

Missouri Smallflows Organization

Annual Report

Fiscal Year 2017-2018



**Missouri
Smallflows
Organization**

Executive Director's Report



MSO Membership and Supporters,

It has been another good year for MSO and we have all of you to thank for it. Without your continued support, we would not have the ability to continue to build this organization. As we grow, I enjoy hearing from all of you what you would like to see our organization accomplish.

Membership is increasing and in large part to all of you renewing your membership as well as talking to your colleagues about MSO. As our organization grows, the MSO Board of Directors is continually looking for more opportunities to add benefits to your membership.

Institutes of Learning is our seminars that we conduct throughout the state. This year we had less seminars than the previous year, but they were still well attended. We are working to bring a new class for the new year.

Daryel Brock Memorial Scholarship was a success this year with two scholarships awarded for our high school recipients. We also had our very first college recipient. Every one of our members contribute to this fund through your annual dues. We also have some fun fundraisers at the annual conference and trade show.

The 2018 Annual Conference and Trade Show was one of the biggest ones yet. We are growing each year. We had several new exhibitors at the show and they are planning on returning for 2019. Thank you all for attending our show and we hope you enjoyed the speakers!

It is a pleasure working for MSO. I truly enjoy working for the membership and Board of Directors. I believe that our organization strives to provide great education for our industry. It is important to stay on top of the new technologies and understand what is available out there for onsite wastewater treatment. Thank you all for being stewards of the organization and building our industry to be better in Missouri.

Best regards,

A handwritten signature in black ink that reads "Tammy Trantham". The signature is written in a cursive, flowing style.

Tammy Trantham

Membership Report

Our membership is making a gradual increase. It is great to see our loyal members continue to keep their membership and we welcome new members. We offer a one-time 50 percent off membership fee to newly licensed individuals in the state. They only have 30 days to take advantage of this offer. This gives new contractors an opportunity to get to know our organization.

Currently, MSO has a total of 381 members; 19 members with the 50% off membership, 35 Associate members (under Company or BPP members), and 327 full members.



With MSO Membership, every full member receives the following benefits:

- Membership with MSO for a full 365 days
- Receive quarterly MSO newsletter
- CEU Tracking of MSO sponsored classes
- Discounted pricing at the Annual Conference and Trade Show
- Discounted pricing for MSO classes
- Option for discounted business insurance through Overland Insurance Company

As members of MSO, we are a member of the National Onsite Wastewater Recycling Association (NOWRA). Our national affiliate brings us more benefits to our membership and represents us on the national level. Your membership fee covers \$25 per person to NOWRA and MSO covers the state affiliate fee of \$2,500. During the 2018 General Membership Meeting, the members voted unanimously to renew our membership with NOWRA for 2018.

Business Partnership Program

In 2015, MSO started a new program that allows our business supporters to have more opportunities within our organization. The Business Partnership Program (BPP) helps companies gain maximum exposure to our membership through exhibitor space at our annual conference and trade show, newsletter advertising, and membership with our organization. The program enables our BPP members to support our organization year-round like our full members. We have three levels that the BPP members can select that best suits their company model: Diamond, Platinum, and Gold. You can see the details of the levels on our website.

We would like to thank all our BPP members for supporting our goals and mission this year:

Diamond Partner:

Weber Industries
SI Precast

Gold Partner:

Netafim USA
Flo-Systems
Haynes Equipment Company Inc.
Jet, Inc.

Platinum Partner:

Infiltrator Water Technologies
TG Rankin Company
Stewart Concrete

Gold Partner:

Residential Sewage Treatment Company
Allied Concrete Products
Missouri Water and Wastewater Products
Wieser Concrete
Missouri One-Call

Daryel Brock Memorial Scholarship

The Daryel Brock Memorial Scholarship was created in honor of Daryel Brock who served as the Bureau Chief for Environmental Regulation and Licensure in Jefferson City. Daryel Brock was a supporter of furthering education to keep the level of professionalism high in our industry. Daryel passed away suddenly in 2009 and the MSO Board of Directors created this memorial to honor his work and memory.

There are two different scholarships that we offer through this memorial. The Daryel Brock Memorial Scholarship – High School Recipient requires the applicant to be a son, daughter, or dependent of an MSO member. The second scholarship is for a college applicant that majors in the environmental field.

In 2017, the recipients of the High School Daryel Brock Memorial Scholarship were Reagan Brock, daughter of Roger Brock in Cassville, and Tyler Ketterman, grandson of Rick Helms in Rogersville. In addition, we gave out our first College Daryel Brock Memorial Scholarship to Lane Ketterman who attended Missouri Southern State University.

Annually, the Daryel Brock Memorial Scholarship applications are due February 15.

Institutes of Learning

MSO organizes and hosts a menagerie of classes throughout Missouri during the year. For 2017-2018 year, we had fewer seminars than the year before. We hosted a total of 17 seminars with 239 attendees throughout the year. Overall, the Institutes of Learning raises the bar on classes for our professionals.

