2017 CONVENTION RECAP—
How to score a “silent impact” on the lives of others

Presented by Joe Schmit, KSTP TV Sportscaster

“People don’t remember what you say—they remember how you make them feel,” KSTP sportscaster Joe Schmit told the MOWA audience. And helping people feel good about themselves doesn’t happen by accident, it happens when you live your life with purpose, persistence and passion, he said.

“Survey yourself and focus on something you can improve in yourself… align your day-to-day actions with your values,” Schmit said. “Praise more, condemn less. You never know when something you say might have a profound impact on someone. No matter who the other person is, you can always find something nice to say about them.” As an example he told a story about a boy named Mark Eklund and one the teachers he had growing up in Morris, Minn., Sister Helen Mrosla. Mark was likeable but frustrating because of an inability to stay quiet in class. One day Sister Mrosla asked the class to write down each student’s name and something nice about that person. Years later, she heard Mark had died in Vietnam and she attended his funeral. Mark’s family showed her the piece of paper from Mark’s school days listing the kind remarks other students had written about him. He had carried this list in his wallet until the day he died. Sister Mrosla learned other students had also saved their pieces of paper from that day and how much the comments made by their peers meant to them.

Along with purpose, persistence and passion, Schmit said preparation is important if you are going to be successful at what you do. As if to illustrate Schmit’s point, Murphy’s law suddenly kicked in when Schmit tried to play a video that stubbornly refused to play. Without missing a beat, Schmit showed his preparedness by launching into a backup story that neatly filled the time allotted for the video.

When it comes to interacting with others, Schmit said, “It’s not about them liking you, or you liking them. It’s about you helping them like themselves.” That, he said, is the secret to having a “silent impact” on the lives of others.

Visit our website for posted Convention presentations: www.mowa-mn.com
**Convention ReCap: Kudos and Highlights!**

**Lifetime achievement awards to Mark Wespetal & Barb McCarthy**

*They wrote the book!*

Recent MPCA retirees Mark Wespetal and Barb McCarthy hold a copy of the Minnesota rules pertaining to septic systems they helped write—just one of many accomplishments for which they were honored with MOWA lifetime achievement awards in Duluth.

Presenters highlighted Mark’s integrity and commitment to basing rules on the best science available and Barb’s low-key but persistent efforts to build a top-notch SSTS program for Minnesota. The word “persistent” was emphasized (just like in Joe Schmit’s presentation!). Joining them were two others retired from the MPCA SSTS program, Gretchen Sabel and Pat Shelito.

*MPCA staff (l. to r.) Lifetime achievement recipients Mark Wespetal and Barb McCarthy, and MPCA retirees Gretchen Sabel and Pat Shelito.*
We hope you enjoyed the Convention in Duluth as much as we did. It was so great to see some old friends, and it was very exciting to see the vitality of the membership. The annual meeting at lunch was a special time, as we were able to report that MOWA is as healthy financially and in terms of membership, it as strong as it has been in more than a decade. We were also pleased to honor our new Lifetime Members Barb McCarthy and Mark Wespetal.

We are off and running again with a new Board of Directors, and have added three terrific operators: Mike Capra, Stacey Feser, and Chris LeClair. We also have to say goodbye to some departing members, distinction. You are encouraged to contact the Chair if you have a thought or want a new idea. Also, if you would be interested in joining the Committee or if you want more info, you can contact the MOWA office.

We have succeeded in our goal to improve the volunteer experience inside of MOWA, and your ideas and time are much appreciated.

Now, on to thanking the people who put this Convention together. A round of applause, please, for the Convention Committee that did such a good job organizing the 2017 MOWA Convention. It was a great few days during which we had the MPCA, excellent speakers, social events, and terrific exhibitors. Of course, the attendees drive the show, and the evaluations were really good. Thanks to all who participated.

And, you might be interested in knowing that we raised over $8,000 for the scholarship program—a record amount! Thank you to all who donated and who bid for your generosity and to the great volunteers who worked so hard to add new sponsorship opportunities this year. Make sure you look at the Tony Ruppert scholarship program that is offered on our website.

