

2008 NGWA Annual Report to the Membership



Members of every association are looking for benefits that add value to their businesses or practice, not merely a basket of products and services. As a result, NGWA has adopted an outcomes-based focus to our planning so that our actions are enhancing your business or practice. You and your peers who volunteer to serve on our boards, committees, subcommittees, task forces, and interest groups, working with your professional staff, seek to understand the needs of the membership, and then to articulate what benefits the association has or can bring that respond to those needs.

This report demonstrates they have listened and understood.

Telling the Ground Water Story Like Never Before

A 2008 survey of NGWA members found 50 percent said "time" was the single greatest obstacle to helping increase public awareness about ground water. As a result, NGWA took on a larger role in telling the ground water story.

National television was visited by NGWA on a September evening, as your association hosted a live call-in show on Direct TV's rural programming network, RFD-TV. Our message: good stewardship of ground water and wells.

Fielding consumer questions were members David Haupt, MGWC, of Haupt Well & Pump Co Inc., Auburndale, Wisconsin; Eric Neubecker, MGWC, of Raymer Co. Inc., Marne, Michigan; and John Schnieders, Ph.D., Water Systems Engineering Inc., Ottawa, Kansas.

RFD-TV has significant penetration into American households—an average of 21 percent of households nationwide—mostly in rural areas. Estimates are that 500,000 viewers benefitted from our messages.

In addition to the national live call-in show, the effort also included:

- Three videotaped segments during the show on
 - (1) proper well location, construction, and maintenance
 - (2) water testing and treatment
 - (3) ground water protection
- Two 60-second TV spots to air during the live call-in show promoting NGWA
- Sixty 30-second TV spots promoting NGWA's Web site, Wellowner.org, as a tool to educate well owners about ground water and well stewardship. These spots aired two weeks before the live call-in show and four weeks after. Member and certified contractors benefit from Wellowner.org's "Contractor Lookup" service
- Advertising in *RFD-TV Magazine* promoting well stewardship.

Additionally, a NGWA-funded national media campaign on well stewardship achieved 248 newspapers and 1,300 broadcast airplays in 36 states—a potential audience of more than 186 million people. The TV spot promoting NGWA's www.wellowner.org can be viewed by going to <ftp://napsftp.napsnet.com/client>.

National Ground Water Awareness Week, which advocates the core messages of ground water and well stewardship, water testing, and ground water protection and conservation, attracted key national voices again in 2008, including:

- USGS Director Mark Myers who stated, in part, "The USGS is pleased to work closely with the National Ground Water Association, and we applaud their efforts to educate the public by designating March 9-15, 2008, as Ground Water Awareness Week."
- U.S. EPA water administrator Ben Grumbles highlighted National Ground Water Awareness Week at the agency's Web site throughout March.
- A print and audio column by the American Farm Bureau Federation, titled "Water Well Maintenance, Safety Always Important." Also, the AFBF conducted a Webinar in which NGWA Public Awareness Director Cliff Treyens showed participating farm bureau leaders tools available to them to promote ground water awareness at the state and local levels.
- NGWA worked with a news service to prepare a newspaper story as well as radio and TV spots to be distributed nationwide.
- The National Association of Local Boards of Health promoted Awareness Week using our logo and a link to NGWA's Awareness Week Web page at the home page of its Web site at www.nalboh.org.
- Tractor Supply Co. included a story in its credit card statement newsletter about National Ground Water Awareness Week.
- Additionally, references to Ground Water Awareness Week appeared on Web sites including those of: University of Illinois Extension East Peoria Center, CH2MHILL, Michigan Department of Environmental Quality, U.S. EPA Region 10, Texas Water Development Board, Master Well Owner Network, University of Kentucky College of Agriculture, Ohio Farm Bureau, National Onsite Wastewater Recycling Association, Environmental Education in Georgia, Environmental Education in Mississippi, Environmental Education in Alabama, National Environmental Health Association, Oklahoma Ground Water Association, McHenry County

(Illinois) Water Resources Department, Kentucky Division of Water, Groundwater Foundation, and four Australian sites including the Australian Department of the Environment, Water, Heritage and the Arts.

Other milestones included an increasing number of Day-at-the-Capital events by Affiliate States on or around the Ground Water Awareness Week dates.

NGWA's National Ground Water Awareness Week was cited by the 2008 Associations Advance America Honor Roll of the American Society of Association Executives, just one of 12 programs chosen nationwide for this honor. NGWA's 2009 Ground Water Awareness Week is March 8-14.

Content was added to NGWA.org to provide community water system planners and managers in drought-affected states, particularly those states not accustomed to dealing with severe drought, with valuable information about well systems and our membership. Additionally, we delivered information through *Water Well Journal*, and *On Tap*, the quarterly magazine of the National Environmental Services Center, featured an NGWA-provided article focused on drought.

