

## Industry News You Can Use

### Cold Weather Practices and Tips Designed to Avoid Issues

By Kevin Stange

With the cold weather upon us, this would be a good time to reflect on the maintenance of septic systems during the winter months which can bring challenges to installers who may not necessarily realize the importance of maintaining their septic systems on an annual of timely basis. Add the fact that many homeowners have been home working from home given the pandemic and are using the septic system more which can add to additional maintenance issues which can create problems for you as the licensed contractor.

As a contractor you are contacted for various issues such as pump replacements, float replacements, freezing issues and backing up of effluent due to filters being plugged. Be diligent when your onsite to verify the remainder of the septic system components are in working condition. If replacing a pump, for instance, go through the additional steps to verify the septic tank is at normal operating height, filter is clean, floats and alarm are working as intended. As you know, a plugged outlet filter with obstructions will slow the flow out of the tank and allow the cold weather to freeze the outlet side of a septic tank during very cold conditions. Obviously, this is dependent upon the depth of the tank, whether the manhole riser is vented over the filter and depth of the frost given the location of the State and cold temperatures. Not many homeowners clean their filter in the spring and fall and most rely on the pumper to clean the filter on the three-year maintenance cycle. Many of you already have experienced plugged outlet filters which inevitably has caused backups in the residence or ground surface discharges because of poor maintenance practices.

Many times, I am asked by homeowners whether it is a good practice to pump a tank component going into the winter months. I tell them if this is a full-time residence, there should be no issues as the tank or tanks will fill up within a couple weeks and be at normal operating height and functioning properly. I also stress to them that the bacteria left in the tank will be satisfactory to maintain the heat and biological activity to resist freezing or functionality of the tank component. Many owners feel they need to add something into the tank as an additional food supply to kick start activity. Dead chicken, yeast and other old practices have cause confusion among some new owners as to the physical properties which take place in breaking down of solids in the septic tank. I explain no items need to be added to your septic system, normal day to day activities from the household is sufficient.

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### Contact Us:

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info@wowra.com  
www.wowra.com

For those installers who may have just installed a septic system for a property owner who may have just constructed a new residence over the fall months and expect to move in over the winter, please keep this in mind. During the construction of the home, contractors may use the facilities to clean drywall equipment, paint brushes, paint guns and general cleaning prior to moving in. Have the tank components pumped once the family moves in. This will remove any contaminants, and grey water which may be dosed into the absorption field and have the potential to freeze. With the lack of bacteria in the waste stream, grey water has more of a potential to freeze with in the absorption system. Couple this with very little vegetative cover (depending upon the installation date) on the absorption field or fresh fill which can be susceptible to frost penetrating through to the absorption system given the type of winter we may be instore for.

These are all good common-sense approaches to avoid issues later which most homeowners may not realize, keep in mind, you're the professionals for hire. Let's hope it's a mild winter and many of you can play a little catch up.

## WOWRA Nominations & Annual Meeting

The Annual Meeting of the Wisconsin Onsite Water Recycling Association will be held as follows:

**WOWRA Annual Meeting**  
**Friday, January 15, 2021**  
**11:30 a.m. – 12:15 p.m.**  
**Zoom Meeting**

*Note: Annual Conference registrants will be emailed the link and password for the meeting in advance. For those not attending the Conference but wishing to attend the Annual Meeting, please contact the WOWRA office at [jane@assocmgmtservices.com](mailto:jane@assocmgmtservices.com) to register. Voting is limited to those members who are current (paid for 2021) at the time of the meeting.*

The terms of the following Directors expire:

Todd Stair (Herr Construction)  
Brendon Reichard (JR's Excavating)  
Shea Geffert (Blakeslee R.S. & S.T.)

Directors are elected to two-year terms.

If you are interested in a Board position, please contact the WOWRA office or our current President, Mark Wieser, to learn more about Board service and the election process. While nominations can be made from the floor during the Annual Meeting, we appreciate advance notice of your interest so that ballots can be prepared that include the names of all announced candidates.

# WOWRA Legislative Update

By George Klaetsch, WOWRA Governmental Affairs Contract Counsel

## Post-Election Results Lead to Legislative Focus

December brings the traditional two-year transition from campaign and election results to the identification and targeting of our state elected legislators and how they will impact the POWTS professionals and septic trades industry for the next two years. The best way to analyze our threats and opportunities as an industry is to take a quick look back to the previous session.

In 2019-2020, the Assembly Speaker created the Water Quality Task Force. The Task Force researched and subsequently drafted and introduced a package of 13 policy proposals to address Wisconsin's current ground and drinking water issues. Of the 13 legislative proposals, one focused entirely on POWTS regulation and assistance (Assembly Bill 791 / Senate Bill 710). While both bills passed almost unanimously through both Assembly and Senate Committees and passed unanimously in the Assembly; COVID-19 struck and canceled the Senate's final floor period in March 2020; and the bill was not taken up. Our industry and its primary legislation of interest was not alone, as all 13 Speaker's Water Quality Task Force bills did not pass the Senate in 2020 and will need to be re-introduced during the 2021-22 legislative session.

