21 homes with wastewater needs originally served at a lagoon near Waverly, Iowa.

With IOWWA's 2006 installation workshops, eight of the homes on the abandoned cold war military base known as Heartland Hills now have state-of-the-art wastewater treatment and dispersal systems. Seven of the eight homes completed to date are now occupied by families that otherwise would not be able to own their own homes.

Doug Bird, catalyst for connecting IOWWA and the Heartland Hills Habitat Project, is past president of IOWWA and the public health officer in Bremer County, the project's home county. "The IOWWA board saw numerous reasons to get involved with Habitat," said Bird. "First, on-site wastewater treatment technology and equipment met the location's need because continued service to the lagoon was no longer possible. It was also a worthy service project for our organization and we could use the installations as training opportunities for industry professionals."

The Heartland Hills project allows IOWWA the opportunity to host installation and maintenance workshops at the site. IOWWA's June and September workshops, which demonstrated best-practice technologies to 65 workshop attendees, were made possible by major donations of an Aqua Textile Filter system and an Ecoflo treatment unit from Premier Tech Environment, Quebec, Canada; a 1000 gpd SCAT Bio-Coir unit from Quanics, Crestwood, KY; and an Advantex Treatment System from Orenco Systems, Sutherlin, OR, and Volrath Sales Group, Des Moines, IA.

"Utilizing a variety of systems from different manufacturers allows IOWWA to expose installation and maintenance

professionals to the latest technologies, ones they might not embrace until they've seen what's behind these innovations and what it takes to install and maintain them," said Cary Solberg, current IOWWA president.

Materials, equipment and labor donations in 2006 came from more than 19 entities, including 12 IOWWA members. Septic tanks this year were donated by Lister Industries (Jerry Dalbey), Des Moines; Swales Precast Inc. (Roger Swales), Strawberry Point; Fairfield Precast Concrete (Mike Searcy), Fairfield; and Wieser Precast (Greg Verthein) Stewartville, MN. Another past IOWWA president, Bob McKinney, has continually donated time and effort to obtain equipment donations and oversees the installations for each phase of the project.

The first phase of the project was installed in April 2005 and serves four homes with individual septic tanks. Secondary treatment of the effluent collected from the four individual tanks is through a single FAST unit donated by Bio-Microbics, Inc. A drip system donated by American Manufacturing disperses effluent from the secondary treatment system. Tanks for the homes and FAST unit were manufactured by Fralo, Ace, and three other local concrete pre-casters.

Any companies and manufacturers wishing to supply equipment or materials for future workshops and installations at the Heartland Hills site can contact Doug Bird, 319-352-0332, Lbird@co.bremer.ia.us. ■



Bob McKinney, president of River to River Onsite Septic Solutions in Waukee, IA, and past president of IOWWA, explaining how the peat system works.



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NOWRA Moves Forward with Document Production and Education Workshops for Regulators

With the final June 8, 2006 adoption by the NOWRA Board of Directors on the work of the Model Code Framework, the committee leaders were tasked with the next steps for public distribution and conducting a series of educational workshops on the use of these documents. These workshops will begin January 2007 and occur in different regions of the U.S. (see pages 18 and 19).

This “first edition” of the Model Code Framework was produced by members of the National Onsite Wastewater Recycling Association (NOWRA), volunteering their professional and technical expertise over the past five years. It is developed to serve as a guide and assist state and localities in addressing existing conflicts with the permitting and use of decentralized systems. This work is intended to accomplish the following objectives.

- Promote the rationalization of regulations across political boundaries with performance and science based code provisions.
- Establish an efficient method with which to evaluate and deploy new onsite wastewater treatment processes.
- Create a methodology to integrate decentralized wastewater treatment standard setting mechanisms within the U.S.E.P.A Total Maximum Daily Load (TMDL) program.
- Advance the professionalism of industry participants through education, training and certification.

The individuals involved in this process represented all geographic regions of North America, and the regulatory, service and manufacturer segments of the industry. During this period, at least ten drafts were reviewed and discussed at committee meetings, held in all regions of the country. Funding to complete this work was provided by self-funded volunteers, grants from the US Environmental Protection Agency, and contributions from business, industry and state onsite associations.

The Framework’s documents can be used either independently or in concert.

- The Guidance Document includes the core principles and structures of the Model Code Framework, and recognizes regulation as a form of risk management. It is written to inform citizens and policy level government officials about the use and regulation of decentralized treatment systems.¹

- The Model Code Framework presents a written code structure with policy options for each major subject of a code. The Framework is not a model code that can be adopted directly. Instead it contains policy options to be considered when adopting a state or local code. Code language is provided to implement the selected policy choices with guidance and supporting rationale is offered on each. This guidance is intended as a tool to evaluate proposed or existing regulation.
- Additions to the Framework include the following documents currently completed, or still under development.
 - Appendix A:** Classification Matrices, provides a matrix for use to classify treatment components on the basis of effluent quality and variability for constituents of design and regulatory interest. It is useful for designers assembling treatment trains and regulators setting effluent requirements for pretreatment and final treatment components. The classification matrices are to be used in conjunction with Appendices C and D. The State of Florida Department of Health, in cooperation with NOWRA, is beta testing the classification matrices (Appendix A) and the procedure for evaluating confined treatment components (Appendix D) NOWRA Board approval is waiting for results of the beta test.
 - Appendix B:** Is reserved for states to list the results of component classification decisions in the matrices.
 - Appendix C:** Soil evaluation component is still in development.
 - Appendix D:** Procedures for Administering the Confined Treatment Components Database and Matrix, gives the method in which to evaluate confined treatment component data by the quality of the protocol used to collect the data and to use acceptable data to list components in the classification matrices. Currently this document is being beta testing by Florida DOH.
 - Appendix E:** The Tank Standards document establishes the requirements for watertight and structurally sound tanks. Testing methods are not specified; instead the information relies on using material-specific evaluation protocols that have been adopted by other standard setting organizations. Treatment requirement standards are not specified because the performance of the device is highly dependent on the influent characteristics and

continued on page 12

¹ The Guidance Documents and Model Code Framework were adopted by the NOWRA Board of Directors, June 9, 2006.

Model Code Framework Status Report *(continued)*

because performance and assessment tools are still under development by other groups.

—**Appendix F: Do Not Flush List Guidance** identifies substances that may cause problems with the operation of pretreatment devices and the traditional septic system if flushed into the household wastewater plumbing system.

There are also several other documents being developed. In pursuing this work, the Model Code Committee will meet at least once a year in a face to face meeting during NOWRA's annual conference to review and propose appropriate revisions the documents. Additional meetings will occur through teleconference. Information about those meetings will be posted on NOWRA's website, in the special section devoted to the Model Code Framework. The documents, currently in the editing process, should be ready in January. ■

See Model Code Framework Workshop locations, dates, and registration information on pages 18 and 19.

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calendar of events

JANUARY 2007

9–11 **Michigan Onsite Wastewater Recycling Association.** 56th Michigan Onsite Wastewater Conference; The Kellogg Hotel & Conference Center, East Lansing, MI. For more information, please call Mike Stephens at 517/339-8692.

18–19 **Florida Onsite Wastewater Association.** Winterfest, 1st Annual Management Conference, Renaissance Village, St. Augustine, FL. For more information, please call 407-830-4381.

23 **NOWRA/EPA Model Code Regulator Education Workshop.** Hyatt Regency Hotel, Lexington, KY

23–24 **Iowa Onsite Waste Water Association.** 9th Annual IOWWA Conference; Sheraton Hotel, West Des Moines, Iowa. For more information, please visit www.IOWWA.com or call 515/225-1051.

23–24 **Missouri Smallflows Organization.** 11th Annual Conference & Exhibition, Holiday Inn Expo Center, Columbia, Missouri. Pre-Conference Seminar on January 22—“Soil as a Treatment Media.” For more information, please call 417/739-4100 or visit www.mosmallflows.org.

24–25 **Kentucky Onsite Wastewater Association Conference.** Hyatt Regency Conference Center, Lexington, KY. For more information, please call 859-336-0896.

25–26 **Ohio Onsite Wastewater Association.** 2007 OOWA Annual Conference and Trade Show; University Plaza Hotel and Conference Center, Columbus, OH. For more information, please call 866/843-4429.

26–27 **Washington On-Site Sewage Association.** WOSSA 2007 11th Annual Conference; Ocean Shores Convention Center, Ocean Shores, WA. For more information, please call 253-297-2837.

26–27 **Wisconsin Onsite Wastewater Recycling Association.** Annual Convention; KI Convention Center, Green Bay, Wis. For more information, call WOWRA at 608-256-7757.

31–2 **Kansas Small Flow s Association.** 2007 Annual Conference; Grand Prairie Hotel, Hutchison, KS. For more information, please call 620/548-2369.

FEBRUARY 2007

7–10 **Pumper & Cleaner Environmental Expo.** Gaylord Opryland Resort & Convention Center, Nashville, TN.

14–15 **Nebraska Onsite Wastewater Association.** Nebraska Convention and Trade Show; The Embassy Suites Hotel and the State Fair Grounds, Lincoln, NE. Please contact Lee Orton, NOWWA Executive Director at 402/476-0162.

22–24 **National Precast Concrete Association.** Orlando, FL, Convention Center.

26–28 **Minnesota Onsite Wastewater Association Annual Convention,** Arrowwood Resort, Alexandria, MN. For more information, please call 507-336-8666

MARCH 2007

4–7 **Texas Onsite Wastewater Association.** Annual Research Conference, Waco Convention Center, Waco, TX. For information, please contact TOWA office at 512-494-1125.

10–14 **National Onsite Wastewater Recycling Association.** NOWRA & IWA 1st U.S. International Program on Decentralized Systems and 16th Annual Technical Education Conference and Exposition; Marriott Waterfront Hotel, Baltimore, MD. For more information, visit www.nowra.org.

11–17 **National Ground Water Association.** National Ground Water Awareness Week

26–27 **Ontario On-site Wastewater Association.** 2007 Conference and Exhibition; The Deerhurst Resort, Muskoka, Ontario. For more information, contact Denis Orendt at 905/372-2722.

JUNE 2007

18–21 **National Environmental Health Association (NEHA).** 71st Annual Educational Conference; Atlantic City, NJ.

Questions about NOWRA's Work: Its Roles and Responsibilities



The following information responds to questions and comments brought to NOWRA's Board over the past several weeks. In the spirit of openness, NOWRA desires that all members have this information as well.

1. Why does NOWRA provide education programs to States?

NOWRA's mission and role as an organization is dedicated to education. As a result, educational programs will always be part of its work. NOWRA sponsors education programs, as requested by the States, providing a service to support them in their work to address education needs. Currently, there are many more states needing this type of support than there are those who are very self-sufficient with well organized programs.

NOWRA's position is that any education or training programs conducted within a state, where there is an existing association, should be a collaborative venture. Both the state and NOWRA should benefit from increased turnout and membership. NOWRA also attempts to avoid conducting its annual conference at a time or location that is generally reserved for the state association annual meeting. Instead, NOWRA first seeks locations without an associations, or holds the conference in an off-year that does not conflict with the states association's regular schedule. Since the investment of time, expenses, etc. are assumed by NOWRA and since the annual conference is NOWRA's main income source, the profits generated from the conference are used by NOWRA to finance the operations of member programs and projects.

2. What else does NOWRA do for States?

NOWRA's role is to support the States in becoming successful organizations by retaining and building the membership base. It also represents member and state interests with EPA and/or other national agencies or organizations. The development of the Model Code Framework and the Regulator training is one example of how NOWRA is working to assist states through regulatory reform on a national level.

3. How does communication occur between NOWRA's Board and its member States?

NOWRA's office sends out monthly updates to all the affiliated states about the ongoing work of the association that also includes information about the board meetings.

Similarly, the monthly State Leaders meeting (via teleconference) provides more timely updates and discussion sessions on the Boards work and activities. NOWRA's executive director also calls each of the State Leaders personally every 4-6 months to discuss any issues of concern or needs.