NGWA has publicized this information through the U.S. Conference of Mayors, the National Association of Towns and Townships, the International City/County Managers Association, and the National Association of Counties as well as ground water industry news media. We also are investigating notifying community water systems directly about the availability of drought information.

NGWA staff met with the director of the SMARxT DISPOSAL campaign—collaboration between the U.S. Fish & Wildlife Service and the American Pharmacists Association to encourage proper disposal of drugs to prevent them from entering ground water.

A hands-on workshop on proper well construction to safeguard public health was delivered to the National Environmental Health Association annual meeting. Russ Tell, a former MGWC and now a state regulator, used actual well components so local sanitarians and environmental health officials could see firsthand how proper well construction contributes to helping keep water supplies safe. Additionally, NGWA's messages were delivered to the National Association of Local Boards of Health annual meeting.

A household water audit for use by well owners on NGWA's Web site, www.wellowner.org, is being developed by members. They are developing an interactive device that will make people better contemplate how to use their water, and will be useful in educating the public on water recharge.

We provided each state geologist attending the 100th anniversary meeting of the Association of American State Geologists with a complimentary copy of our DVD on surface water/ground water interaction.

Where the NGWA Message Was Told in 2008

Volunteers and staff carried the message about NGWA and its programs and services to a large and diverse set of audiences in 2008:

- 37 Affiliate State meetings
- National Association of Local Boards of Health
- New England Water Well Expo
- Ground Water Protection Council
- South Atlantic Well Drillers Jubilee

- Midwest Ground Water Conference
- Oregon State University Institute for Water and Watersheds
- Pacific Northwest Ground Water Expo
- Water Resources Research Institute
- Mountain States Water Well Expo
- National Environmental Health Association
- University Council on Water Resources
- Association of American State Geologists
- National Science Foundation Public Policy Forum on Aquifer Storage and Recovery
- Canadian Ground Water Association annual meeting
- Ohio Section—American Water Works Association
- American Geological Institute
- American Institute of Professional Geologists
- Water Management Association of Ohio
- International Geological Congress
- Western States Water Council
- Consortium of Universities for the Advancement of Hydrologic Science
- Briefing to Congress on national ground water quality and quantity concerns
- National Drilling Association
- Geological Society of America
- Salt Water Intrusion Conference
- WQA Aquatech USA
- New England Water Well Association Expo in Massachusetts
- International Ground Source Heat Pump Association.

A Voice in Washington Guarding Your Interests

Throughout 2008, your federal government affairs volunteers and staff monitored nearly two dozen issues important to various segments of the NGWA membership.

Scientific/Technical Issues

- Enhanced ground water storage
- Ground water data collection
- National ground water monitoring for quality and levels framework
- Geologic sequestration of carbon dioxide
- National water census
- Environmental indicators
- Clean Water Act definitions
- USGS study of ground water quality associated with domestic wells
- Source Water Collaborative
- Perchlorate standard
- In-situ uranium mining
- Leaking underground storage tanks
- Pharmaceuticals presence in ground water
- DNAPLs

Business practices

- Commercial drivers licenses
- Diesel emissions from mobile machinery
- OSHA inspections
- Relationships between cranes and pump hoists
- Cargo securement for mobile machinery
- Geothermal heat pump tax credits
- Excise taxes on mobile machinery
- Hours of service

Affiliations – Together We're Better

In 2008, your association expanded its formal affiliations with these organizations:

- American Geological Institute
- American Supply Association
- Environmental and Engineering Geophysics Society
- Geothermal Heat Pump Consortium
- International Union of Geological Sciences
- International Year of Planet Earth
- WaterSense (U.S. EPA)

Informal relationships were initiated with:

- Academy of Certified Hazardous Materials Managers
- Universities Council on Water Resources
- Water Policy Institute

Affiliate State associations are enjoying the most robust set of services ever made available by NGWA. In October, 47 of a potential 48 Affiliate State associations had affiliated.

Five \$5,000 NGWA State Ground Water Advocacy Grants were awarded in the program's inaugural year. The Illinois Association of Groundwater Professionals received a grant to help get geothermal heating system installation regulations approved, as well as establish a state legislative day at the state capital. The Georgia Drillers Association grant was used to fight proposed mandatory connection laws. The California Groundwater Association grant assisted an industry day to the state capital. The New Mexico association grant helped the association deal with a water well permitting issue.

A record 72 individuals from 31 states attended the 2008 State Leadership Conference.