During the 2021-22 legislative session, the WOWRA will primarily focus on this current priority:

Passage of POWTS Water Quality Task Force legislation in budget or general session

## Passage of POWTS Water Quality Task Force Legislation

WOWRA staff will continue to build on the momentum necessary to pass in-part or whole the following bill that accomplishes the following:

Provides DSPS with two full-time project equivalent positions, funded by program revenue for the purpose of conducting sanitary permit application and plan review; evaluating variance requests; and carrying out other responsibilities under the POWTS program.

Delays the sunset for the WI Fund program until June 30, 2023

Requires DSPS to prepare literature describing

the eligibility for a residence to receive WI Fund grant resources and to distribute this literature to counties. Counties are then required to distribute the literature to recipients of public benefits. There has also been an amendment introduced by the bill authors to require DSPS to fund a septage characterization study through the UWSP College of Natural Resources. The amendment does not include funding for the study.

While the WOWRA priority legislation was uniformly supported by almost all state legislators, getting the POWTS Water Quality bill passed in 2021-22 will not be an easy task, given the current and likely future COVID-19 fiscal implications in Wisconsin. The Wisconsin State Budget could be the most difficult to pass in decades. According to a recent Wisconsin State Journal news article, "the road to enacting Wisconsin's next two-year spending plan could be marred by the most arduous budget deliberations in recent memory as officials face a potential gap of a few hundred million dollars and ongoing challenges stemming from COVID-19. With a possible nearly \$400 million shortfall for the 2021-23 budget, the highest structural deficit in recent years, that could leave Wisconsin dipping into its reserves or finding other ways to make it up. Complicating matters is the uncertainty surrounding the ongoing coronavirus pandemic and the current state of divided government. While officials faced past major shortfalls in 2009 and 2011, the report notes, those were addressed in years when Republicans controlled the governor's office and both chambers of the Legislature. The \$373.1 million anticipated shortfall for the upcoming biennial budget is based off the requests submitted by state agencies this fall. But that figure grows quickly if lawmakers approve additional funds for K-12 or higher education and other programs."

I realize the 2021-22 legislative session will create additional legislative and regulatory opportunities and challenges that will require time and attention. However, as we transition through the holidays and turn our attention to the upcoming session, I am acutely aware of the utmost importance to pass this POWTS-related package and will keep membership updated of WOWRA's progress on legislation affecting the industry.

# Predicting the Future...

By Jeffrey J Beiriger, WOWRA Executive Director

Let's start with the obvious. None of us expected to be in this place a year ago. None of the predictions for 2020 included a global pandemic, yet here we are. We were unprepared, but we adjusted....

Frankly, most of the predictions about 2020 were wrong. Many of them were *made* wrong by the pandemic, but a lot of them – especially the ones made more than a few years ago – were way off base!

For instance:

- The letters *c*, *x*, and *q* would no longer be part of the alphabet.
- Families wouldn't have two cars in their garages, but a car and a helicopter.
- Both telepathy and teleportation would be possible and commonplace by 2040.
- Nobody will work and everyone would be rich thanks to machines doing the work. The predicted income of families for doing essentially nothing was \$30 to \$40 thousand dollars in 1966 values. Today's value, north of \$300,000.00 a year!
- Vacuum cleaners would be nuclear-powered.
- The mail will be delivered by guided missile.

I know, it sounds kind of crazy, but consider all of the things that weren't predicted that are making our life very different today – with smartphones, cloud technology, and the Internet topping the list.

The predictions made at the end of 2019 may have seemed more certain – the economy, the presidential and congressional elections, the Olympics, and even the winners of the major sporting events. Everything was turned on its head....

But you know this, of course. You lived through it, and friends, that's something! There's still more road ahead, but we've kept moving forward. Celebrate a little!

A year ago, I'd never heard of Zoom. I knew about Skype, but had used it mostly for making voice-over-Internet phone calls and not for video conferencing or sharing documents. Today, I'd consider myself better than average for using it and I've spent hundreds of hours on video conferences.

Do I miss that face-to-face interaction? Absolutely. Video conferencing isn't about replacing face-to-face, it's just one tool available to us for meeting. Right now, it's a pretty valuable tool. It's frustrating having to turn a screw with a butter knife, but if you don't have a screwdriver available, you adjust. You adapt....

In time, we'll be back together and doing face-to-face meetings and trainings. And when that time comes, we won't put Zoom on the shelf. It's a valuable tool and, frankly, it's much better than using a butter knife as a screwdriver. Video meetings will have their place because they save time and money, mostly related to travel. So, where video isn't as good in some ways, in others, they might be better. Going back to my analogy, think more in terms of slotted and Phillips screwdrivers. It's probably better to have both available for when the job demands it than to rely solely on one or the other. The end goal – attaching one thing to another – is the same, but a different tool may be needed.