The State Leaders' group in its bi-annual meetings provides another communication forum. Follow-up items resulting from these sessions are often incorporated into programs that will serve the members, such as the Septic-Locator, insurance program, and monthly news updates for the state association newsletters.

4. Do states receive materials that can be distributed to the membership from NOWRA?

Monthly updates to the State groups from the NOWRA office can be used as information to be placed into a newsletter or for board updates. At the same time, a new process is being instituted. The NOWRA Office is formalizing a process to provide electronic or "camera-ready" copy for states' use in their newsletters, and placing a separate location on the website as well. Similarly, requests are made to the states to provide copy and information for the NOWRA *Onsite Journal*.

5. NOWRA has encountered financial constraints recently, are there programs or projects that should be reconsidered or cut back?

In 2005, the NOWRA Board of Directors approved a strategic business plan to organize its program and project efforts. While there are not abundant or surplus funds, NOWRA is not financially constrained. Programs for the past two years have been accomplished and support provided to the states. The NOWRA Board has kept a strict control on the expenses of the organization, and established its priorities at its annual strategic planning sessions. Additional sources of revenue have been implemented, such as the Installer Academy, the SepticLocator upgrade, and the pursuit of federal grants for specific, national applicable projects (i.e., Model Code Regulator training).

continued on page 14

6. National associations should work on national issues i.e., hiring a lobbyist or government relations firm to work with Congress and governmental agencies on programs that benefit "ALL" chapters at the state or chapter level.

NOWRA works on a national basis by attending congressional meetings and providing a presence. At this time, hiring a lobbyist is not in the budget; nor has there been any priority topics identified by either the state leaders or NOWRA's board in which a lobbyist would be needed. Before this action occurs, a national initiative needs to be agreed upon by the States and NOWRA's Board with clearly defined goals that the Association's membership supports. Again, the Model Code Regulator training is one effort to assist states nationally with a highly relevant issue.

7. Should NOWRA change its focus and direction to pursue new goals and objectives to improve financial stability?

NOWRA's Board is making those changes—as has been announced throughout the year—in the onsite journal and at states meetings. Each year NOWRA's Board redefines its goals, priorities, and initiatives, which are intended to ensure representation for all members and financial stability.

NOWRA's SepticLocator.com

<<http://www.septiclocator.com>>

is a new online search directory, from the National Onsite Wastewater Recycling Association (NOWRA). This site is dedicated to providing information resources to the public, septic system owners, policy officials, builders and others who are seeking help about the operation of their system, obtaining information on various products, or have questions about regulations, the permitting process, and where appropriate systems are available and usable in different locations. The site identifies local and state regulators, finding a qualified installer or inspector, as well as reputable NOWRA businesses providing a range of products and services according to zip codes.

The site's unique search functionality also assists septic system owners, buyers, builders and others in the planning process of communities to locate local product suppliers, service providers or individual industry practitioners.



8. How does the NOWRA Election Process and Board makeup occur?

NOWRA's election for director positions is an open process, widely advertised and promoted, specifically to encourage individual applicants as well as state groups to submit a candidate nomination. Encouraging nominations is particularly reinforced in the State Leaders meetings and notices. Information is also placed on the website so that individual members will take advantage of this opportunity to apply to become a candidate. Many of NOWRA seated Board members are in fact representative of their own state association boards.

We thank members for bringing their thoughts and opinions to our attention and sincerely appreciate members' support of our work.

—JERRY STONEBRIDGE, *President*

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Analysis of NOWRA Member Servicing Costs

As state association boards begin their own budgeting process for the coming year, the most commonly asked question is “Where does our money go?” NOWRA’s response to that question is being sent to each of the affiliated state associations, as provided in this following text.

Supporting Association Goals

All of the work that NOWRA as a national organization accomplishes is done to support the professional advancement of its members—both at the national and state levels. In doing this work, NOWRA receives little if any federal grants support its goals. Most of the funding supporting the Association’s work comes from within the industry—by members of all representative sectors. With the exception of the model performance code, private sector donations and EPA grants paid for the needed outside services to complete this project, NOWRA also paid additional “in-kind” costs.

The Process

Each year, an analysis of the programs and work is conducted by the Association through its budgeting process. Changes for the coming year are made based on a priority of identified needs, and a projection of income. NOWRA state leaders are involved in this process. They provide input to Board members about the emerging issues to be addressed and where national support to accomplish work is needed.

Member Service Categories

Categories of member services that are funded by NOWRA include:

- Overall management and administrative support within the headquarters office to support the ongoing work of the board, its committees and the states on behalf of the association.

- Education and training activities that focus on development materials that range from the annual conference, to state programs and publications such as the onsite journal.
- Communications and information funding is directed to NOWRA’s website, the SepticLocator, and responding to the public inquiries and providing member assistance.

Specific Member Services

NOWRA supports its State Groups with services that can keep existing members and recruit new ones through existing programs with the following services, activities, and products.

- Free hosting and technical support services to state websites.
- A centralized online membership directory and state member database.
- Listing all members in the new SepticLocator—an online website directory that is linked with NAHB-RC ToolBase and the National Groundwater Association websites, as well as with the EPA, and MOU organization partners.
- Sponsoring a member Health & Medical Insurance Program.
- Participating in a Business Member discounts program at Office Depot.
- Enabling state access to Directors & Officers liability insurance program.
- Making available to State Associations materials for improving organizations finances and growth: a Membership Retention & Recruitment Manual; Grassroots Legislative Action Plan Guidance and Direction
- Providing organization and financial management support and training sessions, such as conducting strategic planning sessions for state groups.
- Establishing the NOWRA Institutes of Learning to provide method to give

states programs consistency, quality and documentation for education and training program units.

- Providing quality education sessions at the NOWRA Annual Conference and Installer Academy to advance member professional skills and knowledge.
- Developing and delivering Education and Training programs upon request to states.
- Board Members and Officers are available to make presentations and provide materials at annual state conferences and meetings.
- Representation occurs at state & national agencies on issues affecting industry interests.
- A NOWRA Consultant Services on Regulatory Codes is available
- State leaders participate in monthly tele-conference calls to keep current on ongoing issues affecting industry interests.
- Semi-annual workshops and training sessions are scheduled for State Leaders to participate in a program to build and advance association programs and projects.

NOWRA also provides its states leaders with strategic planning and financial management planning sessions, leadership development, and training in membership recruitment and retention. Meetings are held twice a year with the leadership team from the states to define where support is needed to address membership issues and provide administrative support for stabilization. Participation in monthly tele-conferences enable states the opportunity to keep current on activities facing their constituents. In addition, states are provided with copy and information from the national office for use in newsletters and activities.

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Analysis of NOWRA's Revenues & Expenses for Member Services

NOWRA REVENUE SOURCES—2005

In 2005 (as well as into 2006), NOWRA received income from the following sources to manage association programs, projects, and activities that support member services.

Membership Dues 16%
(Both state and individual)

Annual Conference and Installer Academy 50%

Business Benefit Program 12%
(Includes prepayment of exhibit booths and advertising in the conference program and onsite journal for the year.)

Model Performance Code 11.5%
funding (Provided in 2005 from private donations to complete the work of the project as there were no more federal funds.)

Advertising 9%
(Derived from the Onsite Journal, conference program and any other publications—not in the Business Benefit Program)

However, in 2006 membership revenues are currently showing a 10% decrease.

NOWRA EXPENSE CATEGORIES—2005

In 2005, NOWRA's expenses were actually reduced from those occurring in 2004 where member servicing costs were higher.

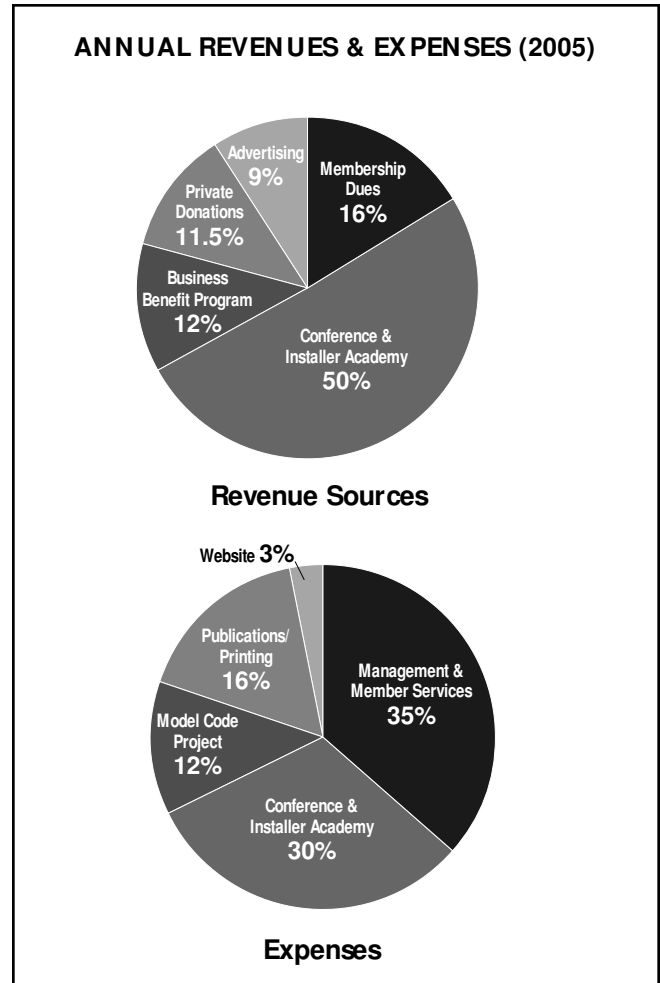
Management & member services for staffing support . 35%
(8% decrease from 2004)

Annual Conference and Installer Academy 30%
(Cost supports program development and management)

Completion the Model Code project 12%

Publications/Printing 16%
(Production the Onsite Journal and other materials such as septic help brochure, homeowner/consumer folders)

Website 3%



MEMBER SERVICES EXPENSES INCREASE IN 2006

In 2006, while overall expenses were reduced, three areas have increased that are directly related to providing member services.

- (1) The investment made in the website to develop the Septic Locator, online member directory and membership administrative program,
- (2) Costs associated with developing new marketing materials for the national association and subsequently use by the states that promote the industry's work, and
- (3) Printing and postage to send information directly to members with instructions to update member profiles on the member directory, septic locator, insurance program, and benefits provided by NOWRA.

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WHAT ARE THE REAL MEMBER COSTS?

NOWRA Membership Dues for individuals not affiliated with a state association are \$140.00 a year. NOWRA member dues through the affiliated state association are \$30.00 per member per year. With the support of the state leaders at their 2005 mid-year meeting, this rate will increase in 2008 to \$40.00 per member per year. But the fees as they exist do not cover all member costs.

Direct expenses associated with member servicing (those that relate to management and member services; education and training; and communications/publications) are used in this calculation as to the real member cost.