Additional new benefits created in 2008 for the state associations were:

- A state-specific ground water news service compiled from 70,000 news sources
- The "Surface Water/Ground Water Interaction" DVD, produced by NGWA and introduced at the 2007 Expo, was given to each NGWA Affiliate State association
- News release templates on drought and National Ground Water Awareness Week, customizable for each state
- \$6,700 in marketing support payments to 12 state associations that participated in the WellGuard property and casualty insurance program
- *Outcomes*, the newsletter about NGWA's activities for our state association partners
- Up to two hours of graphic design services related to advertisements, fliers, or other printed pieces useful in

educating or mobilizing the public

- Improved speaker request support.

Staff continues to identify ways to improve the organization's overall effectiveness. As a result, NGWA will:

- Develop a list of known issues states have faced/are currently facing and work with legal counsel to create informational background/fact sheets we can periodically send or provide when issues arise
- Create a monthly roundup of state legislative issues to send to all execs and state directors
- Post all of the above information to the State Center for Ground Water Policy section of the NGWA Web site
- Hold special conference calls on legislative or other issues of interest.

An NGWA and American Supply Association agreement allows NGWA supplier members to purchase ASA's "Domestic Water Well Pumps" course and the "Essentials of Profitable Inside Sales" course at discounted prices. This relationship is supportive of our efforts to further build the professionalism of our supplier members, provide additional training outlets in preparation for or in support of the NGWA Certified Sales Professional (CSP) designation, continue to aid our supplier members in their efforts to create incentives and rewards for their employees that in turn will lead to employee retention and recruitment.

The NGWA board of directors approved the Association supporting the goals of the WaterSense program of the U.S. EPA, and we've reached out to the newly formed Water Policy Institute, which says it hopes to bring together companies, nonprofit organizations, and environmental groups to look for common ground. We're discussing the potential of a new water information collaborative with IBM and other national water associations.

Making the Best Better

Perhaps one of the best benefits of membership in a national association is when it can wield the strength and breadth of a national viewpoint and consensus. A powerful example of this was demonstrated when the National Council on Compensation Insurance (a non-governmental entity) proposed to classify pump installation and service as drilling (a more expensive rating) and not residential plumbing, if the entity performing the pump installation or service at any time drilled the well. The majority of insurance companies in the nation subscribe to NCCI for classifications, rates, and rules. The Association weighed in with its written insights to the National Commission on Compensation Insurance on the distinctive ways water well contractors and pump installation contractors do their work. NGWA's position won the day, saving the industry significant dollars on workers' compensation insurance.

The impact factors for our science and engineering journals both increased in the past year:

- *Ground Water* increased to 1.441 from 1.117 (12/59 in water resources category)
- *Ground Water Monitoring & Remediation* increased to 1.194 from 0.704 (22/59 in water resources).

Significant progress was obtained in 2008 on the ANSI/NGWA Water Well Construction Standard, and the association intends to submit the document for formal adoption in 2009. The template for this standard has been the Association's *Manual of Water Well*

Construction Practices. When the standard is released for public comment, every line of the manual will have been scrutinized, challenged, and perhaps improved upon as a result of this effort.

The Board of Directors officially adopted a policy on the development of NGWA Best Suggested Practices, and also adopted two practices: *Residential Well Cleaning* and *Wells for Fire Protection*. Others in editing are *Controlling Artesian Flowing Wells* and *Methods for Water Well Systems Professionals to Employ to Reduce Problematic Concentrations of Bacteria, Radon, Arsenic, and Nitrate in Residential Well Systems*.

NGWA will facilitate best suggested practices work sessions at the 2008 Expo on:

- *Sustained Yield in a Hydrofractured Well*
- *Wells and the Relationship Between Elevated Levels of Iron and Arsenic*
- *Safe Handling of Radioactive Wastes from Water Treatment Devices.*

Volunteers are at work reviewing and updating the Association's 1997 document, *Guidelines for the Construction of Vertical Boreholes for Closed Loop Heat Pump Systems*.

NGWA submitted 12 pages of member comments to U.S. EPA on a draft guidance document for performing inspections of ground water-supplied public water systems. These periodic inspections, sanitary surveys, are required under the Ground Water Rule to help prevent microbial contamination of public water systems.

NSF International invited NGWA's technical expertise to an internal NSF group reviewing how to normalize test results for submersible pumps being evaluated against NSF's Standard 61.

NGWA volunteers provided comments to a proposed household water efficiency specification developed by the U.S. EPA's WaterSense program.

On a matter related to water system connections beyond initial high arsenic area to locations where water quality is below federal standard, NGWA provided educational information on arsenic and water treatment for possible use in public education efforts.

We compiled for our state water well regulatory summaries database information about permissible sand content in completed residential water well systems, and we updated the regulations database that tracks the number of states requiring contractor continuing education.

