

## Executive Director's Message: Jeff Beiriger

I've been working with associations for pretty much all of my professional life. They say everyone should have an "elevator speech" to explain who they are and what they do, but when it comes to association management, it had better be a long ride.

People can pretty quickly understand the idea of "managing" something. What takes longer is explaining what, exactly, an association is....

Some of the people who ask about associations are, in fact, members of such groups. The most common ones, groups like AAA, AARP, NRA, etc., are all associations and have an "A" in their acronyms to prove it. Just like the one in WOWRA.

When I tell people about associations, I explain what they do – education, advocacy, newsletters, events, etc. – and then tell them about two aspects of associations that I find particularly interesting.

First, most association boards have competitors sitting at the table, side-by-side, working together. What they're working on is the second interesting aspect of associations. Even as companies work to differentiate themselves and find an advantage in the market, associations are there to influence the overall market and its environment.

Put another way, associations are about fighting against those who would seek to shrink the market and partnering with those who would grow it. Competitors can compete and seek individual solutions to their business concerns, but they can all come together and work together to make that industry and its market better.

So ask yourself these questions:

If the association didn't exist, would the industry be better off or worse?  
If the association didn't exist, who would be the "voice" of the industry?  
Would there even be a voice? Would it be stronger or weaker if there were fewer voices?

Answering questions like these can help to establish the value of what an association like WOWRA does for you and the for the industry. Yes, we're going to provide discounts for seminars. Yes, we're available to answer questions for you.

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## Executive Director's Message Continued

*Continued from page 1*

Yes, you get exclusive services or discounted prices on some of the business services we offer, such as educational materials for septic owners.

All of these help to create value because you can easily see the difference in price from the member to the non-member. You subtract the value from the dues and if the number is negative, the decision to join is easy.

If only it were that easy...

So what about the intangibles? Lobbying. Representation. A business network. A voice. Strength in numbers. How do you value them? Should you value them?

Some people have told me that the intangibles are valuable, but go on to say that these sorts of things are going to happen whether they join the group or not. Someone is still going to go to Madison to make a case on behalf of the industry.

Perhaps, but let's walk that concept down the road a bit. If 100 members can support our lobbying efforts, could 20 people decide to not renew without affecting our efforts? How about 40 people? 80? 100?

Even if the money was there to lobby, is our message stronger with 20 members, 100 members, or 200 members, located in every area of the state and providing a valuable service in every community, employing people locally in family-owned businesses that are in their second, third, or fourth generation?

An association is a group formed by people from an industry to advance that industry. It's that simple. If you are a member, thank you for helping us serve you better. If not, there's no time like right now to join (you can find the membership application on page 8).

## Continued Reports of Delayed Plan Reviews

In our last issue, we noted the many reports we have received about problems with the eSLA and plan review within DSPS. Most recently, a contractor informed us that he had checked with each of the plan reviewers and the earliest available date for a review was six weeks out.

WOWRA has met with DSPS to express our concerns, not only for our industry, but for the state's building industry. Lengthy delays with plan review have become a bottleneck in the construction industry, with many projects slowing significantly while plan reviews – particularly plumbing and POWTS reviews – are delayed.

Relatively recently, plan review times for complex commercial building plan reviews dropped significantly in just one week, down from 12.5 weeks to just 2 weeks. For standard commercial building plans, the wait dropped from 8.5 weeks to 2 weeks.

As mentioned previously, during our meeting with DSPS, we noted that the agency's goal is to be less than 15 days. Several reports, including the one above, suggest that goal is not being met at this time, and so we continue to press the DSPS for a solution.

## Budget Update—The Vetoes

Governor Evers signed the 2019-21 biennial budget. In total there were 78 vetoes. Here are a couple that impact the septic trades:

### *Veto Win: Safety and Building Operations Transfer*

Plain English - The legislature's version of their budget lapsed \$5 million of DSPS program revenue (aka plan review fees, licenses, etc.) into the general fund. This would have been essentially a hidden tax, because the money that septic professionals paid in would not have gone to its intended destination or program (aka plan / product review, soil analysis, license renewal, etc.). The veto ensures that the money stays where it belongs within the DSPS Safety and Buildings programs.

Governor's Veto Message – This section requires the Department of Safety and Professional Services to transfer \$5,000,000 from the appropriation account under s. 20.165 (2) (j) to the general fund in fiscal year 2019-20. This appropriation funds the department's inspections and plan reviews for commercial buildings as well as other safety-related activities.

I am vetoing this section in its entirety as I object to this transfer of funds. Regulation of safety and building operations supports economic growth and stability while protecting the citizens of Wisconsin. These funds should be retained by the department to enhance service levels

### *Veto Loss: Registration Fees by Weight Classification*

Plain English - Kept existing registration fees on heavier vehicles. The GOP budget modified the registration fee for certain weight classes to a uniform \$100. Evers' veto means owners of trucks that weigh 6,000-8,000 pounds will continue to pay the current fee of \$106, while those that are 8,000-10,000 pounds will still pay \$155. The net impact is \$7.2 million more to the transportation fund than the GOP plan.