So what's our end goal with a virtual conference and other programs this year? To use the tools available to us to fulfill one of our primary missions – to provide high-quality educational experiences for our members and the industry. Check out the lineup for our Joint Winter Conference and our POWTS Evaluator training and you'll see what we mean. And there's more to follow in early 2021 along with our in-person trainings too...

So that's our prediction for 2021. High-quality educational programs brought to you by WOWRA. Virtually. On demand. In person. And any other ways that may show themselves to be effective as the years unfold ahead of us.

We'll "see" you, one way or the other, at one of our upcoming programs!



Jeffrey J Beiriger  
WOWRA Executive Director

# Joint Winter Conference

## 2021 WLWCA/WOWRA Joint Winter Conference



January 13-15, 2021  
Held virtually via Zoom



### Wednesday, January 13, 2021

Up to 4 DNR General Credits available for the Wednesday sessions listed below  
DSPS and MI DEQ Credits applied for

|                     |   |
|---------------------|---|
| 7:45 am - 8:00 am   | <b>Welcome</b>  |
| 8:00 am - 9:00 am   | <b>Keeping What's In, In and Keeping What's Out, Out</b><br><i>Kayla Hanson, National Precast Concrete Association</i>  |
| 9:00 am - 10:00 am  | <b>Real World Human Resources - Best Practices for Employees/Employers in a World of COVID (and More....)</b><br><i>Ian Schotanus, The Big Picture Consulting</i> |
| 10:00 am - 11:00 am | <b>Bloodborne Pathogens</b><br><i>Stacey Dickert, Safety Matters</i>  |
| 11:00 am - 11:45 am | <b>Legislative/Industry Update</b><br><i>George Klaetsch, Klaetsch Public Affairs Strategies</i>  |
| 11:45 am - 12:15 pm | <b>Exhibitor Showcase/Door Prizes</b>   |

### Thursday, January 14, 2021

Up to 1.5 DNR General Credits available for the Thursday sessions listed below  
Up to 2.0 DNR Compliance Credits available for attending the Thursday sessions listed below  
DSPS and MI DEQ Credits applied for

|                     |  |
|---------------------|--|
| 7:45 am - 8:00 am   | <b>Welcome</b>   |
| 8:00 am - 9:00 am   | <i>1 DNR Compliance Credit</i><br><b>NR 113/114 Changes, Agency Update &amp; More</b><br><i>DNR Staff</i>  |
| 9:00 am - 10:00 am  | <i>1 DNR Compliance Credit</i><br><b>Forms, Reports, Application Rates &amp; More</b><br><i>DNR Staff</i>  |
| 10:00 am - 11:00 am | <b>Determining Proper Nutrient, Heavy Metal and PFAS Contents in Septage to Manage Current Regulations</b><br><i>Rob Mititsch, University of Wisconsin-Stevens Point</i> |
| 11:00 am - 11:30 am | <b>Portables</b><br><i>Alan Kaddatz, PATS Services / WLWCA Board of Directors</i>  |
| 11:30 am - 12:15 pm | <b>WLWCA Annual Meeting</b>  |
| 12:00 pm - 1:00 pm  | <b>Exhibitor Showcase/Door Prizes</b>  |

### Friday, January 15, 2021

Up to 3.5 DNR General Credits available for the Friday sessions listed below  
DSPS and MI DEQ Credits applied for

|                     |   |
|---------------------|---|
| 7:45 am - 8:00 am   | <b>Welcome</b>  |
| 8:00 am - 9:00 am   | <b>Understanding Tank Buoyancy</b><br><i>Kayla Hanson, National Precast Concrete Association</i>              |
| 9:00 am - 10:00 am  | <b>System Troubleshooting</b><br><i>CeCe Rudnicki, Department of Safety and Professional Services</i>         |
| 10:00 am - 11:00 am | <b>DSPS - eSLA &amp; Agency Update</b><br><i>Brad Johnson, Department of Safety and Professional Services</i> |
| 11:00 am - 11:30 am | <b>Digger's Hotline</b><br><i>Chad Krueger, Diggers Hotline</i>   |
| 11:30 am - 12:15 pm | <b>WOWRA Annual Meeting</b>   |
| 12:00 pm - 1:00 pm  | <b>Exhibitor Showcase/Door Prizes</b>   |

Schedule subject to change.

Please note that the number of hours of approved for DSPS continuing education may vary depending upon the credential you hold. Hours noted above are approved for the following: Master Plumber, Journeyman Plumber, Commercial Plumbing Inspector, Master Plumber Restricted Service, Journeyman Plumber Restricted Service, POWTS Maintainer, POWTS Inspector, and Soil Tester Certification. For other credentials, contact the Jeff Beiriger at (888) 782-6815x1.