Now, we are moving on to the next annual MOWA Event—our 2017 Summer Seminar. Save the Date for this year’s Seminar: Friday, July 21 at Flygare Excavating in Annandale! We will be bringing back the successful format we offered last year of two daytime tracks followed by an evening cookout. We look forward to seeing you there!
**Minnesota Pollution Control Agency Convention Update**

**Presented by Jim Ziegler, MPCA**

*“The MPCA is actively working to hold all qualified professionals accountable for their quality of work.”*

**Ordinance adoption**—All counties have updated their SSTS ordinances to reflect current state rules and regulations. Of the approximately 141 cities, townships and special purpose local governmental units, 105 have updated their ordinances while another 20 are working through the ordinance adoption process.

**Grants**—The MPCA awards incentive grants to counties that have provisions in their ordinances that go above and beyond the minimum program requirements. The MPCA has been working with counties through the SSTS Implementation and Enforcement Task Force to identify the most beneficial ways to use incentive grants ($195,000 awarded in 2016) to accelerate SSTS compliance across the state. Information on the next round of grants will be sent to counties in May.

**Licensing and certification**—In the past, Ziegler says, work in this area focused mainly on ensuring that SSTS installers were qualified and properly licensed for the work they were doing. But, he adds, it’s important to ensure all SSTS work is done by qualified individuals. “Those who review designs, issue permits and inspect systems for local programs play a critical role in maintaining the integrity of the SSTS program.” To that end, Ziegler said it is important that a ‘qualified employee’ with the appropriate training signs-off on statements that certify work is being completed in accordance with requirements.

“These statements are an important way for us to know who is accountable for the work that’s being done,” Ziegler says. They are required on design reports, as-builts, inspection reports and compliance management reporting. The MPCA is actively working to hold all qualified professionals accountable for their quality of work. Please notify SSTS regional staff if you suspect that someone is working without a license, outside of their authorizations, or has quality of work issues.

Ziegler expressed appreciation to MOWA members who have worked on the Need-to-Know process for SSTS specialty areas, “especially steering committee members who have volunteered many hours to dig into the weeds on a number of issues. The MPCA is committed to this process as the way to periodically update and align the job tasks, curriculum priorities and exam competencies that warrant certification for SSTS professionals.” Since 2013, six of nine task analyses and validation surveys have been completed and five of nine exams have been updated and piloted.

**Enforcement**—The MPCA was granted ticketing authority in 2014. Twelve citations were issued during 2015/16. Nine were for failure to submit as-builts, four for unlicensed work violations and three for not acquiring a needed permit. Some citations included multiple violations. The 2015/16 citations resulted in a total of $6,500 in penalties.

**Volunteer recognition**—“The SSTS program is nothing without its stakeholders,” Ziegler said. “We are so fortunate to have such committed partners in the delivery and improvement of this program.” More than 50 SSTS professionals contributed at least 2,000 hours serving on the SSTS Advisory Committee, Technical Advisory Panel, Implementation and Enforcement Task Force and Need-to-Know/Exam Development efforts.

“This contribution is the equivalent of one full-time employee,” Ziegler said, “a ‘super’ FTE with 50 different brains, perspectives and viewpoints.” More volunteer opportunities are available. Contact Aaron Jensen or Nick Haig at the MPCA if you would like to explore where the current needs are.
Dave Gustafson jumped right into his talk with a reference to how the outcome of the recent election could provide opportunities for the SSTS. “As an industry we need to be ready to be part of the push for upgrading the nation’s infrastructure. It’s coming and we don’t want to miss that. We need to be ready to talk about how onsites are a positive and affordable choice for wastewater infrastructure. That voice needs to be at the table of wastewater infrastructure discussions. And we need to be at the table in a positive way… we need to do a better job of discussing issues so that everyone is part of the ‘win.’ ”

**Stormwater**—Gustafson said climate change is bringing heavier rains and higher groundwater levels. “We need to follow our codes, protecting to worst case scenarios… A focus on stormwater will provide opportunities for stormwater services and have an impact on our designs. Maintenance issues will become a bigger thing… as an industry we need to help our customers better maintain their systems.”