Net Loss to NOWRA for Member Service Costs:

2005: -\$16.93/member
(5,676 members)

2004: -\$30.40/member
(4,864 members)

2003: -\$58.40/member
(3,577 members)

National Onsite Wastewater Recycling Association, Inc. 2005 Year-End Financial Statement

As of December 31, 2005

	<u>2005</u>	<u>2004</u>
INCOME/REVENUES		
Annual Conference/Installer Academy	\$314,095	\$236,992
Membership Dues (State/Individual)	100,079	98,267
Business Benefit Program	76,300	62,950
Model Code Donations	70,500	72,020
Advertising	57,873	53,625
Contributions	3,040	676
Publications (sale of folders/proceedings)	1,095	15,345
Interest income	56	43
Grant funding	36	51,349
NCDWP grant	—	5,638
Training and Education	—	<u>4,213</u>
Total Revenues	\$623,074	\$601,118
EXPENSES		
Management/Member Services	\$199,800	\$246,111
Conference	170,732	103,235
Model Code (Staff & Meetings)	69,206	167,988
Publications (production/printing)	32,619	98,527
NOWRA Website	17,388	7,783
Consultants	12,000	
Telephone	9,162	4,659
Accounting	8,436	17,004
Credit card process fees	7,171	6,111
Postage	7,166	7,783
Office Expense (supplies)	5,028	3,499
Education and Information	4,913	8,819
Travel (staff)	4,621	4,532
Insurance	3,151	3,211
State Association (Leaders Meetings)	3,148	5,039
Meetings (Board)	3,096	1,432
Tradeshaw (Display shipping)	2,357	3,370
Marketing	626	175
Depreciation expense	34	
NCDWP pass through	5,638	
Business Benefit Program (start-up)	4,783	
Miscellaneous	-----	<u>602</u>
TOTAL EXPENSES	\$560,715	\$699,885
Change in net assets	62,359	(98,767)
Net Assets at Beginning of Year	(86,796)	11,971
Net Assets at End of Year	\$ (24,437)	\$ (86,796)

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NOWRA & EPA Announce 2007 Model Code Regulator Workshops

NOWRA is pleased to announce the dates for two of four planned 2007 Model Code Regulator Workshops: January 23 and March 11. With funding support from the U.S. EPA Office of Water, these workshops are part of an overall education and outreach program for regulators and policy officials about managing onsite and decentralized systems within a regulatory framework. The workshops are intended to assist regulators and policy officials with understanding how to use the Model Code documents to evaluate, revise, or develop codes governing onsite systems. The workshop also identifies options available and steps involved to accomplish this process. The program includes an overview of the newly adopted documents, entitled the *Model Code Framework for the Decentralized Wastewater Infrastructure*, which will be publicly released in early 2007.

The *Model Code Framework* was written and developed by many onsite regulators who were part of NOWRA's Model Code Committee, some of whom will be conducting the workshops. All workshop participants will receive a CD containing the *Model Code Framework* documents and a workbook containing the Executive Summary and presentation. The Model Code Regulator Workshops are provided at no cost and are open to all state and local government officials involved in onsite wastewater and decentralized systems. Workshops are limited to 40 attendees and the cut-off date is 10 days prior to the workshop date. A Model Code Education and Information web site is being established where all documents produced as well as updates about the ongoing activities will be housed.

SCHEDULED WORKSHOPS

Workshop 1 — January 23, 2007

Location: Hyatt Regency Hotel
401 West High Street, Lexington, Kentucky

Time: 9 a.m. to 5 p.m.

This workshop occurs prior to the Kentucky Onsite Wastewater Association's annual conference.

The registration deadline is January 15, 2007.

Reservations for Model Code Workshop at the Lexington Hyatt should be made under the KOWA/KAMFES Conference in order to receive the special rate of \$75 plus tax.

Workshop 2 — March 11, 2007

Location: Marriott Waterfront Hotel
700 Aliceanna Street, Baltimore, Maryland

Time: 9 a.m. to 5 p.m.

This workshop occurs prior to the NOWRA 16th Annual Technical Education Conference and International Program.

The registration deadline is March 1, 2007.

Registration form on page 19.

LOCATIONS AND HOSTS FOR ADDITIONAL WORKSHOPS BEING SOUGHT

Two additional workshops, which will occur after Workshop 2, are being considered in the following locations: the southeast, southwest, and the Great Lakes. Location selection will be based on the level of interest of these states.

Please contact the National Office to express interest in attending one of these possible locations or as serving as a workshop host.

DRAFT PROGRAM MODEL CODE REGULATOR WORKSHOP # 1 January 23, 2007 Hyatt Regency Hotel 401 West High Street, Lexington, KY

- 8:00 a.m. Registration/check-in, continental breakfast, material distribution
- 9:00 a.m. Opening Welcome, participant introductions—*Richard Otis, P.E., Ph.D.*
 - Program goals, overview of handout materials—how they are to be used
 - Feedback of issues from registration forms
 - Explaining session structure and processes
- 9:30 a.m. Evolution of The NOWRA Model Code and how it is to be used
 - Powerpoint presentation—*Michael F. Corry*
- 10:30 a.m. Break
- 10:45 a.m. Steps involved in the code development process—*Richard Otis, P.E., Ph.D.*
Questions and open discussion
- 12:15 p.m. Break for lunch
- 1:00 p.m. Group reconvenes. Continuation of Steps involved in the process. Additional questions/discussion
- 2:00 p.m. Break-out group; instructions on process. Each group has one case study to address (derived from advanced data)
- 3:30 p.m. Participants reconvene into large group to report out case studies. Limited questions and discussions after all groups report out
- 4:30 p.m. Summary and Recap—The overall role of the regulator in making recommendations about a model code what it should and should not be.
- 5:00 p.m. Adjourn

Registration Procedures

2007 MODEL CODE REGULATOR WORKSHOPS

Date and location of workshop _____

Registrant name _____

Organization _____

Position _____

Mailing address _____

Email _____ Telephone _____

* * * * *

Please answer the following questions. Your responses will assist workshop leaders as they prepare to address specific issues identified by participants.

1. Is your jurisdiction currently involved, or planning to make changes revisions to onsite codes?

No

Yes. If so, when? _____

2. What are the primary changes or obstacles affecting the change revision process?

Political opposition/ lack of interest (i.e. elected officials, homebuilders/realtors, environmental groups, etc.)

Opposition/ lack of interest from onsite industry groups (i.e. OWWS contractors, designers, manufacturers, etc.)

Disagreements among affected groups on specific technical or administrative concepts

Other _____

3. What areas of assistance are needed to make code/regulation revisions?

4. What specific issue or special interests affecting your jurisdiction about onsite regulations and codes would you like to be see addressed at the workshop (check any all that apply):

risk assessment

performance standards

practitioner certification

technology evaluation

practitioner roles and responsibilities

operation and maintenance

inspection and monitoring

soil treatment issues

system designs (prescriptive vs. performance)

state vs. local authority and responsibility

enforcement/compliance

non-residential/community system management

other _____

Please fax completed form to 410/798-5741 or mail to NOWRA, P.O. Box 1270, Edgewater, MD 21037

The 2007 Association Leadership Team has officially begun its work on NOWRA programs and services with newly-elected president, Jerry Stonebridge and Tom Groves, Vice President. While the December Board meeting focused on completing the needed changes to the governance structure of the Association, plans are underway for a two-day spring strategic planning session. This session will address plans for 2008 member services, based on input from a survey of member needs, to be launched in January at the state meetings.

This survey, under the auspices of the State Leaders Committee, will provide data for both the state associations and NOWRA in determining the requested programs or projects

needed by members. The survey is one of the examples of the new direction of Association's work being facilitated by NOWRA's Committees. Under the direction of Tom Groves, NOWRA's Committee work is being restructured to focus on specific goals and planned work for the coming year.

Committees provide essential direction and input to an Association Board on needed programs and activities for its members. YOU too can participate in this work—by completing the committee application form provided on page 21. Members work is the vital energy to giving voice to an association on issues affecting industry interests.

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Manufacturer/Supplier – Term 12/08

Carl Thompson

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Responsible Management Task Force State Leaders Committee

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Washington Onsite Assn
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Technical Practices

Mathew Byers, Chair
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Website Task Force

Ronald Suchecki, Chair
Hoot Systems, Inc.
2885 HWY 14 East
Lake Charles, LA 70607
254-299-0821
ron@hootsystems.com



COMMITTEE APPLICATION FORM

As a volunteer organization, NOWRA encourages members to participate on its working committees, and to support the industry in its leadership role. NOWRA's Committee Chairs are soliciting members to develop work plans and activities. Please provide the following information identified on this form and return it to the NOWRA headquarters. This response will then be given to the respective committee chairs.

Please identify the committee you desire to participate and support in 2006/2007. If selecting more than one, please prioritize.

- Education:** Develops education programs for NOWRA conference & states.
- Conference:** Develops conference program activities & events & supports exposition marketing.
- Communications & Marketing:** Focuses on non-member awareness and promoting NOWRA initiatives, such as the NOWRA SepticLocator.
- Finance:** Financial oversight, benefit programs and revenue enhancement.
- Government & Legislative Relations:** Legislative program support.
- State Leaders:** Programs for state members and benefits.
- Technical Practices:** Produces technical standards, procedures and products.
- Model Code:** Producing regulatory code direction.
- Responsible Management Entities:** Developing an industry program and standard.

Please comment about your willingness to participate on the selected committee(s) and contributions you desire to achieve through this work:

Name _____ Title _____

Company _____

Address _____

City/State/Zip _____

Office/Mobile/Home _____ Fax Number _____

Email _____

NOWRA Membership Number _____

Signature _____ Date _____

Please fax completed form to 410/798-5741 or
mail to NOWRA, P.O. Box 1270, Edgewater, MD 21037



2007 Membership Application

MEMBER TYPE: REGULAR(140/year) REGULATOR* (60/year) STUDENT* (35/year)

*Regulator Members *must* be employed by a federal, state, county or municipal governmental regulatory agency. Student members *must* be enrolled as a full-time student in an onsite wastewater technology related college level course of study. Student member applicants must supply, with their application, a photocopy of their current year full-time student ID card.

MEMBER CATEGORIES: Please check the categories (up to 5) under which you wish to be listed in NOWRA's Online Directory and SepticLocator. Also list two products/services in the blank spaces.

- | | | | |
|---|---|--|---|
| <input type="checkbox"/> Academic/Educator | <input type="checkbox"/> Installer | <input type="checkbox"/> Registered Sanitarian | <input type="checkbox"/> System Designer |
| <input type="checkbox"/> Builder/Developer | <input type="checkbox"/> Laboratory Services Provider | <input type="checkbox"/> Researcher | <input type="checkbox"/> System Inspector |
| <input type="checkbox"/> Compliance Monitor | <input type="checkbox"/> Maintenance Provider | <input type="checkbox"/> Service Provider | <input type="checkbox"/> Tank Manufacturer/Supplier |
| <input type="checkbox"/> Consulting Engineer | <input type="checkbox"/> Operation/Maintenance | <input type="checkbox"/> Site Evaluator | <input type="checkbox"/> Vendor/Product Supplier |
| <input type="checkbox"/> Contractor | <input type="checkbox"/> Operator | <input type="checkbox"/> Soil Evaluator | <input type="checkbox"/> Waste Transporter |
| <input type="checkbox"/> Environmentalist | <input type="checkbox"/> Other Interested Party | <input type="checkbox"/> Soil Scientist | Product/Services: |
| <input type="checkbox"/> Equipment Manufacturer | <input type="checkbox"/> Pumper | <input type="checkbox"/> Soil Tester | 1. _____ |
| <input type="checkbox"/> Government/Regulatory Official | <input type="checkbox"/> Realty/Mortgage Service Provider | <input type="checkbox"/> Student | 2. _____ |

NAME AND ADDRESS INFORMATION

Prefix _____ First _____ MI _____ Last _____ Suffix _____

Title _____

Company Name _____

Address _____

City _____ State/Province _____ Zip/Post Code _____

Telephone _____ Fax _____

Email _____

PAYMENT INFORMATION

Check in the amount of \$ _____ is enclosed. (A \$50 processing fee will be charged for returned payments.)

Please charge my credit card \$ _____ MasterCard Visa

Credit Card No. _____ Exp. Date _____ Security Code (3 digits) _____

Print Name on Card _____

Billing Address _____

City _____ State/Province _____ Zip/Post Code _____

Authorizing Signature for credit card _____

**Please complete this form and either fax or mail it to: National Onsite Wastewater Recycling Association, Inc.
P. O. Box 1270 Edgewater, MD 21037-7270 • Phone: 410-798-1697 Fax: 410-798-5741**

Contributions to NOWRA are not deductible as charitable contributions for federal income tax purposes. However, dues payment may be deductible as an ordinary and necessary business expense. Please consult your tax advisor for more information.