## 2021 WOWRA/WLWCA Joint Winter Conference January 13-15, 2021 Held virtually via Zoom

### ATTENDEE REGISTRATION FORM

COPY FORM FOR ADDITIONAL REGISTRANTS

#### REGISTRATION FEES

|  | Member<br><small>(you must be a 2021 member to get the discounted rate)</small> | Non-Member |
|--|---|------------|
| One day, two days, or all three days – same price! | \$79.00   | \$109.00   |

Visit [www.wowra.com](http://www.wowra.com) to see the agenda, register online and pay by credit card!

Name: \_\_\_\_\_  
Member Type:  WOWRA Member  Non-Member  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
OpCert # \_\_\_\_\_ DSPS Customer ID: \_\_\_\_\_  
Select the day(s) you plan to attend.  Wednesday  Thursday  Friday

Name: \_\_\_\_\_  
Member Type:  WOWRA Member  Non-Member  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
OpCert # \_\_\_\_\_ DSPS Customer ID: \_\_\_\_\_  
Select the day(s) you plan to attend.  Wednesday  Thursday  Friday

Payment Method (check one)  
 Mastercard  Visa  Amex  Discover  Check (payable to WOWRA)  
Name (as it appears on card) \_\_\_\_\_  
Card No. \_\_\_\_\_  
Expiration Date \_\_\_\_\_ Security Code \_\_\_\_\_  
Billing Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_

TOTAL AMOUNT DUE (for all attendees) \$ \_\_\_\_\_  
Submit with Full Payment to WOWRA | PO Box 833 | Germantown, WI 53022



## POWTS Evaluator Certification Training

***Presented Online  
Four Consecutive Tuesdays  
January 5, 12, 19, and 26  
3:00 p.m. – 5:30 p.m.***

### PURPOSE

This course provides training for onsite professionals on the **proper techniques for conducting evaluations of existing private onsite wastewater treatment systems**. The course creates much-needed uniformity for inspections, helping to **reduce liability for those doing POWTS evaluations**. Topics include: POWTS Evaluator ethics and requirements; Evaluator/client relationship and responsibilities; evaluation procedures (data collection through final reports); and procedures for evaluating recent, documented POWTS, as well as the “unknown” POWTS. General POWTS knowledge and experience is necessary. A calculator is necessary.

**Upon course completion (attendance at all four classes is required), you will take an examination. Upon passing the exam, you will receive certification as a WOWRA Certified POWTS Evaluator.**

### CONTINUING EDUCATION

Continuing Education Credits will be available for the following credentials:

- JM Plumber
- JM Plumber-Restricted (S)
- Master Plumber
- MP Restricted (S)
- POWTS Inspector
- POWTS Maintainer
- Soil Tester
- Commercial Plumbing Inspector
- DNR Septage (Applied For)

### INSTRUCTOR

Todd Stair is an experienced POWTS instructor who has 30 years of experience in the POWTS industry and holds licenses/certifications as a Master Plumber Restricted Service, Certified Soil Tester, and POWTS Inspector.

### REGISTRATION FEES

**\$350.00**      **WOWRA Members\***                      **\$500.00**      **Non-Members\*\***

Includes class, certification exam, and educational materials.

Registration deadline is December 29.

Cancellation fee of \$50.00.

Presented Via Zoom. Internet Connection Required.

Class size is limited to 30.

\* Must have paid 2021 dues.



## POWTS Evaluator Certification Training

\*\* Save \$150 on the class by becoming a WOWRA Member! See [wowra.com](http://wowra.com) for information.

***Presented Online***  
***Four Consecutive Tuesdays***  
***January 5, 12, 19, and 26***  
***3:00 p.m. – 5:30 p.m.***

### **Registration Form**

Attendee Name 1: \_\_\_\_\_

Attendee Name 2: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone \_\_\_\_\_ Email (required): \_\_\_\_\_

Related licenses/certifications you currently hold (license name and your number):

\_\_\_\_\_  
\_\_\_\_\_

Register online at [www.wowra.com](http://www.wowra.com) or mail your registration form and check payable to:

**WOWRA, PO Box 833, Germantown, WI 53022**

Questions? Call (888) 782-6815, FAX (888) 287-4116, or email [info@wowra.com](mailto:info@wowra.com).



## Online Risks

In an increasingly connected world, businesses are able to work more effectively and efficiently than ever before — but they are also more susceptible to fraud than ever before. It might seem impossible that your business would be the target of a digital scam, but that’s what cyber criminals are counting on. They prey upon the unsuspecting, employing ever-evolving methods to gain access data they can exploit for profit.

According to the FBI’s Internet Crime Complaint Center, nearly 70,000 U.S. businesses lost more than \$10.1 billion to business email compromise/email account compromise attacks, commonly known as phishing, between October 2013 and July 2019.