**Water softeners**—When it comes to the impact water softeners have on septic systems, Gustafson said it's clear that it makes a difference what kind of water softener home owners pick. “Good” water softeners don’t have a negative impact on soil absorption. By good he means systems that recharge based on flow/usage, not time, as excessive/unnecessary discharges are mainly the issue, not chemistry when it comes to water softeners posing a problem to septic systems. He added some advanced type IV systems shouldn’t have softener recharge go into them and so water softeners shouldn’t be used with advanced systems.

**Flushable wipes** -- “Companies say THEIR wipes are not causing the problem. They need to be kept out of the system.”

**Restaurant system upgrades** – “Work with restaurants on getting practices changed to correct problems before upgrading and then work with them to evaluate, select and implement the right system for a particular site,” Gustafson said. Adequate testing is required to help designers and customers come up with the right solution.

Finally, Gustafson said because of issues like drug-resistant bacteria, SSTS professionals need to be careful how they work and practice safe habits when exposed to septage, such as during land application.

**Recent MPCA SSTS staff Hires!**
(clockwise from top left) Theresa Haugen, C/E Supervisor - Brainerd; Cody Robinson, Soil Scientist - St. Paul; Sadie Wunder, C/C - Brainerd; and Nicholas Kramer, C/E - Detroit Lakes
With hints of an early start to the season, the MOWA Conference was a welcome opportunity for members to network, work on their licensure and relax. Overall, over 200 members, industry professionals, speakers and exhibitors were in attendance over two action-packed days.

Volunteers (left to right) Teri James, Cindy Tiemann, and LeeAnn Weigt working hard to raise a record-setting amount of money for the Tony Ruppert Scholarship Fund.

From early morning registration (shown left) to end of the evening prizes and auction items (shown Pg. 7, lower left), the MOWA Conference gave everyone something to take home and use!

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Convention ReCap: MOWA broadens reach of members

How important are Event Sponsors and Trade Show vendors?

Very!!! Through the support of manufacturers, other businesses that service the onsite wastewater industry, and educators, MOWA is able to provide a conference packed with timely information. The Trade Show (shown above) gives members the opportunity to get firsthand answers about the products they depend on.

Visit our website for posted Convention presentations:
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Thanks to your generosity, we raised over $8,000 for our Scholarship Fund!
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SAVE THE DATE!

Minnesota Onsite Wastewater Association (MOWA), in association with the Minnesota Pollution Control Agency (MPCA), is pleased to announce the 2017 Summer Seminar:

♦ **Friday, July 21, 2017** ♦

Registration from 7:30 to 8:00 am

♦ **Flygare Excavating** ♦
9595 67th Street, NW ♦ Annandale, MN 55302

MOWA’s 2017 Summer Seminar offers the opportunity for SSTS professionals to gain “hands-on” experience, earn continuing education credits and network with other professionals. The day will end with a cookout featuring fun, food, and prizes!

**Track 1 – Soils**
6.0 Soils CEUs*

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>8:00 - Noon</td>
<td>Classroom Session.</td>
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<tr>
<td>Noon - 1:00</td>
<td>Lunch (provided by MOWA)</td>
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<tr>
<td>1:00 – 3:30</td>
<td>Field Session: Critique and group discussion of soil pits.</td>
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</tbody>
</table>

Bring your:
- Munsell Color book
- Spray water bottle
- Small shovel or knife to removal sample from pit face
- Tape measure
- Sunscreen/bug spray
- Rain gear

**Track 2 – Technology/Tour & Competition**
6.0 Non-Soils CEUs*

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tr>
<td>8:00 - Noon</td>
<td>“Sept-a-Thon”: Friendly onsite-related small group competition. Prizes will be awarded</td>
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<tr>
<td>Noon - 1:00</td>
<td>Lunch (provided by MOWA)</td>
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<tr>
<td>1:00 – 5:00</td>
<td>Onsite Technology Demonstration: A chance to get your hands on and see some of the latest innovative onsite products and tools.</td>
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*Schedule subject to change; CEUs are anticipated, based on MPCA approval

5:30 – 7:00    “Second Annual Bellyachers Pig-Out” Cookout

7:00 - ? Games, Prizes, Fun! Including Texas Hold ‘Em, Bean Bag Competition

**EVENT HOST**

Thank You to Flygare Excavating for Hosting the 2017 Summer Seminar!