State Leaders Meet with NOWRA Board at 2006 Conference

More than 20 leaders representing the affiliated state associations met with NOWRA officers and board members during the 2006 conference to discuss issues facing the industry and their members. The overall objective was to have a one-on-one dialogue about these various challenges and to begin a process to work together to identify new initiatives and strategies. Participating state leaders included Arizona, California, Colorado, Delaware, Florida, Iowa, Kansas, Michigan, North Carolina, Missouri, Nebraska, Ohio, Tennessee, Texas, Virginia, Washington and Wisconsin. Topics discussed included:

- Committee Representation on the NOWRA Board;
- Clarification of NOWRA's commitment in its mission statement to state support;
- Producing a guidance document for creating State Association Policy and Procedures;
- Implementing the NOWRA Institutes of Learning;
- Understanding how states can use the Model Code;
- Help with building base of membership;
- Legislative initiatives at NOWRA Committee level;
- Improving Communication;
- Where the states fit into NOWRA's strategic plan; and
- Understanding NOWRA's overall finances.

This meeting was the beginning of a dialogue with plans being considered for a 2-day spring retreat to address issues facing the industry and actions to pursue on a national basis.

Who are NOWRA's State Leaders?

They are your current and past officers and board members who are volunteering their time to provide an organization on the local level to provide education

and training programs and industry representation. The purpose in providing this forum is for these individuals to have a supportive network where ideas, experiences and solutions to situations are shared. They spend a lot of time working for their members.

It is also from this group that NOWRA's board members see input and direction on the priority of issues and programs that the Association should be funding and addressing. Each year the group uses its time to address some of these topics. **The next "face to face" meeting for the State Leaders Committee is March 10, 2007, just prior to the start of the NOWRA conference and International Program.** It is also from this group that future Board members and committee chairpersons are

News from the Ohio Onsite Wastewater Association

In August we held our first Onsite Installation Practices Seminar independent from our annual conference. Topics covered included soils, onsite treatment technology and leveling. While this two-day seminar is open to everyone, it is a requirement for installers who want to apply for our Installer Qualification (IQ) Program. The next seminar is scheduled for March of next year.

Several mound system seminars sponsored by OOWA and The Ohio State University will be presented this fall. There is a regulator seminar, designed for the Ohio EPA and local health department staff, in November and a contractor workshop in December.

Our annual conference and trade show will be held January 25–26, 2007 at the University Plaza Hotel and Conference Center in Columbus, Ohio. Two concurrent sessions of educational seminars will be offered, including the NOWRA Onsite Systems and Technology A to Z program. These seminars will provide attendees the opportunity to acquire their Continuing Education

likely to be identified. The current chairman is John Thomas, WOSSA Executive Director. NOWRA is currently looking for a volunteer to serve as the committee's vice chair.

State Leaders Encouraged to Participate in Monthly Teleconference

To keep the communication about topics and ongoing activities current, NOWRA hosts a monthly teleconference—and encourages participation. One of the challenges is selecting a mutually-convenient time—and one suggestion is to also hold an evening meeting. NOWRA needs input on the most convenient time for meeting participation. The next meeting will be held Thursday, December 21. ■

Units. The Trade Show will offer an exposition of onsite wastewater products and the opportunity to discuss the latest in technology with the suppliers.

We are also working on the details of our first Vendors Day, in which attendees will have an opportunity to have some hands-on experience with onsite wastewater products that are available to them. We anticipate this to occur in the fall of 2007.

The Ohio Department of Health worked with Senator Tom Niehaus and a coalition of concerned parties to consider changes to the Sewage Treatment System (STS) rules that were adopted in May 2006. Amendments to these STS Rules were adopted in October with the full set of new STS Rules (Ohio Administrative Code Chapter 3701-29) to be effective January 1, 2007. Look for updates to the STS Program on the ODH Web Site at www.odh.ohio.gov. Information on contractor requirements and product review as well as frequently asked questions concerning the new STS rules is available. ■

2007 State Association Meetings

JANUARY 2007

9–11 **Michigan Onsite Wastewater Recycling Association**
56th Michigan Onsite Wastewater Conference; The Kellogg Hotel & Conference Center, East Lansing, MI. For more information, please call Mike Stephens at 517-339-8692.

18–20 **Florida Onsite Wastewater Association**
Winterfest, 1st Annual Management Conference, Renaissance Village, St. Augustine, FL. For more information, please call 407-830-4381.

23–24 **Iowa Onsite Waste Water Association**
9th Annual IOWWA Conference; Sheraton Hotel, West Des Moines, Iowa. For more information, please visit www.IOWWA.com or call 515-/225-1051.

23–24 **Missouri Smallflows Organization**
11th Annual Conference & Exhibition, Holiday Inn Expo Center, Columbia, Missouri. Pre-Conference Seminar on January 22nd – “Soil as a Treatment Media.” For more information call 417-739-4100 or visit www.mosmallflows.org.

23 **NOWRA/EPA Model Code Regulator Education Workshop**
Hyatt Regency Hotel, Lexington, KY

24–25 **Kentucky Onsite Wastewater Association Conference**
Hyatt Regency Conference Center, Lexington, KY. For more information, please call 859-336-0896.

25–26 **Ohio Onsite Wastewater Association**
Annual Conference and Trade Show; University Plaza Hotel and Conference Center, Columbus, OH. For more information, please call 866-843-4429.

26–27 **Washington On-Site Sewage Association**
11th Annual Conference; Ocean Shores Convention Center, Ocean Shores, WA. For more information, please call 253-297-2837.

26–27 **Wisconsin Onsite Wastewater Recycling Association**
Annual Convention; KI Convention Center, Green Bay, Wis. For more information, call WOWRA at 608-256-7757.

FEBRUARY 2007

Jan 31–Feb 2 **Kansas Small Flows Association**
2007 Annual Conference; Grand Prairie Hotel, Hutchinson, KS. For more information, please call 620-548-2369.

26–28 **Minnesota Onsite Wastewater Association Annual Convention**, Arrowwood Resort, Alexandria, MN. For more information, please call 507-336-8666

14–15 **Nebraska Onsite Wastewater Association**
Convention and Trade Show; The Embassy Suites Hotel and the State Fair Grounds, Lincoln, NE. Please contact is Lee Orton, NOWWA Executive Director at 402-476-0162.

MARCH 2007

4–7 **Texas Onsite Wastewater Association**
Annual Research Conference, Waco Convention Center, Waco, TX. For information, please contact TOWA office at 512-494-1125.

10–14 **National Onsite Wastewater Recycling Association**
NOWRA & IWA 1st U.S. International Program on Decentralized Systems and 16th Annual Technical Education Conference and Exposition; Marriott Waterfront Hotel, Baltimore, MD. For more information, visit www.nowra.org.

26–27 **Ontario On-site Wastewater Association**
2007 Conference and Exhibition. The Deerhurst Resort, Muskoka, Ontario. For more information contact Denis Orendt at 905-372-2722.

Two Minnesota Organizations Reorganize to Form Minnesota Onsite Wastewater Association

Although the *Onsite Journal* has never featured a story about happenings in Minnesota, there is a lot happening here. Since 2003, there have been two organizations in Minnesota. Fortunately, the organizations became a single group in 2006.

The Minnesota Professional Onsite Wastewater Recycling (a NOWRA affiliate since 2003) consolidated with the 30-year-old contractor organization, Minnesota Onsite Sewage Treatment Contractors Association in March 2006. The organization is now called the Minnesota Onsite Wastewater Association (MOWA). This consolidation process took more than a year to complete, and included significant changes to the bylaws approved by its members in March 2006.

Brian McQuestion attended the September 14th MOWA Board meeting to discuss why we should be NOWRA members. The MOWA Board of Directors voted unanimously to recommend NOWRA affiliation for 2007 to its members. The vote will take place at the general membership meeting February 26, 2007 at our winter conference in Alexandria, MN.

MPOWR was organized to form a single umbrella organization to represent all sectors of the onsite industry in Minnesota. MOWA now represents all practitioners, including installers, designers, pumpers, service providers, government officials, engineers, and soil scientists.

MOWA currently has 375 members and is growing. The organization's major work focuses on education and government relations. It holds an annual convention each winter, often with special pre or post-conference workshops. In 2006, two summer hands-on workshops were offered: the first targeted operation, maintenance, and cluster systems while the second seminar focused on advanced soils training for designers and inspectors. MOWA is currently working closely with the Minnesota Pollution Control Agency on major revisions to the state code.

MOWA continuously strives to achieve its mission: “To promote the protection of human and environmental health through professionalism in Minnesota’s onsite wastewater treatment industry.” ■



International
Water Association

PRESENTING THE FIRST
**U.S. International Program
on Decentralized Systems**

Water for All Life

*A Decentralized Infrastructure
for a Sustainable Future*

IN CONJUNCTION WITH
**NOWRA's 16th Annual
Technical Education Conference
and Exposition**

NOWRA is honored to be partnering with the International Water Association (the world's premier international network of water professionals), and the Water Environment Research Foundation for the first U.S. (and North American) international conference on the vital role a decentralized and distributed infrastructure will have in addressing world-wide clean water.

MARCH 10–14, 2007
MARRIOTT WATERFRONT HOTEL
BALTIMORE, MARYLAND USA



An Awakening

Decentralized solutions for the wastewater infrastructure are already occurring and exist as viable market alternatives. However, in order to take full advantage of these systems and achieve overall goals of sustainability, new synergies between communities and natural systems are essential.

This first North American/International program concentrates on how proven advances in decentralized technologies continue to provide greater water quality, and how they are now changing long-held acceptance of practices pertaining to a decentralized infrastructure. It is an opportunity for practitioners and advocates of decentralized technology and distributed systems in the United States to share their experiences and to learn about wide-ranging advances in planning, policy, and regulation occurring overseas.

The planned business exposition features leading North American and international manufacturers and distributors of onsite wastewater treatment products and services. Participants attending the technical education sessions can receive continuing education units (CEU) to support their ongoing professional development.

INTERNATIONAL PLENARY SESSIONS

- **Sustainability Ratings for Water**—Australian homebuilders and engineers collaborate to enhance water sustainability of urban infill developments by rating and certifying localized source, use, treatment, reuse, and disposal options.
- **Green Development and Closed Loop Water Systems**—British Columbia, Canada housing developments and eco-villages incorporate “off-the-grid” principles.

- **Managed Reuse in Commercial Buildings**—Over 2,000 Japanese urban buildings collect and reuse graywater, blackwater, and roof runoff for landscaping and toilet flushing.
- **Watershed Management: Innovative Regulatory and Management Institutions to Protect Ecosystems**—Performance-based approaches to standards and regulations are being developed in Eastern Europe.
- **Integrated Water Resource Management: Cities of the Future**—Cities are demanding water management utilities develop new links to urban hydrology, landscape, green cities and smart growth benefits.
- **Research and Development for Decentralized Systems**—The European Union Water Supply and Sanitation Technology Platform will mobilize funding for research into new and more sustainable technologies.
- **Innovation Strategies**—A UNESCO project in the Netherlands develops collaborative demonstration projects and learning alliances in developed and developing cities.
- **Modular Units and Private Financing**—Indian developers are creating new models for modular water and wastewater treatment units in “off-the-grid” subdivisions and communities.
- **Global Competition and New Markets**—Australian researchers see expanding markets as a driver for innovation and high-tech exports.
- **“Leapfrog” Technology in Developing Economies**—China is beginning to explore decentralized and integrated water systems that have the potential to “leapfrog” over conventional Western approaches.