Phishing attacks happen to businesses of all sizes and types. Scammers will send emails to employees, asking for information or providing a link that, when clicked, gives them access to the business’s network. From there, the criminals can install malicious software to extract information, hold data for ransom, or otherwise sabotage a network.

One thing all phishing attacks have in common is that an employee was deceived — either into following a link, paying money, or providing information to someone posing as a trusted source. So, what can you do to help prevent your business from being reeled in by such a scam? Learn about the problem, then educate your employees. Here are a few tips to help get your workers thinking about helping protect your data — and your business — from email scams:

- Generic greetings, misspellings, and sloppy presentation could signify that an email is fraudulent.
- If an email requests payment, but you weren’t expecting an invoice, confirm it with your known contact over the phone.
- If an email contains an unfamiliar or suspicious link, don’t click it.
- Report all suspected email attacks to management, but don’t forward emails unless requested.

Any organization is vulnerable to phishing attacks. So, take steps to mitigate your risk of being a victim. Consider investing in cyber liability insurance. Respond to cyber exposures. Keep your systems and software up to date. Teach your employees to guard against cyber scammers. Consider hiring a vendor that specializes in analyzing your susceptibility and training employees to recognize and avoid malicious emails.

This threat is not going anywhere; fraudsters continue to find new ways to catch their victims off guard. But understanding the risk and training your employees to help safeguard your data and your network is the best first step you can take to help keep your business from falling victim to cyber criminals.

## Looking for Jobsite Stories – Both Good and Bad



To be clear, we’re looking for good stories about both good and bad installations....

We’re constantly looking for ways to improve our association and one of those ways is to increase the relevance of this publication. To that end, we’re looking to include more feature stories about projects

## Renewals

It's time again to renew your WOWRA membership. Dues statements were sent earlier this year. If you're renewed, THANK YOUR. If not, or if you aren't currently a member, consider the following actions this year:

- Continued work with Speaker's Water Quality Task Force, advocating for additional staff for POWTS plan review and continuation of the Wisconsin Fund.
- Held Wisconsin's premiere Septic Professional Joint Winter Conference in Wisconsin Dells.
- Sent updates to members related to COVID-19, including availability of loans and grants as well as compliance with new legislation affecting small businesses.
- Worked to have all aspects of our industry – service, new construction, commercial and residential – and all of our supply chain to be deemed “essential.”
- Actively participated on the POWTS Code and Technical Advisory Committees.
- Worked with the DSPS on POWTS plan review times during peak months.
- Held a webinar, led by DSPS staff, to make it easier to work with the new eSLA system.
- Welcomed a State Senator and Representative to a member jobsite to explain POWTS, our impact on the economy, and the importance of quality installation and regular service to protect the environment.
- Expanded our newsletter and legislative communications to members.
- Planned a POWTS Evaluator program, Code program, and Soils program, with more planned for 2021, including our first group of online courses.

### Membership Benefits:

- Discounted rates to WOWRA-sponsored conferences and CE Programs.
- Receipt of WOWRA newsletter.
- Discounts on WOWRA guides for owners of private onsite wastewater systems.
- Government Relations updates to keep you informed of new laws and regulations.
- A voice representing WOWRA and the industry before Regulators and Legislators.
- Networking opportunities with peers.

**A membership application can be found on page 11.**

## Welcome New Members

Miller Inspections LLC  
Stolt Excavating & Trucking  
The Home Inspector LLC  
Waupaca County Planning & Zoning



## 2021 WOWRA MEMBERSHIP APPLICATION

**STOP! For faster service and to pay by credit card, please register & pay on-line at [www.wowra.com](http://www.wowra.com).**



### MEMBERSHIP RATES

PLEASE NOTE: *Approximately 25% of your annual WOWRA dues are spent on lobbying related issues. This 25% may not be deducted from your taxes as a business expense. Please contact your tax consultant for further information.*

**\$230 (1 person)**

Full Member

**\$115 (unlimited)**

Employees of a Company with a Full WOWRA member.

**\$75 (State dues only)**

Govt. Personnel or those with indirect interest in the onsite industry.

**\$110 (State + NOWRA Dues)**

Govt. Personnel or those with indirect interest in the onsite industry.