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www.mowa-mn.com or call 1-612-801-5897

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• 24” x 12” Riser - 3008-R12
• 20” x 6” Riser - 3009
• 20” x 12” Riser - 3009-R12
• 20” Riser Pan - 3009-RP
• 12” x 6” Riser - 3017-R

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For more information call or visit our website today!
The National Onsite Wastewater Recycling Association (NOWRA) is making significant progress in Washington toward equal federal funding and policy changes that encourage the use of onsite treatment around the country.

ACCOMPLISHMENTS IN WASHINGTON

- Established the Decentralized Wastewater Recycling Caucus as an official organization in the House of Representatives with 10 members.
- Language placed in the FY 2017 Appropriations Bill requiring the EPA to provide more resources to support decentralized wastewater treatment.
- Met with the U.S. Census Bureau and gained support from the EPA to add a question about wastewater infrastructure (sewer or onsite) to the Census’ American Community Survey.
- Persuaded EPA to catalog all current sources of industry funding and to recommend new sources of financing.
- Tom Fritts, NOWRA Past President, testified on Capitol Hill in support of the onsite wastewater industry, speaking before the House Appropriations Committee Subcommittee on Interior, Environment and Related Agencies.

NOWRA MEMBER SERVICES

- **Onsite Wastewater Mega-Conference**, the largest national gathering of industry leaders and practitioners. Next: Oct 22-25, 2017 in Dover, DE
- Free listing on NOWRA’s Septic Locator, a searchable online directory of industry professionals and businesses.
- NOWRA works with affiliates to support its state organizations in a variety of ways: training discounts, Roe-D-Hoe® support, meetings with state leaders, data/web services and much more.
- 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. NOWRA acquired BlueSky training software providing secure online education and training.
The 2017 Onsite Wastewater Mega-Conference is hosted by NOWRA and NAWT, with three state associations as co-hosts: DOWRA (Delaware), MOWPA (Maryland), and POWRA-PA (Pennsylvania).

Attend this Conference for the Value—Networking, Education
Onsite wastewater industry professionals—contractors, engineers, designers, regulators, and educators—will benefit from attending this conference.

In addition to the educational sessions and the expo, “The great value of the conference is in the networking,” said Mega-Conference committee chair Tammy Trantham, Missouri Small Flows Association. “This is the place to bounce ideas off each other and to get together and look at solutions. Why reinvent the wheel if someone else has worked through the same obstacle,” Trantham said.

Among issues to be discussed, the conference will examine nutrient management and removal, an especially critical issue on the East Coast said Trantham.

Many places along the East Coast have nutrient management and removal programs that other locations can emulate, Trantham said. Conference participants will be able to return home with solutions in mind for their own back yards.

Brian Carbaugh is president of the Delaware Onsite Wastewater Recycling Association (DOWRA), one of the state affiliates co-hosting the 2017 conference. “We are happy to be here and to co-host the conference.”

To do their jobs, onsite professionals must understand all aspects of nutrient management, including basic scientific principles, Carbaugh said. Attending the Mega-Conference is one-stop learning.

Meet Your Continuing Education Requirements
In most states, the conference curriculum will qualify for credit hours in licensing or professional certification programs. Attendees will learn from these opportunities:

- General Session featuring nationally-known speakers with a bird’s eye view of industry issues
- Multiple tracks in concurrent sessions, covering new technologies, regulatory and policy developments, case studies, and topics of importance to professionals working in Delaware, Maryland and Pennsylvania
- Field trips illustrating models worthy of emulation
- An expansive expo hall for those looking for technologies and services
- Social events for networking.

Location Enhances Value of Attending
“We have good, active state affiliates represented and are sure to have good conversations of value to attendees. You can never learn too much,” Trantham said. “We expect a good turnout.”