The Consortium of Universities for the Advancement of Hydrologic Science, in follow-up to the panel NGWA shared at the National Water Resources Institutes, sought the Association's assistance in assembling continental hydrostratigraphy to develop GIS coverage of the subsurface comparable to those available for the surface.

In March, the National Research Council of the National Academies of Science, in cooperation with NGWA and other ground water organizations, hosted a managed underground water storage public policy forum in Washington, DC, to discuss the development and implementation of science-based policy and regulations for aquifer storage and recovery (ASR).

NGWA's new information service, the Enhanced Ground Water Storage Information Exchange, is up and running at www.ngwa.org/public/egws.aspx and features not only links to the content to the March forum on the topic, but also provides NGWA papers on the topic, an online discussion forum, ground water storage

news, and a related events calendar. It complements the NGWA service created late in 2007 on ground water management during drought.

Our Pump Installation Cost Calculator, introduced at the 2007 NGWA Ground Water Expo, has been widely distributed and well received by the membership. A new NGWA Press title, *So, You Want to be a Geothermal Loop Contractor*, is in development as a guide for water well drilling firms that are considering entering into the market for drilling boreholes for closed loop heat pump systems.

Introduced to our membership in late 2007, the DVD-based educational tool on surface water and ground water interaction has been widely distributed, including to the membership of the Association of American State Geologists.

In response to several recent member inquiries about injection wells of various types (aquifer storage, recovery, storm water drainage), we compiled a spreadsheet that records the estimated and counted numbers of the various injection wells by end use and state. There are 22 different categories of Class V injection wells noted in the spreadsheet, and they total 476,922 in number.

For the 28th consecutive year we are working on our annual inventory on water well construction activity by end use by state. Additionally, spreadsheets containing information on the numbers of public water systems using ground water were updated. This includes data for each state by community water systems, non-transient non-community systems, and transient non-community systems.

A NGWA Member Consultants Directory has recently been prepared for the purpose of improving the NGWA consultant members' visibility to potential clients. This searchable directory will replace the current static consultants listing.

Debuting at the 2008 Ground Water Expo is the NGWA Ground Water Consultants Business Forum to advance the engagement between the Association and its consulting firm members. The results of a major NGWA survey of business conditions and issues for the consulting community will be a feature of the Forum, as will the results of the Forbes study and scenarios. The full report has been available free to members as a PDF download from www.ngwa.org.

NGWA has partnered with KRM Information Services Inc. to offer our members the opportunity to participate in business seminars presented by some of the top names in the industry.

Important professional development opportunities created by NGWA in 2008 included the:

- NGWA/Clemson University Construction Management Academy
- NGWA/U.S. EPA Remediation of Abandoned Mine Lands Conference
- NGWA International Conference on Nonrenewable Ground Water Resources.

Plans have been completed for the Groundwater for the Americas Conference in Panama City, Panama, in June 2009. This will offer opportunities to NGWA members from all divisions to reach new customers. Groundwater for the Americas is envisioned as a place-based conference to facilitate dialogue among peoples of the Latin American region about how they can best manage their water resources in the context of socioeconomic and cultural realities.

Our many interest groups have increased their contributions to the technical expertise of the industry by publishing content to our publications. For instance, an article from the Internet Ground Water Data Interest Group was published in September's *Water Well Journal*. The Aquifer Protection Interest Group is currently preparing a state-by-state summary of aquifer protection programs. They have currently summarized information for 23 states.

Safe Practices Attract the Best

Your Association's efforts to create safer and more productive professions expanded in 2008, and are strengthening even more in 2009.

The Safety Subcommittee's "Safety through Leadership" campaign, a visible part of the 2007 and 2008 Ground Water Expos, is at the center of this effort. An array of information items, ranging from fact sheets, CDs, bumper stickers, and staff safety briefings, are available to members. Subcommittee members are also working to update member-exclusive safety resource links on ngwa.org.

The NGWA *Supervisors Model Safety Program Manual* and the *Environmental Remediation Drilling Safety Guideline* are being updated and strengthened by industry volunteers.

The Safety Subcommittee organized seven workshops for Expo, highlighted by a fall protection trailer and preventable vs. non-preventable accidents.

For 2009, work has begun to organize the NGWA Safety Excellence Institute which will require validated compliance with industry best safety practices. NGWA believes compliance will allow members to earn credits on property and casualty insurance coverage.

Career Initiatives Help the Professions Sustain Their Future

NGWA has undertaken a number of initiatives to direct more students to ground water professions to address employee recruitment problems within our industry.

About 3,500 high school counselors across the nation received descriptions of three ground water-related career areas from NGWA. The four-page descriptions, developed by Chronicle Guidance Publications and reviewed by NGWA, cover these careers: water well driller, hydrologist, and ground water professional—an umbrella term for a variety of professions on the scientific side of ground water.