**Full Member:** This person will be listed first on all publications. **Please note any edits (print clearly).**

Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Member Type: \_\_\_\_\_ Rate: \$ \_\_\_\_\_

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_ County: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

**Circle the counties you work in. Needed for Website Directory.**

|          |          |             |            |           |           |           |             |             |                     |
|----------|----------|-------------|------------|-----------|-----------|-----------|-------------|-------------|---------------------|
| Adams    | Calumet  | Door        | Grant      | Juneau    | Manitowoc | Oconto    | Portage     | Sawyer      | Washburn            |
| Ashland  | Chippewa | Douglas     | Green      | Kenosha   | Marathon  | Oneida    | Price       | Shawano     | Washington          |
| Barron   | Clark    | Dunn        | Green Lake | Kewaunee  | Marinette | Outagamie | Racine      | Sheboygan   | Waukesha            |
| Bayfield | Columbia | Eau Claire  | Iowa       | La Crosse | Marquette | Ozaukee   | Richland    | Taylor      | Waupaca             |
| Brown    | Crawford | Florence    | Iron       | Lafayette | Menominee | Pepin     | Rock        | Trempealeau | Waushara            |
| Buffalo  | Dane     | Fond du Lac | Jackson    | Langlade  | Milwaukee | Pierce    | Rusk        | Vernon      | Winnebago           |
| Burnett  | Dodge    | Forest      | Jefferson  | Lincoln   | Monroe    | Polk      | Saint Croix | Vilas       | Wood                |
|          |          |             |            |           |           |           | Sauk        | Walworth    | <b>ALL COUNTIES</b> |

**Services Provided** (Check all the apply):  Installer  Pumper  Designer  Inspector

Regulator  Educator  Soil Scientist  Soil Tester  Excavator  Manufacturer  Supplier  POWTS Evaluator

POWTS Maintainer  Plumber  Surveyor  Other: \_\_\_\_\_

**Additional Member #1:** (Please list any additional members on separate sheet with all contact information)

Name: \_\_\_\_\_ Email: \_\_\_\_\_ Membership Rate: \$ 115

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Website: \_\_\_\_\_

Counties you work in: \_\_\_\_\_

**Additional Member #2:**

Name: \_\_\_\_\_ Email: \_\_\_\_\_ Membership Rate: \$ 115

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Website: \_\_\_\_\_

Counties you work in: \_\_\_\_\_

**Additional Member #3:**

Name: \_\_\_\_\_ Email: \_\_\_\_\_ Membership Rate: \$ 115

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Website: \_\_\_\_\_

Counties you work in: \_\_\_\_\_

**Total Due:** First WOWRA Membership \$ \_\_\_\_\_ + \$ \_\_\_\_\_ (\_\_\_\_ Additional WOWRA Memberships @ \$115 each) =

Check enclosed (Payable to WOWRA)

**TOTAL Amount: \$ \_\_\_\_\_**

**Please mail to: WOWRA | PO Box 833 | Germantown, WI 53022**

## PPP Loans & Taxes – Thank You for Contacting Federal Legislators!

A few weeks back, we wrote to encourage you to contact your federal legislators regarding the Paycheck Protection Program (PPP). Specifically, we were asking legislators to clarify that the intent of Congress was to make the proceeds of a forgivable loan free from tax as revenue **and** to allow for the full deduction of allowable expenses paid with the loan proceeds. Absent this clarification, many businesses would have returned 25 percent or more of the loans in the form of higher tax payments.

As part of the recently passed relief package, Congress passed and the President has signed into law the necessary clarification (along with numerous other provisions, including a new round of PPP loans in 2021). This is an important development for our industry. While many businesses in the industry have continued to operate at near pre-pandemic levels this year, the long-term impacts on the industry remain unclear. While the program would have a positive effect even if taxes were Having the full value of the PPP loan balances available to soften any rough landings was important to the health of businesses in our industry.

## Online Training Opportunities Approved for Credit in Wisconsin



Whether you are new to the onsite/decentralized industry or continuing your professional development, you have come to the right place for septic system related education!

Taught by experts in the industry, NOWRA's Academy offerings cover the fundamentals of the profession as well as advanced training in multiple topics. Offerings include those developed from a national perspective and those meeting specific state requirements.

The courses included can be taken at a discounted rate as a WOWRA/NOWRA Member or at a higher rate as a Non-Member of NOWRA. You can become a member of NOWRA by joining WOWRA. These course have been approved for DSPS continuing education for master plumber, journeyman plumber, master plumber restricted service, journeyman plumber restricted service, commercial and UDC plumbing inspector, POWTS inspector, POWTS maintainer, and soil certification tester.

Available course are shown below. You can receive credit for each unit or for the entire program. Find out more at <https://www.pathlms.com/NOWRA>.

- Treatment Overview (1.5 Hours Credit)
- Wastewater Characteristics (1.5 Hours Credit)
- Soil and Site Evaluation (1.5 Hours Credit)
- Soil Based Gravity and Pressure Distribution (1.5 Hours Credit)
- Pumps and Controls (1.0 Hours Credit)
- Operations and Maintenance (1.0 Hours Credit)
- A to Z Overview (8 Hours Credit)

# NOWRA Benefits

At WOWRA's Annual Meeting, we had the opportunity to hear about the many things that NOWRA – our national association – is doing to support our industry. Here's a partial list of what they do to support us all. We encourage you to learn more and be a part of both your State and National associations.