Governor's Veto Message - This section requires the Department of Transportation to charge truck owners the same registration fee of \$100 per vehicle to register all trucks that weigh not more than 10,000 pounds.

I am partially vetoing this section to continue to charge owners of trucks that weigh more than 6,000 pounds but not more than 8,000 pounds and trucks that weigh more than 8,000 pounds but not more than 10,000 pounds their current, respective, registration fees of \$106 and \$155 because I object to owners of lighter vehicles unfairly being charged the same fees as those for heavier trucks. Heavier trucks do more damage to roadways and therefore should be charged more than lighter trucks. This action retains the uniform \$100 registration fee for vehicles that weigh not more than 6,000 pounds. As a result of this partial veto, revenue to the transportation fund is estimated to increase by \$3,027,600 in fiscal year 2019-20 and \$4,157,200 in fiscal year 2020-21.

## Water Quality Task Force

The Speaker's Water Quality Task Force continues to meet as it makes its way from the southern part of the state toward the north. Upcoming hearings are planned for Stevens Point and Green Bay, among other cities.

As noted in the last issue of our newsletter, WOWRA and other septic trades were invited to testify at the hearing in Janesville in late May. As additional hearings have taken place, the industry continues to provide input to the Task Force by way of individuals testifying and referencing their affiliation with WOWRA and other groups.

We are still several months away from anything specific coming from the hearings, but the Task Force has heard a great deal of testimony and a wide range of topics. When the hearings have completed, the group will deliberate on potential legislation (bipartisan) that can be introduced to address some of the concerns raised during their hearings and WOWRA will be heavily involved in those discussions.

Additional materials and information about future hearings can be found at: <https://legis.wisconsin.gov/2019/committees/assembly/STF-WQ/>.

## Worker's Compensation Rates Decrease

The Wisconsin Compensation Rating Bureau has approved an overall reduction in Worker's Compensation rates of 8.84 percent. The reduction is even greater for the construction industry, with that industry seeing a reduction of 11.21 percent.

One of the most used rates in the POWTS industry is Class Code 5183, which is used for plumbers and related trades. That rate will decrease from \$4.25 per \$100.00 of payroll to \$3.97 per \$100.00 of payroll, a reduction of 6.5 percent. The rates are effective for policies expiring after October 1.

Here's a look at the trend over the last five years for Class 5183 (Plumbers):

Effective Date	Rate
10/01/2019	\$3.97
10/01/2018	\$4.25
10/01/2017	\$4.34
10/01/2016	\$4.96
10/01/2015	\$5.71

Class codes set the rates for exposures based on the work being performed. Actual rates for contractors are modified on a company-by-company basis using the Experience Modification Rating, which will affect the ultimate price for insurance.

## What's Your Experience?

To serve the industry, WOWRA continues to need your input. What's your experience – whether good or bad? We'll bring your comments, collectively, to the board, the DSPS, and others, to work on solutions that meet the needs of the industry, the state, and the customers we both serve. We invite you to share your thoughts by email at [info@wowra.com](mailto:info@wowra.com).

# POWTS Evaluator Training – Let Us Know If YOU Are Interested!

WOWRA plans to hold a POWTS Evaluator Training program in 2019. It's been a few years since we did a class and we are trying to gauge the demand. We certainly expect to fill one class, but we may find that we have enough demand to hold more than one session and we'd like to get a sense of where our potential attendees are. If we see a trend – north, south, east, west – we can look for a location where the session is as convenient as possible for those attending.

Please let us know if you or someone you know is interested in attending. To do that, just send us an email with the name(s) of those interested and the city where each works/lives along with contact information (email, phone).

Send the information to: [info@wowra.com](mailto:info@wowra.com).

## Safety Matters

### Construction's "Fatal Four"

Out of 4,674 worker fatalities in private industry in calendar year 2017, 971 or 20.7% were in construction — that is, one in five worker deaths last year were in construction. The leading causes of private sector worker deaths (excluding highway collisions) in the construction industry were falls, followed by struck by object, electrocution, and caught-in/between. These "Fatal Four" were responsible for more than half (59.9%) the [construction worker deaths in 2017](#), BLS reports. **Eliminating the Fatal Four would save 582 workers' lives in America every year.**

Falls – 381 out of 971 total deaths in construction in CY 2017 (39.2%)

Struck by Object – 80 (8.2%)

Electrocutions – 71 (7.3%)

Caught-in/between\* – 50 (5.1%)

(\*This category includes construction workers killed when caught-in or compressed by equipment or objects, and struck, caught, or crushed in collapsing structure, equipment, or material)

### Top 10 Most Frequently Cited OSHA Standards Violated

The following were the top 10 most frequently cited standards by Federal OSHA in its most recently completed fiscal year (October 1, 2017, through September 30, 2018):