“This is the first time the conference has been held in the Northeast in several years. I urge members to take advantage of the location,” Carbaugh said. “It’s conveniently located to several states. We look forward to being part of the cooperative programs.”

Delaware was an early adopter of some systems being used for onsite wastewater technology today. “Delaware has done a little bit of everything in wastewater treatment,” Carbaugh said, “so attendees can talk with counterparts from the Mid-Atlantic and learn about the region’s systems and technologies.” For more details regarding the conference as it becomes available, visit www.nowra.org/2017mega.
How’s business for you? Hopefully it’s good, or at least improving, but if you aren’t getting the results you want, you might wish to take a look at how you’re marketing your services. Perhaps it’s time to shake things up a bit.

There are a number of ways to approach how you market your business. In fact, there are so many they are really beyond the scope of a single column, so this is part one of a 3-part series of marketing tips for onsite industry businesses. The focus here will be on electronic marketing, but before doing so, a few words about the importance of having a marketing plan.

People don’t plan to fail; they fail to plan. The first and most important component to effectively marketing your business is to have a plan of action -- in writing. A good marketing plan doesn’t need to be fancy or elaborate. One page will probably do it, but it does need to contain the following elements:

- Define your objectives. Is your goal to increase new installation business? Repair and replacement? Keeping existing customers? Promoting a new service? Each question will likely generate a different set of goals for you.
- Marketing budget and a timeline of activities you will pursue. Your marketing budget doesn’t need to be large. However, as a rule of thumb, the less money you spend means a greater investment of time on your part. If your budget doesn’t have a monetary component, make sure it reflects the time you need to invest to make it effective.
- Online marketing tactics for you to consider.
  - Website. If you don’t have a website, for many people, you don’t exist. This is especially true for Generation X, which grew up online and is rapidly becoming the largest segment of new homeowners. More people use Google to research products and services than any other method. Setting up a website today is cheap and easy. No special programming

When writing your plan, think about what you will do to evaluate its effectiveness. A marketing plan is not a static document. Each time you draft one, it should build on the successes created from the previous one.
Marketing Online, Continued from Page 15

Knowledge is necessary; everything you need to have a web presence can be done via point and click of a mouse. Companies like GoDaddy and Intuit offer low cost options, as little as $5/month. Wordpress lets you build a website for free.

Facebook. Setting up a Facebook page for your company is a great way to stay connected to your current customers. It doesn’t cost anything, but it does require regular attention to keep your name in front of your followers. Not sure how you might use such a page? Lots of septic companies already have Facebook pages and the good ones have many followers. Simply type “Septic” into the search box at the top of any Facebook page and you will get literally hundreds of results -- and ideas of strategies which might work for you. Facebook also has good information to help small businesses make the most of their pages.

E-mail. This can be an effective and inexpensive method for reach both current and potential customers. Building a good email list takes time, but as your list grows, your results should generate increasing numbers of inquiries.

There are many ways to use email to keep current customers and get new business:

- **Create a newsletter.** This doesn’t need to be fancy, but it does need to contain news. The more you can provide your reader with information which is interesting and useful to them, the more effective it will be.
  
  - **Send out consumer focused articles** on maintenance, what is and isn’t flushable, landscaping, etc. Another useful tactic here is send an email when weather events such as freeze, drought or floods are affecting your customers’ systems.
  
  - **Reminders** about scheduling service calls, maintenance visits, contract renewals.
  
  - **Thanking your customers for their business** -- and perhaps asking them to recommend you to their neighbors or forwarding a helpful email to them.
  
  - **Promotion** of new services, awards your company receives, company milestones, etc..

One key to effective email mail is to not overuse it. A quarterly message won’t turn off many people; daily emails probably will. Also, always offer a way to unsubscribe from your mailing list.