## Representation in Washington and in Your State

NOWRA is working to secure legislative and policy changes which foster expanded use of onsite and decentralized technology and which can help the industry address the policy, management, and financial issues caused in large part by neglect at the federal level. In 2014, NOWRA established a strong lobbying presence in Washington intended to increase our industry's share of new construction from 30% to 35%, secure more federal funding to address challenges facing the industry, and get EPA to change policies which discriminate against our industry.

## Septic Locator

Every NOWRA member receives a free listing on the [Septic Locator](#), the only national, searchable directory of providers of onsite wastewater management services. Your listing is controlled by you -- you can change contact information, services offered and other information in real time. Coming soon you will have the chance to enhance your listing as well.

## Errors & Omissions Insurance for Designers and Inspectors.

NOWRA partnered with [The Powderhorn Agency](#), to endorse their [Errors and Omissions insurance coverage](#) for Septic Systems Designers and Inspectors. If your design or inspection work is primarily residential, you may find this coverage to be significantly less expensive than similar coverage from your insurance carrier.

## Pro-Sept Residential Septic Repair and Replacement Plan

You can help your customers protect themselves against catastrophic septic repairs or system replacement by recommending they consider the [Pro-Sept warranty program](#). You help yourself at the same time, as NOWRA members earn \$30 for each customer referral.

## Onsite Journal

NOWRA has resumed publication of the *Onsite Journal* magazine. This 4-color magazine offers useful

information about national developments affecting onsite wastewater, reports from state affiliates and industry vendors, and updates on NOWRA programs and services of interest. Published quarterly.

## Continuing Education Opportunities

NOWRA has established the Installer Academy as the national educational entity for the decentralized wastewater industry to ensure that quality training programs are available for all industry practitioners. By participating in NOWRA's Education Programs, members gain a learned foundation that continuously builds personal and professional opportunities. NOWRA has an extensive [Online Learning Academy](#), a continuing education option for members to obtain the CEUs they need to stay in business. **All of NOWRA's online courses have been approved for continuing education credits in Wisconsin!**

## Resource Library

[NOWRA's Resource Library](#) is intended to be a one-stop portal to help you identify critical information online which can help you manage your business. Published industry research, How-to manuals, regulations, financing, public outreach materials, and archived training materials are among the valuable items contained in this always growing library.

## Onsite Wastewater Mega-Conference

Since 2015, NOWRA has held its annual conference in conjunction with various state affiliates organizations, teaming up to offer the Onsite Wastewater Mega-Conference -- the largest national conference and trade show solely dedicated to onsite wastewater business. For details on recent Mega-Conference's visit NOWRA's [Education and Training section](#) on the website.

## Leadership

NOWRA provides all members with opportunities to have a voice in its affairs. Whether you express that by voting in NOWRA's Board of Directors elections, participating in our Annual Meeting, commenting on proposals, volunteering your time on a committee or task force, or simply sharing your views with a board member, NOWRA welcomes and encourages your involvement in our activities. The greater the involvement of its members, the stronger our industry becomes, and the better we are able to work to positively shape its future.



# Order Your Septic System Operation & Management Booklets

## Order Form

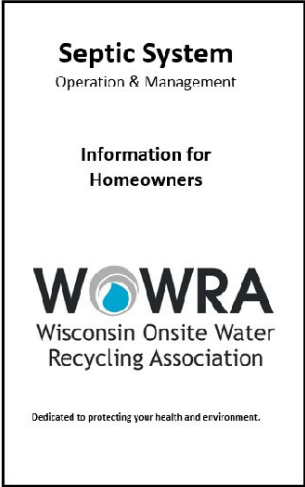
### WOWRA Homeowner's Manual

The WOWRA Homeowner's Manual is a great tool for onsite professionals to provide customers with information on their septic system!

The manual includes information on septic system operation and management and provides answers to frequently asked questions.

Manuals are available for purchase for \$1.00 per manual plus shipping (varies by quantity).

Questions? Contact the WOWRA office at 888/782-6815 or [info@wowra.com](mailto:info@wowra.com).



To purchase, complete the form below and return to WOWRA.

Company Name \_\_\_\_\_  
 First Name \_\_\_\_\_ Last Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
 Phone \_\_\_\_\_ Email \_\_\_\_\_

\_\_\_\_\_ Quantity x \$1.00 = \$\_\_\_\_\_.00 (+ Shipping)

### By Check: Payable to WOWRA

### By Credit Card:





Name on Card \_\_\_\_\_  
 Type of Card    MasterCard    Visa    AmEx    Disc  
 Account # \_\_\_\_\_  
 Exp. Date \_\_\_\_\_                      CVV Code \_\_\_\_\_  
 Billing Address \_\_\_\_\_  
 \_\_\_\_\_