*It is the hope of NOWRA, the International Water Association, and the Water Environment Research Foundation that the knowledge shared and obtained at this conference will awaken the consciousness and stimulate action among policy officials, planners, educators, regulators, businesses, engineers, public administrators, community & environmental organizations, interested citizens, and developers for the changes necessary to achieve a sustainable, clean-water future — **Water for all Life.***



FIRST U.S. INTERNATIONAL PROGRAM ON DECENTRALIZED SYSTEMS
 NOWRA's 16TH ANNUAL TECHNICAL EDUCATION CONFERENCE & EXPOSITION
 MARCH 10-14, 2007 • BALTIMORE MARRIOTT WATERFRONT HOTEL

Conference Registration Form

Registration will also be online at www.WaterForAllLife.org

Please print all of the following information:

Last Name _____ First Name _____
 Name for badge (if different from first name) _____
 Company/Organization _____
 Street Address _____
 City _____ State/Province _____ Zip/Postal Code/Country _____
 Daytime Phone _____ Fax _____
 email _____ NOWRA Membership No. _____

Full-conference registration includes access to all education sessions and the technical exposition, break refreshments, Exposition Reception (Sunday evening), Monday evening reception, Tuesday's special event, and Conference Proceedings and handouts. Daily registration fee covers the specific one-day access to education sessions and seminars, the Exposition, refreshment breaks, and Conference Proceedings. Spouse/Guest fee includes admission to Exposition Reception, Special Event, hospitality room, and gift.

PLEASE REGISTER ME FOR THE FOLLOWING:

	NOWRA /IWA Member*	Non-Member	Regulator	Student**	TOTAL
FULL CONFERENCE					
<input type="checkbox"/> Early (on or before February 10, 2007)	\$495	\$595	\$395	\$175	_____
<input type="checkbox"/> Regular (after February 11, 2007)	\$595	\$695	\$395	\$175	_____
DAILY CONFERENCE RATE					
<input type="checkbox"/> Early (on or before January 10, 2007)	\$175	\$195	\$175	\$75	_____
<input type="checkbox"/> Regular (after January 11, 2007)	\$225	\$260	\$175	\$75	_____

OTHER FEES (not included in Full Conference Registration fee described in above statement)

Onsite Systems Field Trip—\$125 (includes transportation and lunch) _____
 Spouse/Guest—\$150 (includes admission to Exposition Reception, Special Event, hospitality room, & gift) _____
 Opening Reception, Saturday, March 11, 2007 — \$65.00 _____
 Network Social, Monday, March 12, 2007 — \$75.00 _____
 Special Event, National Aquarium, Tuesday, March 13, 2007 — \$95.00 _____
 I plan to attend *NOWRA Decentralized Systems Overview: A to Z* (No charge. Advanced sign up required.) _____ NC
 Pre-conference Model Code Regulation Workshop (No charge. Advance sign up required.) _____ NC
 Exposition Pass (only access to Exposition Ballroom and Exposition Hall) — \$50 _____
 available at registration desk. ___ Monday ___ Tuesday ___ Wednesday _____

TOTAL \$ _____

*NOWRA Partnering Associations include: The National Association of Wastewater Transporters, the National Environmental Health Association, and the National Groundwater Association, Rural Community Partnership, National Small Flows Clearing House, U.S. Environmental Protection Agency, Water Environment Research Foundation, Rural Community Assistance Partnership, National Association of Towns and Townships, Water Environment Federation.

**Includes NOWRA membership

REGISTRATION INFORMATION

Telephone registrations are NOT accepted. Changes in previously made registrations must be made by email or fax.

After March 1, 2007, registrations are **only** accepted at the Conference.

Cancellation Policy. Registration cancellations must be in writing, and are refundable only until March 1, 2007, but will be charged a processing fee of \$50.00. No cancellations are accepted after March 1, 2007, and no refunds will be given after that date.

NOWRA Membership. If you are not a current NOWRA member* but would like to become one, you may purchase a 2007 membership through your state group or on an individual basis at \$140/year and save on the full conference price! NOWRA individual membership forms are available on our website—www.nowra.org.

*NOWRA membership is held on an individual, nontransferable basis. To register at member rates, you must have a current (2007) membership paid in full. All current members have been sent 2006 membership cards and numbers. To verify your membership, check with your State group or go to the NOWRA website and follow the instructions listed. Student fee includes full conference registration and a student membership in NOWRA through 2007. Students must be attending college or graduate school full-time in a course of study related to onsite wastewater technology.

Mail this form with a check (payable to NOWRA) or fax your registration with credit card information.

NOWRA
 P. O. Box 1270
 Edgewater, MD 21037-7270
 or fax credit-card-paid forms to
(410) 798-5741

PAYMENT INFORMATION

All payments must be in U.S. funds and must be on a U.S. bank, by bank wire transfer or charged to an international credit card. (NOWRA EIN # 593099430)

Enclosed is a check for \$ _____ made payable to NOWRA. (Returned checks will be charged a \$50 fee.)
 Please charge \$ _____ to the following credit card: VISA MasterCard
 Credit Card Number _____ Exp Date _____ Security Code _____
 (on back of card)
 Credit Card Billing Address _____

 Authorizing Signature (required) _____ Print Name _____



What to Expect at the Conference

Participants at this conference and international program can expect to be involved in a series of exciting and stimulating sessions through which they will learn of new initiatives and practical applications for sustainability. You will be challenged to identify the changes needed within your own setting and those necessary to ensure that your environment can provide “Water for All Life.”

The planned events will bring together peoples from around the world to engage in a sharing of knowledge and expertise. Sessions will be structured to stimulate an exchange of practical experiences, research and policy needs.

Given the global challenges and demands for water, we now have the opportunity to take a leadership role and awaken others to become involved in making the changes needed in the way we provide for tomorrow's resources.

Who Should Attend. Anyone involved in making decisions about the water resources, wastewater and stormwater infrastructure.

- Installers
- Consultants, Designers, Engineers, Service Providers/Operators, Soil Scientists
- Land use and environmental planners
- Policy officials
- Educators
- Regulators
- Developers
- Contractors
- Environmental organizations
- Bankers
- Realtors
- Interested citizens

All are welcome to this program—as we all share in the responsibility to ensure that *Water for all Life* becomes a reality.

NEW! Poster Sessions. For the first time, NOWRA will provide an opportunity for presentations to be made in the form of poster displays. If you are interested in displaying a poster at the conference please submit a brief description of the poster contents along with your contact information to CShearin@han-ffin.com. An application form is on the NOWRA website. Upon acceptance, a “preparation guidelines sheet” will be provided that describes the size of the poster display unit and format for producing the materials. Poster presentations will follow the same schedule for setting up and removing materials as the conference exhibits. **Deadline to submit an application for a poster session is January 30, 2007.**

Topics and Themes

NOWRA ANNUAL CONFERENCE

- Management, Assessment and Monitoring of Decentralized Systems within a Watershed
- Applications of Integrated Water Resources Management In Watersheds
- Nutrient Reduction Strategies
- Standards, Regulations and Policies
- Funding, Planning and Regulatory Reform
- Educating and Training the Next Generation of Industry Practitioners
- Wetlands Strategies for Integrated Water Resources Management
- Facilitating a Sustainable Infrastructure of Distributed Systems in the U.S.—What Does It Mean and How Can It Be Successfully Accomplished?
- Innovative Solutions for Decentralized Wastewater Treatment
- Social and Economic Factors of Citizen Involvement in Planning Decentralized Systems: Implementing the Three Basics of Integrating Citizens, Watersheds and Results

INTERNATIONAL PROGRAM—Invited Guest Speakers

- Paul Reiter, *International Water Association*
- Goen Ho, *Murdoch University, Australia*
- Patrick Lucey, *Aqua-Tex Scientific Consulting, Ltd, Kimberley, British Columbia*
- Paul Brown, *CDM Consultants*
- Glen Daigger, *CH2MHill, Consultants*
- Xiaodi Hao, *Beijing Institute of Architecture and Civil Engineering*

Traveling to the Conference

HOTEL & LODGING

The NOWRA 2007 Conference and International Program will be located at the fabulously appointed Baltimore Marriott Waterfront Hotel with views of surrounding Baltimore, the harbor, and all within an easy walk to major top restaurants, Little Italy, and the Gallery Shops at Harborplace. Local attractions and landmarks include: the National Aquarium, historic Fort McHenry, the Baltimore Zoo, Broadway Market, Oriole Park at Camden Yards, ESPN Zone, Federal Hill, Fells Point, the Maryland Science Center, and the Maryland Public Works Museum.

Conference Hotel

Baltimore Marriott Waterfront

700 Aliceanna Street, Baltimore, Maryland 21202 USA

Phone: 1-410-385-3000

Fax: 1-410-895-1900

Toll Free: 1-800-228-9290

Hotel Fact Sheet: <http://marriott.com/property/factsheet/BWIWF>

Other Nearby Hotels

- **Residence Inn Baltimore Downtown/Inner Harbor**

17 Light Street, Baltimore, MD 21202 USA

Phone: 1-410-962-1220

Fax: 1-410-962-1221

Hotel Fact Sheet:

<http://marriott.com/property/abouthotel/default/bwihb>

- **Courtyard Baltimore Downtown/**

Inner Harbor

1000 Aliceanna Street, Baltimore, MD 21202 USA

Phone: 1-443-923-4000

Fax: 1-443-923-9970

Hotel Fact Sheet:

<http://marriott.com/property/abouthotel/default/bwidt>

BALTIMORE AIRPORT

Thurgood Marshal Baltimore-Washington International Airport—BWI

1-410-859-7111 / www.bwiairport.com

Hotel Direction: 12 mi SE

Driving Directions: Take Baltimore/Washington Parkway North, 8 miles to Pratt Street, turn right. Proceed to President Street and turn right. Get into the right-hand lane and proceed straight. At stop sign, go straight. Hotel will be on your right.

Transfer Services Available from BWI Airport

By Bus: BWI Super Shuttle

www.supershuttle.com/hm/cities/bwi.htm • Phone: 800/258-3826

Provides van service between the airport and downtown hotels, every half hour, 4 AM—midnight. Travel time is about 30 minutes; the fare is \$20 for the first person, \$5 per additional passenger. Hotel vans, which operate independently of the hotels, take 30 minutes on average. **Some hotels may provide complimentary limousine service.**

By Taxi: Airport Taxis stand by to meet arriving flights. The ride into town takes 20 minutes; a trip between the airport and downtown costs about \$25. Airport Taxi service is available only *from* BWI; for transportation to the airport, consult a local cab company such as Airport Taxis (Phone: 410/859-1100), Arrow Taxicab (Phone: 410/358-9696), or Jimmy's Cab Co. (Phone: 410/296-7200).

By Train: Amtrak service between the BWI Airport rail station (Phone: 410/672-6167) and Baltimore's Penn Station is available daily at irregular intervals, so call ahead (Phone: 800/872-7245). The ride takes 15 minutes and costs \$13. Maryland Area Rail Commuter (MARC) (Phone: 800/325-7245 or 410/539-5000) trains travel between the BWI Airport and Penn Station in about 20 minutes, weekdays 7 AM-10 PM, at a fare of \$4 one-way; trains leave once an hour. Light-rail train service also connects the airport with downtown Baltimore, Penn Station, and other destinations. The fare is \$1.60 one-way, \$3.20 round-trip, and \$3.50 for a one-day pass; trains run about every 20 minutes. For information and schedules, contact the Maryland Transit Administration: Phone: 800/325-7245 or 410/539-5000 or www.mt Maryland.com.

OTHER AREA AIRPORTS

Washington, DC/National/ Reagan Airport—DCA

Hotel Direction: 45 mi NE

Driving Directions: From Reagan National Airport, Washington DC: Take George-Washington Parkway to I-495 and proceed North to I-95 North. Follow I-95 North to I-395 to Pratt Street, turn right. Proceed on Pratt Street to President's Street and turn right. Get into the right-hand lane and proceed straight. At stop sign, go straight. Hotel is on the right. Estimated taxi fare: \$100 (one way).