Eric Casey is Executive Director of the National Onsite Wastewater Recycling Association, the only national organization representing all segments of the onsite wastewater industry. www.nowra.org
### 2017 OSTP Certification Course Descriptions and Offerings

**Introduction to Onsite Systems (15 Direct Credits)**  
Fee: $360  
Exam: Yes  
This 15-hour workshop is the foundation for all SSTS certification courses and is best completed prior to the other workshops. It prepares participants for the Basic exam and provides an overview of onsite treatment options and concepts. Enrollment in this workshop includes a copy of the Manual for SSTS Professionals in Minnesota.  
Topics include:  
- Treatment of wastewater  
- Wastewater characteristics  
- Soil treatment systems  
10-2 Grand Rapids - Sawmill Inn  
10-3 St. Cloud - Moose Lodge  
Deadline: 4/17/17

**Installing Onsite Systems (12 Direct Credits)**  
Fee: $265  
Exam: Yes  
This 12-hour workshop prepares attendees for the Installer exam and provides information about proper installation practices.  
PREREQUISITE: Introduction to Onsite Systems  
Topics include:  
- Construction planning  
- Construction practices  
- Pipelayer certification  
112-2 Grand Rapids - Sawmill Inn  
112-3 St. Cloud - Moose Lodge  
Deadline: 4/17/17

**Basic Design of Onsite Systems (21 Direct Credits)**  
Fee: $440  
Exam: Yes  
This 21-hour workshop teaches attendees to properly design various septic systems in preparation for the Basic Designer exam. Enrollees must have the current manual to use during the workshop. Onsite Manuals are available for $50.  
PREREQUISITE: Introduction to Onsite Systems  
Topics include:  
- Flow determination  
- Tank design  
- System design  
- Pumps and pressure design  
20-2 St. Cloud - Moose Lodge  
Deadline: 4/17/17

**Inspecting Onsite Systems (12 Direct Credits)**  
Fee: $265  
Exam: Yes  
This 12-hour workshop identifies Minnesota requirements for existing and new system inspections and prepares participants for the Inspector exam.  
PREREQUISITE: Introduction to Onsite Systems  
Topics include:  
- Administrative requirements  
- Existing system inspection  
30-1 Alexandria - Douglas County Public Works Building  
Deadline: 5/30/17

**Maintaining Onsite Systems (15 Direct Credits)**  
Fee: $310  
Exam: Yes  
This 15-hour workshop gives participants an overview of system management, the federal requirements for land application of septage, and prepares people for the Maintainer exam.  
PREREQUISITE: Introduction to Onsite Systems  
Topics include:  
- Land application rates  
- Maintaining Type I SSTS  
- Record keeping  
- Soils survey use  
415-1 Alexandria - Douglas County Public Works Building  
Deadline: 3/15/17

**Service Provider (21 Direct Credits)**  
Fee: $490  
Exam: Yes  
This 21-hour workshop prepares attendees for the Service Provider exam and offers an in-depth look into the care of all system types. This course is based on the National O&M Service Provider materials and will include a field component. It is intended for system maintainers, designers or MPCA certified operators who need training for soil-based system management.  
PREREQUISITE: Introduction to Onsite Systems  
Topics include the management of:  
- Type I systems  
- Cluster systems  
- System troubleshooting  
49-1 Mankato - Morson-Ario VFW  
Deadline: 4/11/17

**Soils (15 Direct Credits)**  
Fee: $310 or $475 with Munsell Color Guide  
Exam: Yes  
This 15-hour workshop prepares attendees for the Soils exam and provides participants with a detailed understanding of how particular soils affect the treatment of sewage. Participants will also receive instruction at a field location. Munsell Color Guides are available for $165 and Sand Cards for $20. This class does NOT meet the 6-hour soils continuing education requirement for all Designer and Inspector categories.  
PREREQUISITE: Introduction to Onsite Systems  
Topics include:  
- Percolation testing  
- Soil characteristics  
- Field evaluations  
- Soil survey use  
515-1 Farmington - Dakota County Extension Office  
Deadline: 5/16/17