Our communication to school counselors offered access to NGWA's new database of career mentoring volunteers.

We also placed advertising in American School Counselor Association's bimonthly magazine, *School Counselor*.

A brochure of brief descriptions of different ground water-related careers (lab technician, hydrogeologist, water well contractor, pump installer) is in development by NGWA for use by members to use at school career days, job fairs, and employment agencies. We intend to develop a DVD that will complement the printed material.

A national news release promoting NGWA's Career Center was distributed aimed toward generating a larger pool of job applicants, which, in turn, would induce more employers to post jobs in the Career Center.

Our People – Our Strength

Associations are ultimately about people, and NGWA is fortunate to have many outstanding individuals and organizations. Earning NGWA awards in 2008 are:

- Ross L. Oliver Award—Henry G. "Bob" Holder of Holder Well & Pump Service Co.
- Technology Award—Carl Keller of Flexible Liner Underground Technologies (FLUTE™)
- Equipment Design Award—Paul Polak of International Development Enterprises
- Individual Safety Advocate Award—Keith Barge of Universal Drilling Services of Texas
- Robert Storm Award—F. Michael Krautkramer of Robinson, Noble & Saltbush Inc.
- The Standard Bearer and the M. King Hubbert Award recipients will be determined September 2.
- John Hem Excellence in Science and Engineering Award—Chris Langevin and Weixing Guo
- Keith E. Anderson Award—Vicki Kretsinger

Earning Distinguished Partner recognition this year are: Franklin Electric, Solinst, ITT, SEMCO, A.Y. McDonald, Grundfos, DeepRock, Central Mine Equipment, Boshart, Flexcon, Merrill, and Angus.

The winner of the Outstanding Ground Water Project Supply Award was Beaumont Cherry Valley Water District Recharge and Recreational Facility.

Officers of the 2008 NGWA Board of Directors:

- Scott Fowler, CWD/PI—President
- Alan Eades, CWD/PI—President-Elect
- Art Becker, CWD—Secretary
- John Pitz, CPI—Treasurer
- Brent Murray—AGWSE Chair
- Jack Henrich, MGWC—Contractor Chair
- Rich Clarke—Manufacturer Chair
- Mark Husnik, CSP—Supplier Chair

Board Directors

- Ron Brillhart (observer)
- John Christ (observer)
- Griffin Crosby, CWD/PI
- Terry Farago
- Bev Herzog, CGWP
- Richard Laton (observer)
- Dan Meyer, MGWC
- Chip Nelson
- Jim Paulhus
- Richard Thron, MGWC
- Loyd Watson, MGWC—immediate past president

National Ground Water Association and Subsidiaries Financial Report

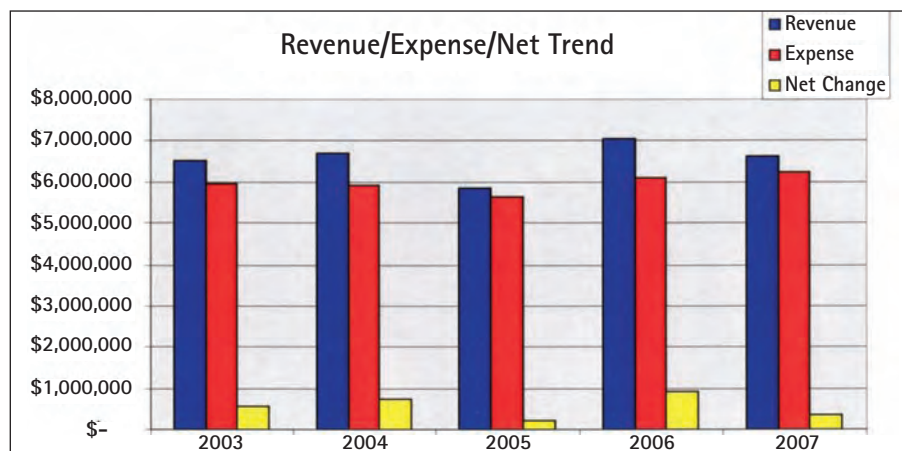


Financial Overview

The National Ground Water Association's primary revenue sources include member dues, education courses and conferences, advertising, and the annual Ground Water Expo. Supplementing these primary revenue sources are bookstore sales, insurance commissions, government grants and contracts, and investment income. Over the past five years, revenue has averaged approximately \$6.4 million per year. Expenses have averaged approximately \$5.9 million per year. 80% of total expense in 2007 was devoted to the direct delivery of member benefits, while 14% of expenses were for management and general expenses supporting

the delivery of these benefits. Federal, state, and local income taxes have averaged 2%.