Class Name	Date of Class	Location	Number of Attendees
Drain Fields & Water Management	April 11, 2017	Camdenton	23
Hydraulics of Onsite Systems	April 12, 2017	Camdenton	23
Earthen Structures	April 19, 2017	Hillsboro	16
Drip Irrigation	June 12, 2017	Liberty	12
Media Filters	June 13, 2017	Monett	13
Hydraulics of Onsite Systems	June 14, 2017	Monett	11
Drip Irrigation	August 29, 2017	Springfield	18
Wastewater Pathogens	August 20, 2017	Springfield	6
Drip Irrigation	October 10, 2017	Jefferson City	7
Aerated Treatment Units	October 11, 2017	Jefferson City	8
High Strength Waste	October 19, 2017	Maryland Heights	12
Media Filters	December 5, 2017	Camdenton	10
Aerated Treatment Units	February 6, 2018	Warrensburg	20
Soil Site Management & Installation Practices	March 6, 2018	Cape Girardeau	9
Drain Fields – Water Management	March 13, 2018	Springfield	17
Hydraulics of Onsite Systems	March 14, 2018	Springfield	15
Operations & Maintenance	March 29, 2018	Camdenton	19
Total Number of Attendees			239

Online Education

In September of 2017, NOWRA unveiled their online education opportunities. It is an exciting time to be able to offer CEU courses that can help our members take a few classes to round out their requirements. The following courses are approved for DHSS CEUs and listed:

- NOWRA Introduction to Onsite Wastewater (3 hours)
- NOWRA Operation and Maintenance (1 hour)
- NOWRA Soil Evaluation, Treatment and Dispersal (4 hours)
- NOWRA A to Z Course (8 hours)

These courses are NOWRA sponsored courses. That means that each MSO Member that takes a course, MSO receives 30% of the fee to our organization. Once MSO completes our own online courses, then we receive 70% of the fee to our organization. We are in the process of completing our first online course.

Conference and Trade Show

The 2018 Conference and Trade Show was a great show. Hosted at the Holiday Inn Executive Center in Columbia which provides a great venue to allow us to have all our events under one roof. With all attendees, we had a total of 301 people in attendance for the show. MSO had 37 exhibitors at the Trade Show with many returning vendors. Recruitment of new companies and exhibitors will be a high priority for the 2019 show.

Bobcat of Columbia was our sponsor for the Roe-D-Hoe® along with NOWRA. This event draws a crowd to test the skills of our members on the backhoe. Our first-place winner was Stanley Stoltzfus of Barnett (center), second place went to William Skouby of Hartsburg (left), and third place went to Mark Shepard of Overland Park (second from the right). Thanks to all of our participants. We raised over \$300 for the Daryel Brock Memorial Scholarship from entries into the Roe-D-Hoe®.



Thank you to all who participated in the fundraising for the Daryel Brock Memorial Scholarship. We raised over \$1,500 for the scholarship this year at the conference. This is done through the 50/50 cash raffle, rifle raffle, and entries into the Roe-D-Hoe®.

The Pre-Conference was held on January 15 this year and was a little bit different. We broke it up into a morning session and an afternoon session. John Thomas of WOSSA, came out to speak on Excavation and Trenching for Onsite Industry workers. His session was very informative and helped remind us all of safety in our jobs. In the afternoon, we had Rick Wilcockson and Ed Kohn that put together a great presentation on Electrical, Control Panels, and ATUs. There was much discussion on what to do and what not to do when messing with electricity. They also brought great hands-on demonstration models for attendees to practice hooking up pumps, floats, etc.

Overall, Missouri Smallflows offered CEUs for every educational session. There were great opportunities to gain CEUs for most licenses. Thank you to all our speakers who made this event possible.

MSO Board of Directors

A huge thank you to each one of our Board of Directors that takes time out of their busy days to serve our organization. We are governed by 12 Board of Directors that make decisions for the membership. We encourage you to keep in touch with your local Director.

Michael Bowers, President
Springfield, Greene County Resource
Management

Paul Ganey
Arnold, Ganey Engineering

Sean Bauer, Vice-President
Versailles, SI Precast

Jessi Wood
Grandview, Residential Sewage Treatment
Company

Jason Jones, Treasurer
Jefferson City, All Clear Pumping

Kyle Furey
Grandview, Allied Concrete Products

Melissa Bettes, Secretary
Ozark, MB Soil Consulting

Eric Folks
Jefferson City, Missouri DHSS

Rick Helms
Ozark, Foxfire Utility

Larry LaFollette
Strafford, LaFollette Excavating

Tom DeWitt
Ozark, Onsite Soil Evaluator

Seth Coggin
Ozark, Missouri Water & Wastewater Products

Big thank you to Ken Kramer who stepped down from the Board of Directors this year. He served on the Board for many years and brought us great insight from Southeast Missouri.

Funding Report for Missouri Smallflows

Our steady rise in membership is helping our organization cover expenses and have a bit saved for tougher years. We do have a few expenses on the horizon. We are in the process of developing a new MSO Database that will track class and member information. With this, we are building in the capability of scanning people in and out for the conference sessions. Phase I of the database work was completed this year and Phase II is underway.