Washington, DC/Dulles—IAD

Hotel Direction: 52 mi NE

Driving Directions: From Washington Dulles International Airport: Take the Dulles Toll Road to I 495 North. Proceed on I 495 North to I 95 North. Follow I 95 North to I 395 Downtown Baltimore to Pratt Street, turn right. Proceed on Pratt Street to President's Street and turn right. Get into the right-hand lane and proceed straight. At stop sign, go straight. Hotel is on the right. Estimated taxi fare: \$125 (one way).

ARRIVING BY BUS

Traveling to Baltimore by bus is easy and convenient.

Greyhound Lines (Phone: 800/231-2222, www.greyhound.com) or Peter Pan/Trailways Bus Lines (Phone: 800/237-8747, www.peterpanbus.com). Passengers can arrive at the downtown bus terminal (2110 Hanes St., at Russell St., City Center, Baltimore, MD, USA. Phone: 410/752-7682).

IMPORTANT VISA INFORMATION

The US government requires residents of some countries to obtain a visa before entering the United States. Recent changes to the visa application process have increased the length of time required to receive your visa.

Letter of Invitation

In order to obtain travel visas to attend the U.S. Conference, many U.S. embassies require that an official letter of Invitation is provided from NOWRA. To receive a letter, please send your request to NOWRA Executive Director, P.O. Box 1270, Edgewater, MD; or e-mail it to executivedirector@nowra.org

When requesting your official letter of invitation, please include the following information: Salutation (Mr./Ms./Mrs.) first name, last name, company name, fax number, e-mail address, passport number, passport expiration date. The letter of invitation will be mailed to you within one week of your request.



DRAFT CONFERENCE SCHEDULE

March 10–14, 2007 • Baltimore Marriott Waterfront Hotel

SATURDAY EVENTS March 10, 2007

9:00 am–4:00 pm
NOWRA Board Meeting

SUNDAY EVENTS March 11, 2007

9:00 am–4:00 pm
Model Code Regulator Workshop
NOWRA Committee Meetings
State Leaders Meeting
Consortium Glossary Project Meeting

10:00 am–3:00 pm
Exhibitor Set-up

5:00 pm–7:00 pm
Welcoming Reception in
Exposition Hall

Monday, March 12, 2007—MORNING EVENTS

- 7:00–8:00 am Continental Breakfast—*Exposition Hall*
- 8:00–8:30 am Welcome and Opening Message, *Jerry Stonebridge, Valerie Nelson, and Paul Reiter (Executive Director, International Water Association)—Harborside Ballroom*
- 8:30–9:00 am Sustainability Ratings for Water, *Goen Ho, Murdoch University—Harborside Ballroom*
- 9:00–9:30 am Green Development and Closed Loop Water Systems, *Patrick Lucey, Aqua-Tex Scientific Consulting, Ltd.—Harborside Ballroom*
- 9:30–10:15 am Break—*Exposition Hall*
- 10:15–10:45 am Managed Reuse in Commercial Buildings, *Katsuki Kimura, Hokkaido University—Harborside Ballroom*
- 10:45–11:15 am Watershed Management: Innovative Regulatory and Management Institutions to Protect Ecosystems, *Robert Zvara, Slovakia—Harborside Ballroom*
- 11:15–11:45 am Integrated Water Resource Management: Cities of the Future, *Paul Brown, CDM—Harborside Ballroom*
- Noon–1:30 pm Lunch—*Exposition Hall*

Monday, March 12, 2007—AFTERNOON SESSIONS

TRACK TOPIC	International Session Breakout Case Studies and Discussion			NOWRA Decentralized Systems Overview: A to Z	Innovative Systems	Planning & Cluster Systems
	II	III	IV	V	VI	VII
ROOM	Laurel A & B	Laurel C & D	Kent A, B, C,	Salon E	Salon D	Essex A, B, C
1:30–2:15 pm	Green Building Case Studies FACILITATOR: <i>Goen Ho</i> PANEL: <i>Curtis Sparks, Klaus Konig, and TBD</i>	Rainwater Harvesting and Green Roofs FACILITATOR: <i>Steve Moddemeyer</i> PANEL: <i>Mooyoung Han, Kosrow Farahbaksh, and TBD</i>	Integrated Watershed Regulations and Management FACILITATOR: <i>Ed Corriveau</i> PANEL: <i>Robert Steidel, Ted Gardner, and Patrick Lucey</i>	Introduction & Wastewater Chemistry, <i>Nancy Deal</i>	An Innovative Wastewater Treatment Approach for Commercial and Community Applications, <i>Michel Bolvin</i>	Utilizing GIS & Land Management Data to Assess Small Community Wastewater Needs, <i>Alan Brewer</i>
2:15–3:00 pm				Wastewater Biology & Characteristics, <i>Jan Hyngstrom</i>	Using Drip Dispersal in Imported Soil at Table Rock Lake, <i>David Casaletto</i>	Smart Sewers for Smart Growth Development, <i>David V. Linahan</i>
3:00–3:45 pm	Eco-Sanitation Models and Source Separation FACILITATOR: <i>Kuruvilla Mathew</i> PANEL: <i>Joseph Thanikal, David del Porto, or Daiju Zhang</i>	Innovations in Wastewater Treatment Technologies FACILITATOR: <i>Jerry Stonebridge</i> PANEL: <i>Sherwin Gormly, David Trump, and Hans Huber</i>	Integrated Water Resource Management: Cities of the Future FACILITATOR: <i>Paul Brown</i> PANEL: <i>Ed Clerico, Nick Apostoldis, and Katsuki Kimura</i>	Soils Overview, <i>Randall Miles</i>	Application of the Marshland Upwelling System for Wastewater Treatment, <i>Kelly A. Rusch</i>	Comprehensive Water Resources Planning for Communities with Distributed Wastewater Infrastructures, <i>Brent L. Reagor</i>
3:45–4:30 pm					Fixed Film Pretreatment of Winery Wastewater, <i>Kevin Sherman</i>	A Challenging Cluster System Case Study: Design, Construction & O&M, <i>Michael Brandt</i>
4:30–6:30 pm	RECEPTION IN EXPOSITION HALL					

Tuesday, March 13, 2007—MORNING SESSIONS

TRACK TOPIC	International Plenary Sessions		NOWRA Decentralized Systems Overview: A to Z	Responsible Management Entities	International Research & Case Studies
TRACK NUMBER	VIII		IX	X	XI
ROOM	Ballroom		Salon E	Salon D	Essex A, B, C
7:00–8:00 am CONTINENTAL BREAKFAST IN EXPOSITION HALL					
8:00–8:30 am	Research and Development for Decentralized Systems, <i>Yehuda Cohen, Hebrew University of Tel Aviv</i>		Water Movement, <i>David Lindbo</i>	From Theory to Practice: Applying the USEPA Management Guidelines, <i>Marie Bélanger</i>	Emissions of Persistent Organic Pollutants from On-site Wastewater Systems in Venice, <i>Giorgio Ferrari</i>
8:30–9:00 am	Innovation Strategies, <i>Hans Huber, Huber Technologies</i>			The Development of a Not-for-Profit Sewer Company as a Successful RME, <i>David Casaletto</i>	Case Study of Sanitation and WW Treatment in a National Park in China, <i>Linda Gualke</i>
9:00–9:30 am	Modular Units & Private Financing, <i>Zaini Ujang, University Teknologi, Malaysia</i>		Application of Soil Surveys to Decentralized Wastewater Systems, <i>David Lindbo</i>	Crow Wing County Sanitary Management District, <i>Craig Gilbertson</i>	Onsite Treatment of Kitchen Sink Wastewater Using a Submerged MBR, <i>Aileen Huelgas</i>
9:30–10:15 am BREAK					
10:15–10:45 am	Global Competition and New Markets, <i>Cynthia Mitchell, Institute for Sustainable Futures</i>			Responsible Management of Onsite Wastewater Systems, <i>Anish Jantrania</i>	Heavy Metal Uptake by Silver Beet, <i>Jason Levitan</i>
10:45–11:30 am	“Leapfrog” Technology in Developing Economies, <i>Glen Daigger, CH2MHill</i>		Tanks, <i>Nancy Deal</i>	Business Attributes of Successful Responsible Management Entities, <i>Tom Yeager</i>	Septic Tank Improvements and a Wastewater Treatment Alternative in Vietnam, <i>Nguyen Viet Anh</i>
11:30 am–1:00 pm LUNCH IN EXPOSITION HALL					

Tuesday, March 13, 2007—AFTERNOON SESSIONS

TRACK TOPIC	International Symposium		NOWRA Decentralized Systems Overview: A to Z	Performance Standards for Decentralized Systems	Reuse Policy
TRACK NUMBER	Plenary Session Breakout Case Studies and Discussion		XIII	XIV	XV
ROOM	Ballroom		Salon E	Salon D	Essex A, B, C
1:00–1:45 pm	Case Studies of Basic Research and Small-Scale Treatment Process	Case Studies of Demonstration Projects and Learning Alliances	Case Studies of Global Markets	How Can We Afford Performance?, <i>Richard Otis</i>	Rainwater Harvesting, <i>Chantelle Leidl and Christopher Despins</i>
1:45–2:30 pm	FACILITATOR: <i>Jerry Stonebridge</i> PANEL: <i>Yehuda Cohen, Xiaodi Hao, and Chuck Noss</i>	FACILITATOR: <i>Valerie Nelson</i> PANEL: <i>Lorraine Jubert, Stanley Lazarek, and SWITCH</i>	Aerobic Treatment Units and Media Filters, <i>Jim Converse</i>	Lessons Learned from Charles City County, VA Project, <i>Anish Jantrania</i>	Financial and Technical Constraints of Sustainable Urban Water Reuse, <i>John W. Norton</i>
2:30–3:30 pm BREAK					
3:30–4:15 pm	Case Studies of Research Collaborative and Agenda	Case Study of Demonstration Projects in Sustainable Infrastructure	Case Study: Cleantech: Venture Capital and Sustainability	EPA Demonstration Project Update for Warren, VT: Did the Decentralized Approach Work, <i>Mary Clark</i>	Innovative Wastewater Reuse in San Francisco’s Presidio: Drivers, Benefits, Linkages, <i>Richard D. Pinkham</i>
4:15–5:00 pm	FACILITATOR: <i>Glenn Reinhardt</i> PANEL: <i>Bob Segrest, Stewart Burns, and Hans Huber</i>	FACILITATOR: <i>Patrick Lucey</i> PANEL: <i>Drew Gangnes, Wu Chu, and TBD</i>	FACILITATOR: <i>Steve Moddemeyer</i> PANEL: <i>CleanTech, Debra Coy, and Jay Inslee</i>	Soil Treatment and System Types, <i>Randall Miles</i>	Performance and Reliability of Decentralized Wastewater Infrastructure, <i>Scott Wallace</i>
4:30 pm TREATMENT AND REUSE IN A TOTAL WATER MANAGEMENT CONTEXT					
6:30 pm A SPECIAL WATER EVENT — NATIONAL AQUARIUM IN BALTIMORE RECEPTION					