From 2001 through 2007 the Association's net assets (net worth) have gone from \$3.9 million to \$6.1 million. Approximately \$5.0 million of the \$6.1 million is held in investment reserves and operating funds, net of liabilities, and the balance consists of the NGWA headquarters building and its infrastructure. The Association has no debt other than normal trade payables, which average approximately \$50,000 per month. Association staff totals 36.



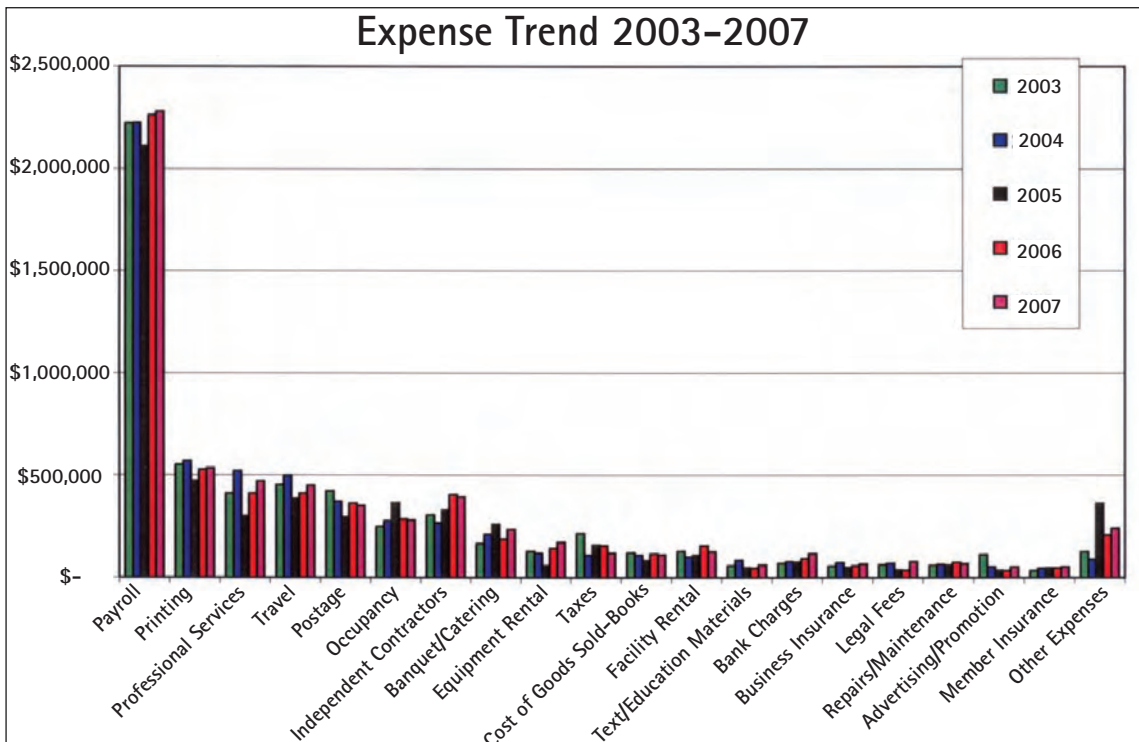
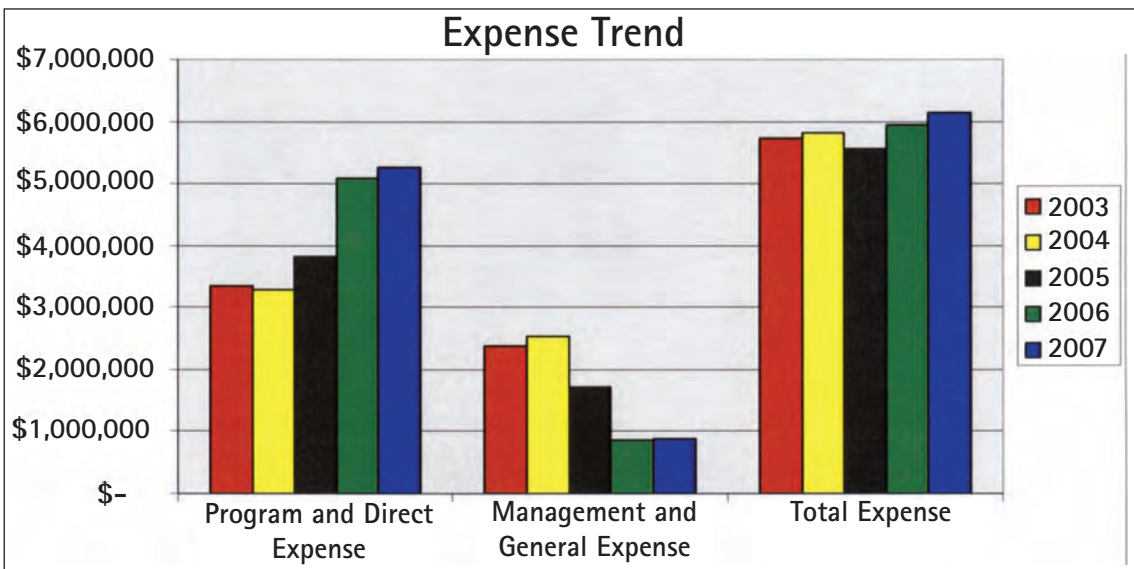
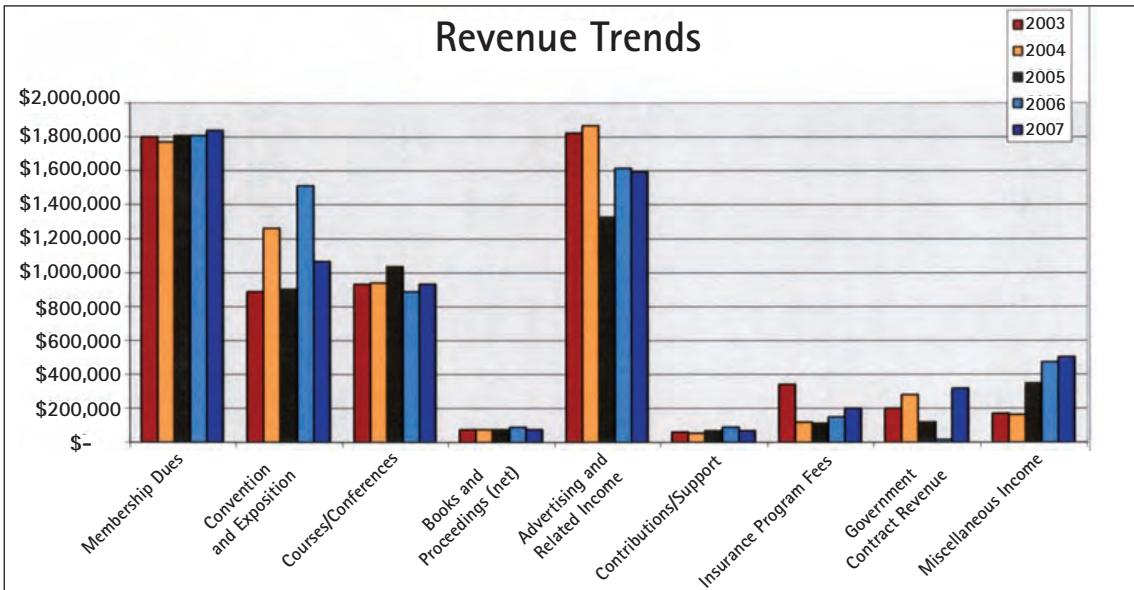
2007 – Year in Review

