

2025

NASSCO

ANNUAL REPORT



FROM THE EXECUTIVE DIRECTOR

As we approach NASSCO's 50th Anniversary in 2026, NASSCO members and staff, under the strong leadership of our Board of Directors, have concluded the Association's first half-century strong, and are ready to celebrate all that has been accomplished since it was founded. At its first annual meeting on September 29, 1976, NASSCO's operating budget was \$7,635. This year's budget, which approaches the \$9 Million mark, is a far cry from where we began.

This impressive growth in revenue, mostly generated from NASSCO training programs such as PACP™, is impressive. But what is even more impressive are NASSCO's program costs. Trade associations such as NASSCO consider program costs of 70-85% to be good. I am happy to report that our program costs in FY 25 were 90%. This means that for every dollar generated, 90 cents go back into NASSCO programs to support our industry.

I am pleased to share several important milestones that occurred in FY 2025:

- In response to growing demand to train plumbers, NASSCO launched its Building Sewer and Drain Inspection (BSDI™) Certification Program.
- Following three phases of independent research on the topic of styrene emissions in the CIPP process, NASSCO funded a fourth phase of research, this time on the topic of the potential impact of styrene in cure water.
- In its quest to continually improve the quality of training, NASSCO introduced the Trainer Leadership Program, bringing NASSCO-Certified Trainers together to learn best practices, and from each other.
- NASSCO's dynamic customer care team handled nearly 15,000 separate cases, providing technical support to NASSCO trainers, students, and members.
- NASSCO's website is considered the industry source for education, technical resources, and advocacy. NASSCO web traffic has grown by 467% over the past year.
- NASSCO Committees worked hard to achieve their many goals to build awareness of aging underground infrastructure through education, technical resources, and advocacy.

NASSCO's mission to set standards for the assessment, maintenance, and rehabilitation of underground infrastructure has been, and continues to be, our guiding light. Thank you, NASSCO members, for embracing our mission and core values of adaptability, camaraderie, efficiency, fairness, knowledge, and support. Because of your commitment, NASSCO has set a solid foundation for the next 50 years.



Sheila Joy



NASSCO STAFF MEMBERS Back Row, L-R: Lorie Randall, Lamanda Johnson, Lisa Avalos, Tina Manning. Front Row, L-R: Heather Myers, Dennis Pivin, Sheila Joy, Carolina Walker. Not Pictured: Laurie Perkins, PE.



THE NASSCO BOARD Back Row, L-R: Chris Mitchell, John Manijak, Michelle Beason, PE, Brendan Doyle, Eric Haenlein, PE. Front Row, L-R: Max Gowdy, Past-President, Jeremy Wagner, President, Randy Belanger, Vice-President, Tad Powell, PE, Secretary/Treasurer

GUIDING PRINCIPLES

Every strategic decision made by NASSCO's Board of Directors, Executive Director, Staff and Technical Advisory Council must align with our goal to set standards for the assessment, maintenance, and rehabilitation of underground infrastructure and to assure the continued acceptance and growth of trenchless technologies. NASSCO only follows those initiatives that align with our vision to build awareness for aging underground infrastructure and provide viable solutions through education, technical resources, and advocacy. Of most importance, however, is the assurance that everything we do protects the environment and communities that rely on healthy water and wastewater systems.

MISSION

NASSCO's mission is to set standards for the assessment, maintenance, and rehabilitation of underground infrastructure and to assure the continued acceptance and growth of trenchless technologies.

VALUES

NASSCO strives to increase awareness of aging underground infrastructure and to provide viable solutions through education, technical resources and industry advocacy.



ADAPTABILITY

We creatively utilize all available tools and resources to accomplish whatever needs to get done, helping each other out whenever possible.



CAMARADERIE

We believe in a fun, friendly culture, open communication, and full transparency among NASSCO's staff, Board of Directors and members.



EFFICIENCY

We are hard-working, confident and resourceful professionals who organize our time well to drive solutions and positive results.