**Pipelayer Certification (2 Direct Credits, 1 Related Credit)**  
Course begins at 1:00PM  
Exam: Yes  
Fee: $75  
This 3-hour workshop is once again offered this year to accommodate a change in the Minnesota Plumbing Code that requires all septic system installers be either certified pipelayers, licensed plumbers, or registered apprentices in order to install sewer or water service pipes outside of a building in Minnesota.  
Topics include:  
- MN Plumbing Code  
- Pipe laying  
- Code compliance bond packet instruction  
92-2 Mankato - Morson-Ario VFW  
Deadline: 3/28/17

**Classes are filled on a first-come, first-served basis.**
### 2017 OSTP Certification Course Descriptions and Offerings

<table>
<thead>
<tr>
<th>General Continuing Education (12 Direct Credits)</th>
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<tbody>
<tr>
<td>Fee: $265  Exam: No</td>
</tr>
<tr>
<td>This 12-hour workshop is designed to meet the continuing education requirement for SSTS professional registration. The topics will be varied to give a wide range of information for SSTS professionals.</td>
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<tr>
<td>Topics include:</td>
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<tr>
<td>- Rule change implications</td>
</tr>
<tr>
<td>- Pressure distribution</td>
</tr>
<tr>
<td>- Working on difficult sites</td>
</tr>
<tr>
<td>- MPCA update</td>
</tr>
<tr>
<td>60-2 Crochet Forestry Center 3/30-31/17  Deadline: 3/23/17</td>
</tr>
<tr>
<td>60-4 St. Cloud - Moose Lodge 12/12-13/17  Deadline: 12/5/17</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Maintainer Continuing Education (12 Direct Credits)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fee: $265  Exam: No</td>
</tr>
<tr>
<td>This 12-hour workshop is specifically designed as continuing education for those involved in maintaining septic systems.</td>
</tr>
<tr>
<td>Topics include:</td>
</tr>
<tr>
<td>- 503 regulations</td>
</tr>
<tr>
<td>- System care</td>
</tr>
<tr>
<td>- Troubleshooting</td>
</tr>
<tr>
<td>- Other establishments</td>
</tr>
<tr>
<td>46-1 Alexandria - Douglas County 3/28-29/17  Deadline: 3/21/17</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Field Troubleshooting Systems Continuing Education (6 Direct Credits)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fee: $240  Exam: No</td>
</tr>
<tr>
<td>This 6-hour workshop combines a classroom and field component to give all septic professionals additional knowledge about troubleshooting systems that are experiencing problems.</td>
</tr>
<tr>
<td>Topics include:</td>
</tr>
<tr>
<td>- Homeowner use issues</td>
</tr>
<tr>
<td>- Hydraulic and organic overload</td>
</tr>
<tr>
<td>- Afternoon field visit</td>
</tr>
<tr>
<td>- Evaluating soil treatment systems</td>
</tr>
<tr>
<td>64-1 Chaska - MN Landscape Arboretum 6/8/17  Deadline: 6/1/17</td>
</tr>
</tbody>
</table>

Design/Inspector Continuing Education (12 Direct Credits)  
Fee: $265  Exam: No  
This 12-hour workshop is designed to meet the continuing education requirement of SSTS professional holding a designer and/or inspector certification. The course is will focus on design and inspection issues.  
Topics include:                                                   |
- Rule/policy updates                                                   |
- Commercial systems                                                   |
- How to add capacity                                                   |
- Challenging inspections                                               |
- System design with new forms                                         |
82-1 Alexandria - Douglas County 4/5-6/17  Deadline: 3/29/17 |

Soils Continuing Education (6 Soils-Specific Direct Credits)  
Fee: $240 or $405 with Munsell Color Guide Exam: No  
This 6-hour course couples classroom and field training to meet soils-specific MPCA continuing educational requirements for designers and inspectors. Munsell Color Guides are available for $165 and Sand Cards for $20.  
Topics include:                                                   |
- Regional geology and soils i
- Local soil hydrology information                                    |
- System siting and design                                            |
- Soils observations                                                  |
55-5 Alexandria - Douglas County 8/8/17  Deadline: 8/1/17 |

Classes are filled on a first-come, first-served basis.  
OSTP, 173 McNeal Hall, 1985 Buford Ave., St Paul, MN 55108  
Fax: 612-624-6434  
Phone: 800-322-8642
2017 MOWA MEMBERSHIP APPLICATION

Membership:  □ Individual Member  □ Business Group/Government Unit  □ Student  □ Renewal  □ New Member  □ Life-time  □ Honorary

Note: Your MOWA Membership includes one NOWRA membership

Memberships are based on calendar year - After July 1st, new members pay $140-individual / $190-business or gov’t groups for remainder of 2017

Individual/Group Contact: This person will be listed as the NOWRA member on the Septic Locator website. They will be listed first in all MOWA publications. Please print clearly.