Institutes of Learning

This is our educational seminar program where we schedule classes throughout the state for continuing education opportunities. We offer discounts to our members to attend the course and encourage non-members to join our organization or pay a higher premium for the courses. This also includes any income from the online learning platform through NOWRA.

Annual Convention

The annual convention and trade show is our major event of the year to bring together professionals of our industry. It is largely sponsored by our Business Partnership Program participants and all attendees. The conference and trade show are a large expense to host but a worthwhile endeavor to keep networking and new education topics coming to Missouri for our members.

Newsletters

We send out a quarterly newsletter via email and mail. Every member of MSO receives this newsletter. Our Business Partnership Program companies purchase advertising space in the newsletter.

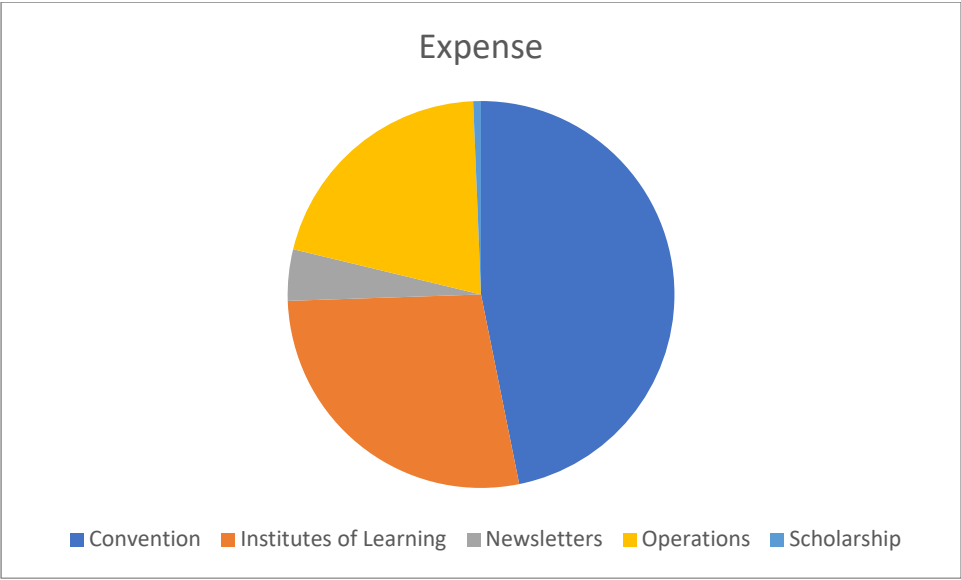
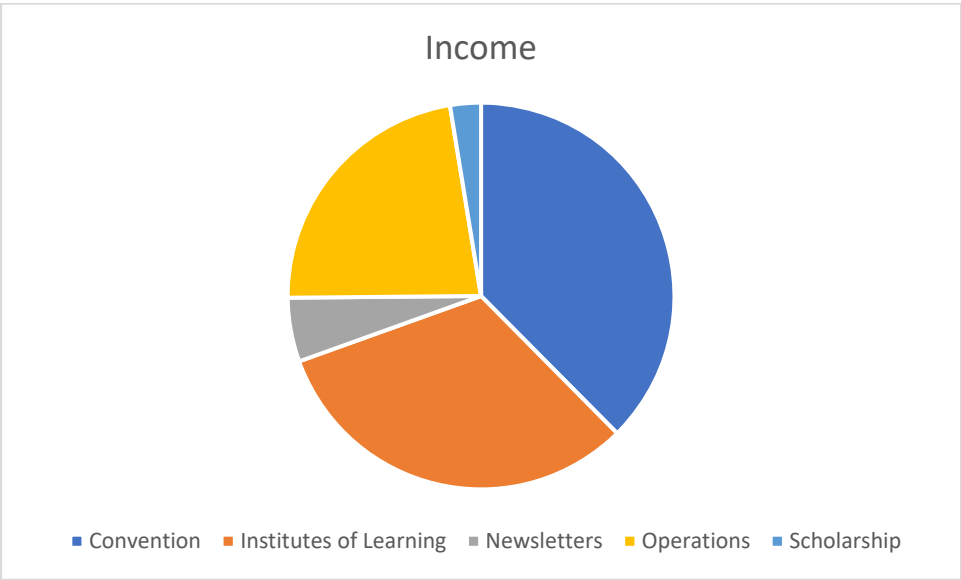
Operations

The major part of operations is our NOWRA membership. The contract for Executive Director is split between Institutes of Learning, Annual Convention, Newsletters and Operations.

Scholarship

This is the Daryl Brock Memorial Scholarship. The majority of the income comes from \$5 of every membership fee and our gun raffle at the convention.

See summary on next page.



Class	Income	Expense	Net Income
Convention	\$52,320.85	\$57,715.66	-\$5,394.81
Institutes of Learning	\$44,480.00	\$34,054.67	\$10,425.33
Newsletters	\$7,449.00	\$5,282.72	\$2,166.28
Operations	\$31,422.00	\$25,360.47	\$6,061.53
Scholarship	\$3,590.00	\$803.38	\$2,786.62
Total			\$16,044.95

Missouri Smallflows Organization

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