FAIRNESS

We are inclusive, valuing honesty, integrity and accountability above all else, while humbling ourselves when we make mistakes.



KNOWLEDGE

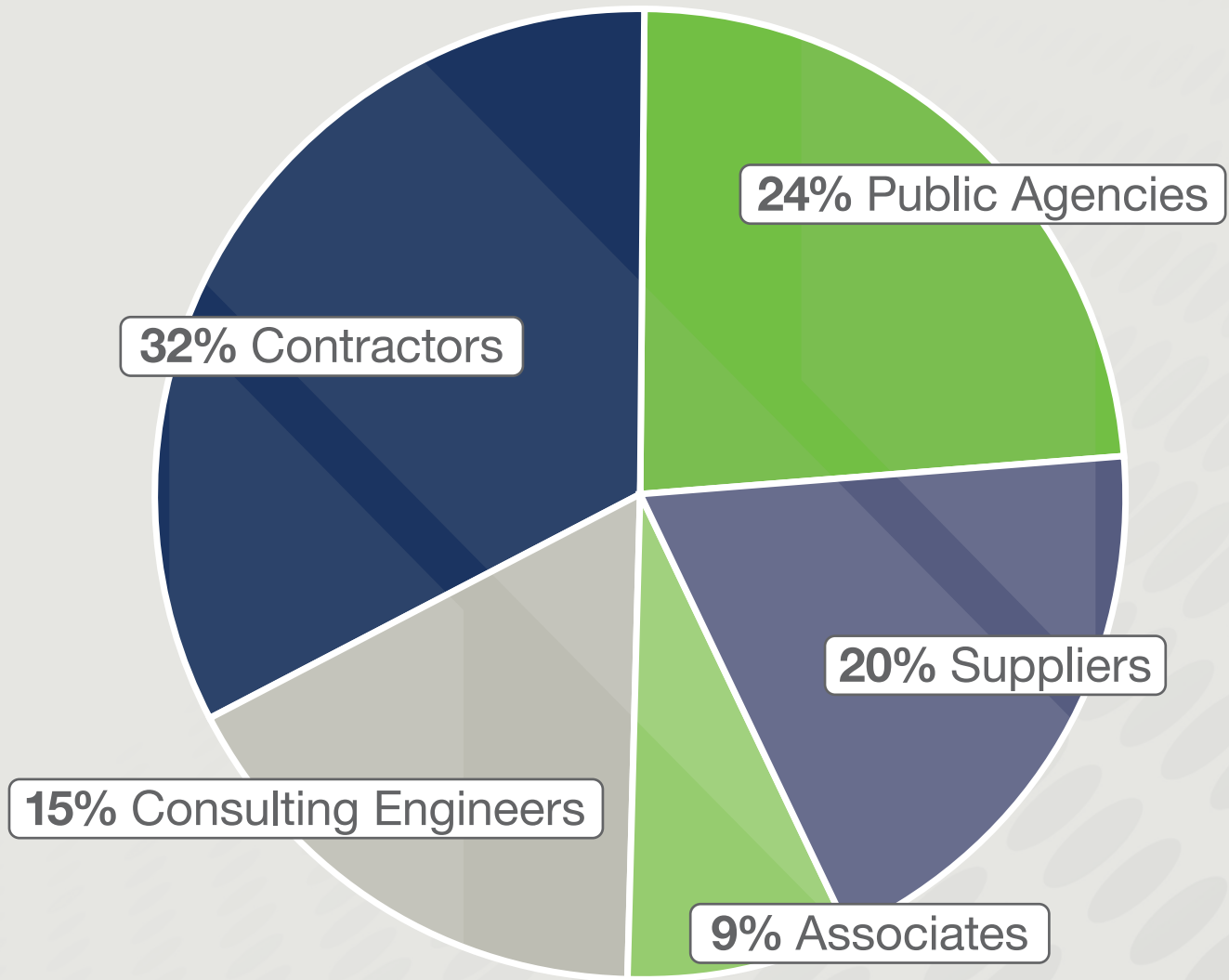
We confidently and reliably serve as the trusted source of quality information for trenchless technologies and industry resources.