• 1st Member  Company Name

Address ____________________________________________________  City/State/Zip _______________________________________________________________  

Phone __________________________  Mobile/800# _________________________  Fax _________________________  Email ___________________________________

Circle the counties you work in: Needed for Directory and Website.

Statewide 88

Aitkin 1  Cook 16  Itasca 31  McLeod 46  Pope 61  Swift 76

Anoka 2  Cottonwood 17  Jackson 32  Meeker 47  Ramsey 62  Todd 77

Becker 3  Crow Wing 18  Kanabec 53  Mille Lacs 48  Red Lake 63  Traverse 78

Beltrami 4  Dakota 19  Kandiyohi 34  Morrison 49  Redwood 64  Wabasha 79

Benton 5  Dodge 20  Kittson 35  Mower 50  Renville 65  Wadena 80

Big Stone 6  Douglas 21  Koochiching 36  Murray 51  Rice 66  Waseca 81

Blue Earth 7  Faribault 22  Lac qui Parle Lake 37  Nicollet 52  Rock 67  Washington 82

Brown 8  Fillmore 23  Lake 38  Nobles 53  Roseau 68  Watonwan 83

Carver 10  Goodhue 25  Le Sueur 40  Olmsted 55  Sherburne 70  Winona 85

Cass 11  Grant 26  Lincoln 41  Otter Tail 56  Sibley 71  Wright 86

Chippewa 12  Hennepin 27  Lyon 42  Pennington 57  Steele 72  Yellow Medicine 87

Chisago 13  Houston 28  Mahnomen 43  Pine 58  Stearns 73

Information: (Check all that apply)

□ Installer  □ Pumper  □ Designer  □ Inspector  □ Gov’t Regulator  □ Educator  □ Service Provider  □ Student  □ Soil Scientist  □ Professional Engineer  □ Manufacturer  □ Operator/Maintenance  □ Supplier  □ Other:

Additional Business/Government Members:

• 2nd Member  Title  County

Address ____________________________________________________  City/State/Zip ________________________________________________________________

Phone __________________________  Mobile/800# _________________________  Fax _________________________  Email ___________________________________

• 3rd Member  Title  County

Address ____________________________________________________  City/State/Zip ________________________________________________________________

Phone __________________________  Mobile/800# _________________________  Fax _________________________  Email ___________________________________

(Please list additional business/government group members on separate sheet with complete contact information.)

Publications: Would you prefer receiving ‘Little Digger’ newsletters via ...

□ Regular Mail  □ Electronically

We currently send one publication per address to business/government groups. Contact the MOWA office if you’d like additional copies.

Additional NOWRA Memberships: MOWA membership fees include one NOWRA membership per company/organization. List names of members who want additional NOWRA memberships here: Cost - $40 per person.

2) __________  3) __________  4) __________  5) __________

Payment: (Please print)

MOWA Membership $ __________ + Add’l NOWRA Memberships = Amount: $ __________

□ Check enclosed (Payable to MOWA)  □ VISA  □ MasterCard

Card Number: __________  □ CVV: __________  Expiration Date: __________  □ Cardholder Name: __________

Signature: __________  Date __________

Note: Dues payable to MOWA are not deductible as a charitable contribution but may be deductible as an ordinary and necessary business expense.

MOWA, 5021 Vernon Ave, So., Suite 241, Edina, MN  55436  Phone: 612.801.5897  Fax: 952.487.4447
MySpy™ WiFi Messenger

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- Email/Text Notifications
- No Monthly Fees
- Battery Backup

www.sjerhombus.com