1. Fall protection, construction ([29 CFR 1926.501](#)) [[related OSHA Safety and Health Topics page](#)]
2. Hazard communication standard, general industry ([29 CFR 1910.1200](#)) [[related OSHA Safety and Health Topics page](#)]
3. Scaffolding, general requirements, construction ([29 CFR 1926.451](#)) [[related OSHA Safety and Health Topics page](#)]
4. Respiratory protection, general industry ([29 CFR 1910.134](#)) [[related OSHA Safety and Health Topics page](#)]
5. Control of hazardous energy (lockout/tagout), general industry ([29 CFR 1910.147](#)) [[related OSHA Safety and Health Topics page](#)]
6. Ladders, construction ([29 CFR 1926.1053](#)) [[related OSHA Safety and Health Topics page](#)]
7. Powered industrial trucks, general industry ([29 CFR 1910.178](#)) [[related OSHA Safety and Health Topics page](#)]
8. Fall Protection–Training Requirements ([29 CFR 1926.503](#)) [[related OSHA Safety and Health Topics page](#)]
9. Machinery and Machine Guarding, general requirements ([29 CFR 1910.212](#)) [[related OSHA Safety and Health Topics page](#)]
10. Eye and Face Protection ([29 CFR 1926.102](#)) [[related OSHA Safety and Health Topics page](#)]

# SepticSmart Week

Each year, EPA holds SepticSmart Week with outreach activities to encourage homeowners and communities to care for and maintain their septic systems. During SepticSmart Week, EPA seeks to inform homeowners on proper septic system care and maintenance, assist local agencies in promoting homeowner education and awareness, and educate local decision makers about infrastructure options to improve and sustain their communities.



This year's Septic Smart week is September 16-20.

EPA's SepticSmart initiative is a nation-wide public education effort with resources for homeowners, local organizations, and government leaders. Learn how septic systems work and get simple, everyday tips on how to properly maintain them.

The SepticSmart campaign features numerous links for homeowners wanting to learn more about their septic systems and best practices for keeping them working properly. You can find many of the documents linked below:

[Types of septic systems](#) - View and download diagrams to learn about common septic system types and major components.

[How your septic system works](#) – Do you have questions about how septic systems work? Do you know if your property is serviced by a septic system?

[Why maintain your septic system](#) – Learn the benefits to keeping a properly maintained septic system.

[How to care for your septic system](#) – Septic system maintenance is not complicated, and it does not need to be expensive. Follow these maintenance tips to keep your system operating reliably.

[What to do if your septic system fails](#) – Learn why septic systems fail and whom to contact if it happens to you.

[Outreach Toolkit](#) - Find materials targeted to homeowners that can be downloaded and printed. These materials show how many organizations have launched successful homeowner education programs.

[More resources for homeowners with septic systems](#) – Find brochures, fact sheets, tools, and other related information to help you maintain a properly functioning septic system.





# Online Training Opportunities Approved for Credit in Wisconsin

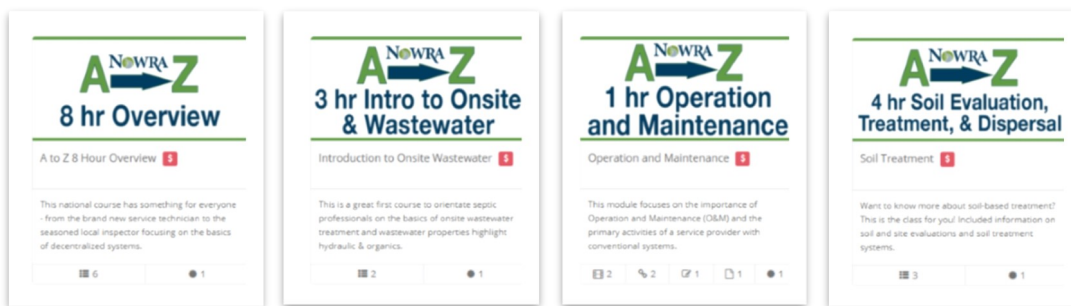
Whether you are new to the onsite/decentralized industry or continuing your professional development, you have come to the right place for septic system related education!

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 Member or at a higher rate as a Non-member of NOWRA. You can become a member of NOWRA by joining WOWRA.

Available course are shown below. Find out more at <https://www.pathlms.com/NOWRA>.



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## 2019 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 that 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:** \$ \_\_\_\_\_

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## Upcoming Events

November 1, 2019

8:00 a.m. – 3:00 p.m.

Know the Code: A Review of SPS 383

Comfort Suites

Johnson Creek, Wisconsin

Instructor: Dean Petersen

December 6, 2019

8:00 a.m. – 12:00 p.m.

Soil Science and Septic Design

Location TBA

Fond du Lac, Wisconsin

Instructor: Jeff Hammes

January 16-17, 2020

Joint Winter Conference

Chula Vista Resort

Wisconsin Dells

Keynote: Sara Heger

*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.*