SUPPORT

We work as a dependable, capable team that partners with and appreciates the contributions of individuals and organizations to achieve our mission.

Membership Growth



ACCOMPLISHMENTS AND IMPACT

Building Sewer & Drain Inspection (BSDI™) Certification Program Launched

BSDI is designed to assist plumbers, sewer and drain contractors, and inspectors in the proper inspection and assessment of private property building sewer and drains. Heavily based on NASSCO's PACP™ standards, BSDI is similar to PACP, LACP™, and MACP™ certification programs because it teaches students to use unique codes to identify conditions within a pipe.

IMPACT: 150 individuals certified in 2025



PACP™ for Asset Management Launched

This two-part course is perfect for individuals who do not code conditions on a day-to-day basis but need to understand the basics of PACP™ for proper management of assets.

Part 1 – Utilizing Condition Grades – An overview of PACP codes, the rationale behind the condition grades, scoring systems, and automated reports. This is intended for utility managers who require an understanding of NASSCO condition assessment results and how they can be interpreted to support proactive maintenance plans.

Part 2 – Assessing Risk – A course for utility managers and engineers to understand how NASSCO's PACP condition assessment results combined with computerized maintenance management systems (CMMS) and off-the-shelf tools such as GIS can be used to predict maintenance, rehabilitation, and/or replacement of gravity piping systems.

IMPACT: 100 individuals trained in 2025



Styrene Safety Research Phase 4 Completed

NASSCO's research included assessing the Impact of CIPP Cure Water on POTW Biological Treatment. It included literature review, market research, and lab testing by Buried Asset Management Institute-International (BAMI-I).

NASSCO Files Code Appeal with ICC

NASSCO filed an appeal with the International Code Council (ICC) regarding an International Plumbing Code (IPC) errata that retroactively imposed the mandatory use of hydrophilic rings or gaskets in cured-in-place rehabilitation of building sewer piping and sewer service laterals. NASSCO believed that the issuance of the errata was improper as it contravened the ICC code development processes and procedures, including the requirement for an open and transparent process. Following the ICC Appeal Board meeting, which included a verbal presentation by NASSCO, the ICC Appeal Board agreed with NASSCO's position and the errata was revoked/not issued in connection with the 2024 and 2027 IPC.

NASSCO's Trainer Program Launched

NASSCO's Trainer Leadership Program plays a key role in the success of the educational programs we offer. NASSCO developed the Program in 2024, and the first workshop was conducted at the Annual Conference in 2025. The Program focuses on helping trainers improve their presentation skills and class management practices to make the student learning experience even more innovative and efficient.



Trainers are required to

- Stay current on new policies, learning, and enrollment platforms
- Attend quarterly meetings
- Participate in trainer support opportunities

As NASSCO's Trainer Leadership Program evolves and adapts to the demand in educational growth in the underground infrastructure industry, Training Director, Laurie Perkins, PE, and our Customer Care Team are ready and available to assist Trainers and Students committed to our many training programs.

Excellence in Safety Awards

Launched in 2025 across three categories of Awards for work performed in 2025 – one each for small, medium, and large company (based on working hours). Winners for each category were selected based on the best scores across all aspects of safety including safety records, inspections and programs, and training.



Small-Size Company:
Inliner Solutions West



Medium-Size Company:
Culy Contracting



Large-Size Company:
SAK Construction, LLC

2025 Annual Conference

We wish to extend sincere gratitude to the NASSCO members and guests who attended our 49th Annual Conference in Huntington Beach, California April 7-10. Your active participation in our business meetings, committee meetings, networking events, and celebrating those who went above and beyond to help NASSCO serve our industry is very much appreciated.

In years past we received feedback that there just wasn't enough time for members to attend all the Committee meetings they wanted to, so this year we extended the event by one day. This allowed us to schedule longer meetings and minimize overlap. This resulted in more meaningful time spent discussing important goals and allowed members to connect in person to build stronger relationships.