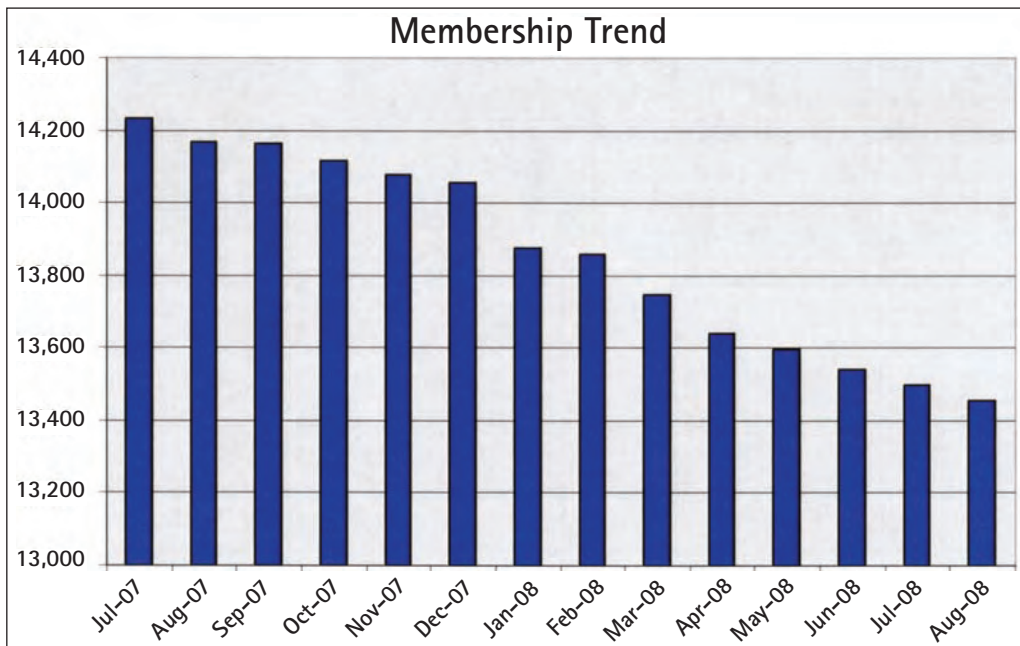
2007 was another successful year for the National Ground Water Association, the twelfth straight year of profitability. Total net assets grew by \$366,227. Highlights for the year included:

- Revenue totaled \$6,597,322—a 6% decline compared to 2006 revenue
 - Convention & Exposition revenue declined by \$443,000 (down 29.3%) reflecting differences in attendance at the Ground Water Expo held in Orlando in 2007 versus Las Vegas in 2006.
 - Revenue from publishing activities, particularly display advertising in the *Water Well Journal*®, decreased by \$22,000 (down 1.3%).
 - Investment income decreased by \$371,000 (down 94.2% from 2006). This reflects the economic uncertainty experienced in the financial markets in 2007 and extends into 2008. The Association portfolio holding preferred stocks was hardest hit by the market.
 - Government Contract revenue increased by \$302,000 (2,065%) due primarily to completion of well inspector training.
- Program Expenses and Management, General & Administrative (MG&A) expenses totaled \$6,144,313—a 3.2% increase over 2006 expenses. This increase aligns with the increase in the Consumer Price Index versus new spending.

- Increase in net assets (profits) totaled \$366,227—a 60.5% decrease from 2006. This decrease reflects the record-breaking performance of 2006, particularly the Ground Water Expo with record attendance.
- Operating cash flow totaled \$572,624
- Investment reserves grew to \$4,644,421
- Investment income totaled \$22,648
- The number of short course and conference attendees increased by 202, a 9.9% increase; revenue increased by 5.8%
 - Short course attendance decreased by 53 attendees from 2006 (2.9% decrease)
 - Conference attendance increased by 255 attendees from 2006 (39.5% increase)
- Ground Water Expo attendance was 3,097
- Average circulation numbers per issue for NGWA publication were:

- <i>Water Well Journal</i> ®	23,458
- <i>Ground Water</i> ®	9,414
- <i>Ground Water Monitoring & Remediation</i> ®	9,335
- There were 4,574 Web site purchase transactions for 2007 totaling \$750,820 or \$164 per transaction





From August 2007 through August 2008 membership has declined by 707 members. AGWSE Division and Contractor Division membership account for virtually this entire decline; AGWSE declined by 559 members while Contractor membership decreased by 207 members.

Volunteers and staff continue to pursue efforts to improve this condition. While membership recruitment efforts occur daily, with significant campaigns every month, our growth is not matching the number of members departing. We have engaged in research to determine the causes for our decline and among the leading reasons are: employers will no longer reimburse for membership dues; business consolidations are resulting in an overall reduction of staff within the combining entities; general concern over the current economic situation, with membership dues being viewed as discretionary spending. Both businesses and individuals appear to be reducing or eliminating such discretionary expenses. Surveys and interviews suggest that departing members, as well as retained members, are largely satisfied with the scope and value of member benefits and services. Nevertheless, the association continues to seek ways to attract and retain new members.

2008 – Projected Results

2008 has been a very difficult year for the Association in terms of financial performance. The Association focuses on delivering high quality member benefits and spending revenue dollars on mission-critical activities that support members and the industry. Positive financial performance over the past twelve years has allowed NGWA to finance expenditures through operations, and to build reserves for "lean" times. Overall worldwide financial difficulties are impacting the Association just as they are impacting member and industry firms. Investment losses are expected to put the Association into a loss position for the full year of 2008. At this point (September 2008), operational performance may be in a breakeven position. The annual Ground Water Expo performance will determine whether the Association reaches this breakeven position.

2009 – Looking Ahead

The 2009 budget is in development with final approval by the National Ground Water Association Board of Directors expected during the Ground Water Expo. The Association is transitioning to a two-year budget, in part to take into account the variability in revenue between the Las Vegas venue and non-Las Vegas expositions. The decision-making process can be improved by taking into account this longer time period to assess available resources and to take out some of the cyclical management based upon whether an exposition is held in Las Vegas or some other venue.

Economic conditions are unprecedented and unpredictable. The Association will continue to assess programming development and execution, as well as expense management, in order to continue to deliver the services and benefits that our members expect and to the industry as a whole.

Getting More Information

More information on the financial performance and financial outlook for the Association can be obtained through the following sources:

- Contact NGWA Executive Director Kevin McCray, CAE at kmmccray@ngwa.org
- Contact NGWA Chief Financial Officer Paul Humes at phumes@ngwa.org
- Review the audited financial report included in the *2008 Delegates Book*
- Talk with any member of the NGWA Board of Directors.



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