Wednesday, March 14, 2007—MORNING SESSIONS

TRACK TOPIC	International Plenary Sessions	Reuse	Watershed Evaluations and Planning	NOWRA Decentralized Systems Overview: A to Z	System Performance Evaluations	ASTM Standards
TRACK NUMBER	XVI	XVII	XVIII	XIX	XX	XXI
ROOM	Laurel A & B	Laurel C & D	Kent A, B, C	Salon E	Salon D	Essex A, B, C
8:00–8:45 am	International Wrap Up, <i>Ben Grumbles</i>	Reciprocating Water Technologies for Decentralized Wastewater Treatment, <i>Leslie Behrends</i>	The Efficiency of Green Lake Everglade Restoration, <i>Wenlin Ma</i>	Construction Principles, <i>Sara Christopherson</i>	Alternative Systems for Challenging Sites, <i>Eric Murdock</i>	ASTM International Organization & the ASTM Committee C-27
8:45–9:30 am	PANEL & AUDIENCE DISCUSSION VISION for a Sustainable Future—Projects in the Ground, <i>Goen Ho, Patrick Lucey, Katsuki Kimura, Robert Zvara and Paul Brown</i>	Sustainable, Low Maintenance Disinfection for Onsite Systems, <i>Roger Lacasse</i>	Status of Watersheds in the Goaso District: Sustainable Management Through a Participatory Approach, <i>Sulemana Nuhu</i>		Analysis of Remote Monitored Water Use in a Commercial Facility, <i>Clement Solomon</i>	
9:30–10:30 am	B R E A K					
10:30–11:15 am	PANEL & AUDIENCE DISCUSSION Strategies for Improving and Expanding the Use of Integrated Decentralized Infrastructure, <i>Yehuda Cohen, Hans Huber, Zaini Ujaing, Cynthia Mitchell and Glen Daigger</i>	Case Study: Treated Wastewater Re-Used for Toilets at Ontario Truck Stop, <i>Heather Millar</i>	Participatory Strategies and New Patterns of Exclusion in Rural Water Supply in India: The Case of Kerala, <i>Abhilash Babu</i>	Gravity and Pressure Soil Based Distribution Systems, <i>James Converse</i>	Primary Treatment: Factors That Influence Performance, <i>Victor D'Amato</i>	ASTM International Organization & the ASTM Committee C-27
11:15–Noon		The Performance of a Submerged Attached Growth Bioreactor Coupled with Membrane Filtration for Water Reuse, <i>Phillip Pedros</i>	Cost Analysis of Reclaimed Water Treatment: A Case Study in Beijing, <i>Yajun Zhang</i>		Field Evaluation of Rock versus Chamber Trench Systems in MN, <i>Sara Christopherson</i>	
Noon–1:15 pm	L U N C H B R E A K					

Wednesday, March 14, 2007—AFTERNOON SESSIONS

TRACK TOPIC	Nutrient Reduction Strategies	Reuse	Education, Training, and Certification	NOWRA Decentralized Systems Overview: A to Z	Modeling & Design of Decentralized Systems	Special Panel Discussions
TRACK NUMBER	XXII	XXIII	XXIV	XXV	XXVI	XXVII
ROOM	Laurel A & B	Laurel C & D	Kent A, B, C	Salon E	Salon D	Essex A, B, C
1:15–2:30 pm	Process Control of Nitrification/Denitrification Using Oxidation-Reduction Potential, <i>Michael H. Gerardi</i>	Wastewater Treatment and Recycling in Urban Villages: Western Australian Case Studies, <i>Beth Strang</i>	Septic Tanks and Drainfields, an Engineering Perspective, <i>Steve Branz</i>		Modeling Beneath Drainfields: Implications for Groundwater Mounding and Nitrate, <i>Brian Davis</i>	Design of Organic Waste Management Using Vermiculture MODERATOR: <i>Jaja Nair</i>
2:00–2:45 pm	Phosphorus Removal for Decentralized Applications, <i>Remy Newcombe</i>	Development and Demonstration of an In-house Water Reclamation and Reuse System for Large Institutions in England, <i>Suresh Surendran</i>	Speaking the Same Language: An Update on the CIDWT Glossary, <i>Nancy Deal</i>	Pumps and Controls <i>Mark Gross</i>	Modeling the Effects of On-Site System on Nitrogen Loading to Surface Waters, <i>Mengistu Geza</i>	PANEL: <i>Kuruvilla Mathew, Robert Hughes, and Goen Ho</i>
2:45–3:00 pm	B R E A K					
3:00–3:45 pm	The Influence of Soil Characteristics on Denitrification Rates: Literature Review and Analysis, <i>Maria B. Tucholke</i>	Case Study of Subsurface Wetlands as Wastewater Treatment and Recycling Options, <i>Beth Strang</i>	Admin of Massachusetts' Onsite Wastewater Training and Certification, <i>Thomas Groves</i>	Operations & Maintenance, <i>John Buchanan</i>	Modeling Performance of a SSF Constructed Wetland Using Fuzzy Logic, <i>Wayne Waldt</i>	On-site Bacteriological Testing of Drinking Water MODERATOR: <i>Kuruvilla Mathew</i>
3:45–4:30 pm	A Sustainable Approach Towards Rural Development: EcoSan Toilets in Nepal, <i>Regmi Megha</i>	Onsite Wastewater Reuse System for Manufacturing Development in Rural Ohio, <i>Howard Wingert</i>	SE MN WW Initiative: Small Community WW Treatment Assistance, <i>Doug Malchow</i>		Integrated Design Principles for Sustainable Wastewater and Stormwater Management, <i>Beth Fogleman</i>	PANEL: <i>Jaja Nair, Goen Ho, and Mark Sobsey</i>

Thursday, March 15, 2007

7:30 am–4:00 pm — Tour Offsite • 1:00–4:00 pm — WERF Research Meeting



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Build a Better Bean Team

By Ellen Rohr

The following story is true. The names have been changed to protect the innocent. If you think this story is about you . . . you are probably right.

THE MARTYR AND THE INTIMIDATOR

Leslie is the owner of a roofing company, a business she inherited from her father. Back in the day, her father managed a small crew and operated with handshake-contracts and stacks of cash. Now that her dad has retired, ambitious Leslie sees a different future. She wants to grow her company so that she can make a fortune . . . and provide career opportunities for her beloved team. And she wants to build on her (and her father's) reputation for taking great care of her customers.

Leslie called me one day, after reading one of my articles. She described the vision she has for her company and her intent to build an empire. In response to my questions, she shared that . . .

- She knew how much she had in Accounts Receivables, but only saw financial statements once a year . . . at tax time.
- She didn't understand how the financial statements related to what she did every day . . . sales, payroll, materials . . . so she pretty much ignored the reports anyway.
- She knew that she was in debt . . . but wasn't sure how much. She just secured another line of credit to keep the cash flowing.

Sigh. I confronted Leslie about her lack of financial literacy. "It's your company and your assets on the line. You need to KNOW. Tell me who is in charge of the accounting at your company."

For the last fifteen years, her mom has been the Bookkeeper. Mom does the books as "a favor" to Leslie. She

works 40 plus hours a week but nothing is ever really finished or ready for Leslie to look at, so Les has quit asking for day-to-day financial information. Everyone else in the office avoids Mom, who seems to have a different set of rules from the rest of the team. While Mom is responsible for paying bills, who she pays and when is a mystery. Once, when Stan the warehouse man had a question about his paycheck, Mom flew out of the office sobbing, "And THAT'S the thanks I get?" It took Leslie three apologetic phone calls to woo her back.

At the end of the year, Mom hands whatever it is that she assembles for financial information to a fellow named Art. Art is an Accountant who files the tax return. Leslie has asked Art for help understanding the balance sheet and income statement he prepares for the return. She called and set up an appointment to meet with him. His secretary scheduled a date to meet . . . in six weeks. At that meeting, Art leaned over his massive mahogany desk and patted Leslie's hand. "You worry about running the business. I'm a professional. I will take care of the accounting," he said dismissively . . . then escorted her to the door. For the money she pays him to be treated like this? He is ripping her off!

Martyr Mom is holding Leslie back. Art the Intimidator is holding her hostage.

I advised Leslie to fire both of them.

"But, then what?" Leslie sputtered in response to my suggestion. "Where do I find another Accountant? Who else would I trust with my money? Where do I start? And, by the way, my mother will disown me."

Leslie asked me to help her get a handle on her financial situation.

"I can do that. I can help you get to a known financial position. I can create a clean, accurate set of financials for you. However, to build an empire, you must learn to do that yourself. You must build a team of financial pros who will help you get timely, accurate data . . . in a format you understand . . . so that you can make good business decisions.

"And, Leslie, your mom will get over it."

Here's what I shared with Leslie about developing her financial team:

Start by defining *who* is responsible for *what*. Create Financial Position Descriptions. Here is a list of the basic responsibilities for each of these positions.

THE BOOKKEEPER

The Bookkeeper is responsible for day-to-day data entry into the accounting system.

- Invoices/Accounts Receivables
- Deposits
- Bill Paying/Accounts Payable

Action

- Bookkeeping should be done in-house. It is just not that hard to do! 90% of accounting is entering invoices, making deposits and paying bills. Do these functions in real time in your accounting system. No sense in doing them and having an outside Bookkeeper re-do them.
- Bookkeeping is a PART TIME position unless your company is very large. Come on! How many calls does your company run a day? How long does it take to enter 10 invoices? Apply 10 payments and assemble one deposit? Pay five or six bills?

- Bookkeeping needs to be up to date. At the very least, all information for the previous week should be entered and accurate by the following Wednesday.
- The Customer Service Rep (CSR) or Dispatcher can help with bookkeeping duties. For instance, the Dispatcher could be responsible for entering Payables. The CSR can enter Invoices. This also adds system protection, because not just one person is responsible for all the accounting or all the money transactions.

THE CONTROLLER

The Controller is responsible for assembling the financial reports on a weekly basis.

- Assembles the financial reports.
 - Balance Sheet
 - Income Statement
 - Any other financial reports you require or request to help you make good management decisions.
- Assembles Payroll information.
 - Calculates commission and bonuses.
- Verifies the balance sheet accounts—monthly.
- Balances the bank statements—monthly.
- Checks for and fixes bookkeeping errors.

Action

- This is a very part time position. Perhaps just a few hours a week. This person could be in-house, or a sub-contractor who comes to your shop once a week.
- Use a Payroll Service, like ADP or Paychex. They do a great job. Then, the Controller can make the journal entries from the Payroll Services reports.
- The Controller duties are often neglected in a small shop. These responsibilities fall into no-where-land.

Take responsibility for these functions yourself if they are not being done well. Then, you can hand the duties off. Get the Controller responsibilities handled and take note of how your decision-making improves!

THE ACCOUNTANT

The Accountant is primarily responsible for state and federal tax compliance. A good Accountant gives appropriate tax advice, and helps you manage your company to your best tax advantage.

- Prepares the tax return.
- Prepares monthly, quarterly, and yearly-required tax reporting and payments.
- Creates the depreciation schedule.
- Helps manage assets, accounts for the sale or purchase of assets.
- Checks the Controller’s reports for accuracy and tax implications.

Action Step

- Look for an Accountant who is excited about helping you develop in-house accounting systems. He or she should be willing to train your Bookkeeper and Controller, or offer the help of someone on his or her team to help in that capacity.
- There is NO room in your life for a bossy, arrogant, know-it-all, too busy for you Accountant.

THE FINANCIAL PLANNER

The Financial Planner works with you to help you achieve your long-term financial goals.

- Reviews your personal and company goals, financial reports and makes recommendations for asset management.
- Helps you create end game opportunities—for selling or transferring ownership in your business.

These Position Descriptions briefly outline the responsibilities, what needs to be done, by you and your financial professionals. Now, this does NOT mean you need four separate people. Here are a couple of possible financial team rosters.

Option 1

- A Bookkeeper who performs Controller duties.
- An Accountant who helps with financial planning.

Option 2

- A Bookkeeper.
- An Accountant who performs Controller duties.
- A Financial Planner.

Option 3

- A Bookkeeper
- YOU perform the Controller duties.
- An Accountant.
- A Financial Planner.

* * *

NONE of these professionals relieve you of the primary stewardship of your company. Your assets are on the line. You have to pay attention. A good financial team can help you make good decisions. You direct them . . . they don’t direct you.

Be sure to have at least two people on the financial team. Be sure to document each procedure in writing. This way you are imposing structure, accountability . . . and a system of checks and balances. You will protect your assets, and keep your company safe from embezzlers. And, you will keep your financial team safe from suspicion.

And you will never be held back or held hostage again.

continued on page 36

Building a Better Bean Team *(continued)*

NOW, WHERE TO FIND THEM...

Once upon a time, I wrote an article for P&M called "How to Shop for an Accountant." You can find it in the archives at www.pmmag.com

Below are some ideas for finding your Best Bookkeeper! Or your BEST Bookkeeper/Controller. Of course, you will follow good human resources procedures for recruiting and hiring. This is an informal checklist of the things I look for.