**Send to:**            WOWRA  
                          P.O. Box 833  
                          Germantown, WI 53022  
                          Email: [jeff@assocmgmtservices.com](mailto:jeff@assocmgmtservices.com)  
                          FAX: 888/287-4116



## Business Promotion Offer Your *Best Value* for 2021

WOWRA is pleased to offer a simple way to cover all of your promotional activities for 2021. Select the package that works for you! Some including a membership (\$230 value), a Joint Conference exhibitor booth (\$500 value), tabletop displays at our seminars (4+ at \$200 each); advertising in the monthly newsletter to the industry (\$1,200, \$700, \$500, \$300 value, depending on size of ad), ad/link from website (\$300 value), and published press releases (\$50 each).

|   |   |                |
|---|---|----------------|
|    | <b>Platinum Promotional Package</b>   | <b>\$2,500</b> |
|   | <ul style="list-style-type: none"><li>• 2021 Membership</li><li>• Joint Conference Exhibit Booth</li><li>• Tabletop at WOWRA Seminars</li><li>• Full-page ad (8½ x 11) in monthly WOWRA News</li><li>• Up to 4 press releases in WOWRA News</li><li>• Link on the WOWRA Website to your website</li></ul> |                |
|    | <b>Gold Promotional Package</b>   | <b>\$1,500</b> |
|   | <ul style="list-style-type: none"><li>• 2021 Membership</li><li>• Half-page ad (8½ x 5½) in WOWRA News</li><li>• Tabletop at WOWRA Seminars</li><li>• Up to 2 press releases in WOWRA News</li><li>• Link on the WOWRA website to your website</li></ul>  |                |
|  | <b>Silver Promotional Package</b>   | <b>\$900</b>   |
|   | <ul style="list-style-type: none"><li>• 2021 Membership</li><li>• Quarter-page ad (4¼ x 4½) in WOWRA News</li><li>• 1 press releases in WOWRA News</li><li>• Link on the WOWRA website to your website</li></ul>  |                |
|  | <b>Bronze Promotional Package</b>   | <b>\$400</b>   |
|   | <ul style="list-style-type: none"><li>• Eighth-page page ad (2½ x 3½) in WOWRA News</li></ul>   |                |

*This is a great opportunity to promote your business to your target audience! There's simply no better value for those interested in reaching the POWTS industry.*

**BONUS:** You'll receive the appreciation of the industry! We appreciate the value you bring through information about products and services that can save time and money. We also appreciate your support for and commitment to WOWRA and the work we do to protect and advance the industry – something that benefits all of us!

Questions? Contact us at 888-782-6815 or [info@wowra.com](mailto:info@wowra.com).

[Click Here to Sign Up](#)



# Quality is a standard, not an extra.



Wieser Concrete provides superior septic/holding tank wastewater solutions with innovative, cost-effective, and high-quality precast products our customers can count on.

**UNIFORM QUALITY** — Precast tanks from Wieser are manufactured in a controlled environment ensuring consistent quality and structure.

**STRENGTH** — Wieser tanks are structurally engineered and utilize post-tensioning to ensure strength and durability.

**PROVEN PERFORMANCE AND DESIGN** — Wieser Concrete has been manufacturing precast concrete tanks since 1965. Wieser tanks are designed with strength and durability in mind and continue to be the choice of contractors who demand outstanding performance and consistent design for their projects. Wieser tanks are vacuum-tested, watertight structures that guarantee maximum service and longevity.

**RAPID INSTALLATION TIME** — Unlike poured-in-place, Wieser precast tanks do not have to wait to cure on the job site. Wieser structures can be set when needed and construction can continue without delay.



# WIESER CONCRETE

Contact us:  
(715) 647-2311  
[wieserconcrete.com](http://wieserconcrete.com)



# Wisconsin Fund – A Reminder

While most of you are familiar, it's helpful every now and again to provide a reminder about the Wisconsin Fund, a program that provides grants to homeowners and small commercial businesses to help offset a portion of the cost for the repair, rehabilitation, or replacement of existing failing Private Onsite Wastewater Treatment Systems (POWTS). WOWRA has worked hard over the last several years to continue and increase allocations to the Wisconsin Fund and to review the eligibility requirements.

Currently, eligibility is based upon several criteria, including household income and age of the structure. 67 counties out of Wisconsin's 72 counties, the City of Franklin, and the Oneida Tribe of Wisconsin participate in the program. County government officials assist interested individuals in determining eligibility and in preparation of grant applications.

More information is available by clicking [HERE](#).

## Protection that matters



Count on EMC® and Nolan Insurance Agency, LLC, to protect the Wisconsin liquid waste industry with the right coverages. We offer:

- **Tailored coverage options** to fit your industry's unique needs
- **Local, responsive service**
- **Specialized expertise** in underwriting, claims and loss control
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### *Mission Statement:*

*To advance the education of and to protect and promote the profession of onsite wastewater technology in Wisconsin on behalf of our membership.*