Winning characteristics of a Bookkeeper/Controller:

- She loves crossword puzzles.
- He unconsciously straightens the items on your desk.
- She is impeccably neat. A messy Bookkeeper is an oxymoron.
- He is young at heart.
- She is a Virgo or a Libra. If you buy into astrology indicators.
- He has good relationships. . .with family, friends, significant other. Several ex-wives and the attendant emotional baggage are not good indicators.
- She is a non-smoker. ALWAYS have a non-smoking office.
- He takes it personally when the bank reconciliation is out of balance. It

will work at him like a flea on a dog until he gets it figured out.

- She loves Microsoft Excel.
- He is a good cook. There are lots of similarities between cooking and accounting: The importance of measuring. Attention to order and process. Quick response to mistakes.
- She is kind, enthusiastic and had a nice voice. After all, this person is going to have to put on the CSR hat at least once in a while.
- When you ask, "Could you . . . ," he replies, "Yes, I can."
- She focuses on a task. She can enter a stack of payables without getting up even once.
- He drives people crazy with his attention to detail. He will drive you crazy at times, too. You may need to say, "I get it that it would be more accurate to take the sales accounts to the fourth decimal place. I am fine with whole numbers. It will be ok." Better to have to "round off" the edges than work with someone who is sloppy.

Where to look . . .

- **Recruit new moms.** The untapped resource of valuable professional skills lies with women who choose to work part-time or from home

* * *

I went through this process myself when I realized that we weren't making any money and no one was going to figure out how to fix that for me. It was MY responsibility. I found a great financial team AND I learned enough about finance and accounting to understand how good my team is! Finding the right financial team to help you build your empire may appear to be a daunting task. Take heart and take my advice: Do NOT put up with a weak financial team. Fire them! Learn to do the duties yourself if you must. Do NOT be held hostage. Know there are people out there who LOVE bookkeeping and accounting and determine to find them. After all, you are building an empire. What a great game to play! They will be honored to join your team.

Do you recognize yourself in this article? I thought you might.

Give me a call at 417.753.1111 if you want to talk about how to create a winning financial team . . . and for what to say when you fire your mom.

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because they have young children. These moms value flexibility even more than money. Remember, all these financial positions are part-time. Also, new moms are great multi-taskers. What they can get done in an hour is astonishing.

- **Develop the skills of someone who works for you.** For the Bookkeeper and Controller duties, you do NOT need a degreed accountant. Is there someone on your team who has some of the characteristics listed above? Talk to him or her about expanding his or her role at your company by taking on accounting duties. You can learn accounting and financial management skills together.
- **Be non-discriminatory in your recruiting and hiring.** Look for folks that others may overlook. Physical disabilities are not a problem in these positions. I recently met a passionate bookkeeper for a big outdoor goods retailer. This woman was born with only two fingers. She loves her job and I bet she is great at it!
- **Ask your Accountant and/or Financial Planner to recruit for you.** They know people who know people. Put the word out.

New standard specification provides flexible sealing and eliminates infiltration and exfiltration from pipe entry.

ASTM Committee C27 Approves New Standard Specifications for Sealing Pipes Entering On-Site Treatment Tanks

Fort Wayne, IN, October 2006 — Following two years of development, peer review, and balloted revision, Subcommittee C27.30 has approved and published the first ASTM Standard written specifically to address the sealing requirements of pipe entry into on-site (septic) treatment systems. Designated C 1644-06 “Standard Specification for Resilient Connectors Between Reinforced Concrete On-Site Wastewater Tanks and Pipes,” the Standard Specification addresses the unique

requirements for permanent, flexible, watertight sealing of pipe entry into on-site tanks, including:

1. Minimum material requirements for all components.
2. Performance requirements demonstrating sealing at a minimum 5 psi hydrostatic pressure (11.5 foot head) against both infiltration and exfiltration in each of three conditions:
 - a. Pipe in straight alignment
 - b. Pipe with shear load of 50 lbs/inch diameter
 - c. Pipe at angle of at least 7 degrees
3. Testing of each outside diameter and pipe type for which the connector is recommended.

Engineers, specifiers, sanitarians, and tank manufacturers can incorporate this new Standard Specification to upgrade their local requirements in keeping with the move toward improving watertightness of on-site systems. Copies of the Standard Specification may be obtained from ASTM International, 100 Barr Harbor Drive, P. O. Box C700, West Conshohocken, PA 19428-2959, or at phone 610-832-9585 or fax at 610-832-9555. Questions about the Standard Specification may be addressed to Mike R. Miller, above.

Infiltrator® Systems Inc. Hires Kent Taylor as Regional Regulatory Consultant

Old Saybrook, CT, December 2006 — Infiltrator Systems Inc. recently hired Kent Taylor as a Regional Regulatory Consultant in their Science and Government Affairs Department. In his new role, Mr. Taylor will be responsible for regulatory and technology transfer initiatives in the southern United States.

Most recently, Mr. Taylor worked for the Tennessee Department of Environment and Conservation as Division Director. He was employed by the Tennessee Department of Environment and Conservation for more than 20 years and participated in a grant proposal which created a statewide onsite sewage training center in conjunction with the University of Tennessee and TVA. Mr. Taylor was also instrumental in creating a statewide web-based reporting system to track onsite systems, and continued to be involved with Tennessee’s onsite experimental program.

2007 Advertising Contract

Payment and copy are due by the Copy Deadline date for each issue. This contract is not subject to cancellation after the date of the copy deadline. The advertiser is responsible for furnishing final files, along with proofs, prints, and copy for the aforesaid advertisement(s) by the deadline dates specified. NOWRA hereby reserves the right to reject advertising copy furnished by the advertiser under this contract.

The preferred format for ads is a "300 dpi CM YK tif" file. Hard copy is also accepted, but note that the quality of scanned ads may not be as crisp as the original. Questions on the specifics of an ad should be addressed to NOWRA at 1-800-966-2942. All ad copy should be sent to the NOWRA Headquarters Office, P.O. 1270, Edgewater, MD 21037 or emailed to bhammersmith@hanifin.com.

I (we) do hereby authorize the National Onsite Wastewater Recycling Association (NOWRA) to publish our advertisement(s) as indicated. It is agreed that no other understanding exists except as specified in this contract.

Company _____

Contact Person _____

Phone _____

Fax _____

Email _____

Address _____

City _____ State _____ Zip _____

Total Amount Due \$ _____ (Subtract \$100 for 4-issue commitments, if paid in full by January 30, 2007)

Bill Company Check Enclosed Bill Credit Card: Visa Master Card

Credit Card Number _____ Exp Date _____ / _____

Security Code on Back of Card _____ Name on Card _____

Billing Address for Card: Name/Company _____

Address _____

City _____ State _____ Zip _____

Authorizing Signature _____

NOWRA's *Onsite Journal* is one of the core benefits to both advertisers and the membership. Through this publication, we promote NOWRA's work as well as the products for which vendors and manufacturers place ads. The *Onsite Journal* reaches: regulators and policy officials throughout the U.S. who make decisions on wastewater infrastructure; installers, pumpers, contractors and those in the building and development industry. The 2007 publication themes and rates are listed below. Advertisers are also encouraged to submit articles of interest and new product promotions. The *Onsite Journal* is posted on NOWRA's website and NOWRA receives requests for additional copies of the newsletter each issue it is produced.

Issue	Theme	Copy Deadline
Winter	Installer Training—2007 Conference Registration	January 14, 2007
Spring	Maintenance & Management—2007 Conference Registration	April 8, 2007
Summer	Technology & Water Quality—2007 Installer Academy Registration	July 15, 2007
Fall	Education & Communication—2008 Conference Registration	October 24, 2007

AD SIZES AND RATES				ANNUAL (4 ISSUES)	X TO ACCEPT
PAGE SIZE	FORMAT	SINGLE ISSUE	ISSUE*	ANNUAL PAYMENT**	
Full page (7.5 x 9.75)	Black & White	\$1,125		\$4,200 (savings of \$300)	
½ Page (7.5 x 4.875)	Black & White	\$800		\$3,000 (savings of \$200)	
¼ Page (3.625 x 4.875)	Black & White	\$480		\$1,800 (savings of \$120)	
Business Card (3.5 x 2)	Black & White	\$190		\$720 (savings of \$40)	
Full Inside Front Cover (7.5x9.75)	Full Color	\$1,650		\$6,200 (savings of \$400)	
Full Page (7.5 x 9.75)	Full Color	\$1,350		\$5,100 (savings of \$300)	
½ Inside Front Cover (7.5 x 4.875)	Full Color	\$1,125		\$4,200 (savings of \$300)	
½ Outside Back Cover (7.5 x 10)	Full Color	\$1,275		\$4,800 (savings of \$300)	
½ Inside Back Cover (7.5 x 4.875)	Full Color	\$1,125		\$4,200 (savings of \$300)	
½ Page (7.5 x 4.875)	Full Color	\$900		\$3,350 (savings of \$250)	
¼ Page (3.625 x 4.875)	Full Color	\$650		\$2,400 (savings of \$200)	
Full Inside Back Cover (7.5x9.75)	Full Color	\$1,650		\$6,200 (savings of \$400)	
Centerfold Spread	Full Color	\$3,000		\$11,200 (savings of \$800)	

*For a single-issue advertisement, please write the Issue month in the Issue column.
 To prepay for all four (4) issues place an **X in the column to the right of the Annual Payment column.
 Four-issue commitments paid in full by January 30, 2007 will get an additional \$100 taken off the price.



P.O. Box 1270
 Edgewater, MD 21037-7270
www.nowra.org
 800-966-2942
 410-798-1697
 410-798-5741 (fax)



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Loren Masten, Masten Contracting,
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Warren Pearce, Pearce Construction,
North Reading, MA



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Jim Tyack, Bakersfield, CA



"Repairing with the Quick4 Standard chamber is an ideal situation. It's so much easier than using gravel and allows me to install more systems in a day."

Dave Ritchie, Zaring Septic & Drain Service,
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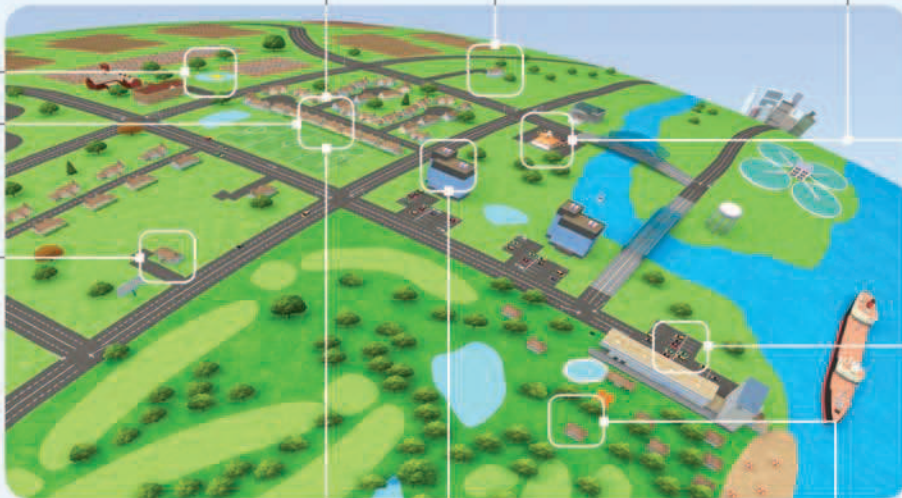
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Innovative wastewater screens for primary solids filtration. Simple installation and easy cleaning with no removal required.



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Bio-Microbics is a maker of innovative, affordable and reliable equipment for use in solving the growing challenges of the world's environmental problems. Meeting these challenges requires new ways of looking at old problems. At Bio-Microbics, we believe the innovative use of basic components, which are universally adaptable and based on proven technological principles, is an important part of a sustainable future for the planet.