NASSCO's 2025/2026

Board of Directors

NASSCO Membership voted on its Board of Directors to guide the Association in the coming year. 2025/2026 Board of Directors (left-right) James Burn, Chris White, Chris Mitchell, Eric Haenlein, Jeremy Wagner (Past-President), Brendan Doyle (Secretary/Treasurer), Tad Powell (Vice-President) and Randy Belanger (President). Not pictured: Spencer Tuell.



NASSCO's 2025/2026

Technical Advisory Council

NASSCO's esteemed Technical Advisory Council (TAC) continues to guide our members and the industry via their technical knowledge and experience. We are pleased to announce the 2025/2026 TAC (left-right) Eric Haenlein, Michelle Beason, Chris Garrett (Chair), Chris Macey, Kaleel Rahaim, Prof. Mark Knight, Jerry Weimer, and Kyle Wong.



NASSCO's 2025 Chair and Volunteer of the Year

This year NASSCO awarded Luis Leon with the Chair of the Year Award for his continued support in leading the International Business Committee to expand awareness and resources throughout North, South, and Central America. Jax Vollmer was awarded the Volunteer of the Year Award for her consistent and meaningful contributions to NASSCO.

Annual Conference, cont.



APPRECIATION



Lynn Osborn, PE

In 2025 NASSCO had the honor of celebrating Lynn Osborn, PE in his retirement, and recognizing him for his many years of dedicated service to our industry. Flanked by Sheila Joy and Chris Macey, PE, Lynn was presented with a special gift of appreciation.

2024 Semi-Annual Meeting

We want to offer gratitude to NASSCO members who attended our Semi-Annual Membership Meeting on October 7, 2024 in New Orleans, and celebrated with other industry professionals during the networking reception that followed! We especially appreciate our sponsors who made this all possible.



From Our Members

My mission is to communicate condition, which is not effective without some sort of framework. It's crucial in the data world. We must have consensus among individuals who are invested in the wellbeing of these assets. When you have something go exceedingly wrong underground, the effect above ground can be severe. NASSCO is about protecting people, the environment and the finances of our clients. These things all come together in a single conversation that is facilitated by good data. And that is where NASSCO was founded: the sound engineering principles that standards are built upon, make these conversations possible.



JAX VOLLMER

Technical Manager, AI Product Delivery at ITpipes, St. Catharines, ON

NASSCO leadership has been intentional in identifying key issues. Instead of waiting for challenges to be laid at its feet, I see NASSCO taking a proactive approach to issues the industry is facing, like styrene for example. There was a lot of hearsay about styrene – confusion among owners, specifiers, and contractors alike – without the scientific data to back it up. NASSCO has been the driving force in generating the good data and impartial communications that were lacking. Someone had to do it and I'm proud of NASSCO for stepping up as an industry leader.



ERIC HAENLEIN, P.E.

Vice President of Engineering at Inliner Solutions/PURIS

NASSCO has come a long way in solving the issue of standardization in our industry, very successfully. Today, however, the biggest issue is labor. I'm on the contractor side of the Association and we're constantly recruiting and motivating individuals to enter this underground infrastructure space - water and sewer is not always glamorous! But we need people to understand that this is a trade that could be a lifelong career for a lot of these folks, and opportunities for lifelong careers. NASSCO has promoted platforms and apprenticeship programs that will develop young individuals coming out of tech schools or high schools.



MIKE HOGAN

Advisory Board Member, Duke's

FINANCIALS

Statement of Financial Position Summary FY25

Assets	
Current Assets	2,140,674
Fixed Assets (Net)	28,597
WRC Intellectual Property License	1,300,000
Intangibles and Other Assets	833,631
Total for Assets	\$4,302,902
Liabilities and Net Assets	
Current Liabilities	953,023
Long-term Liabilities	369,057
Total Liabilities	1,322,080
Net Assets	2,980,822
Total for Liabilities and Net Assets	\$4,302,902

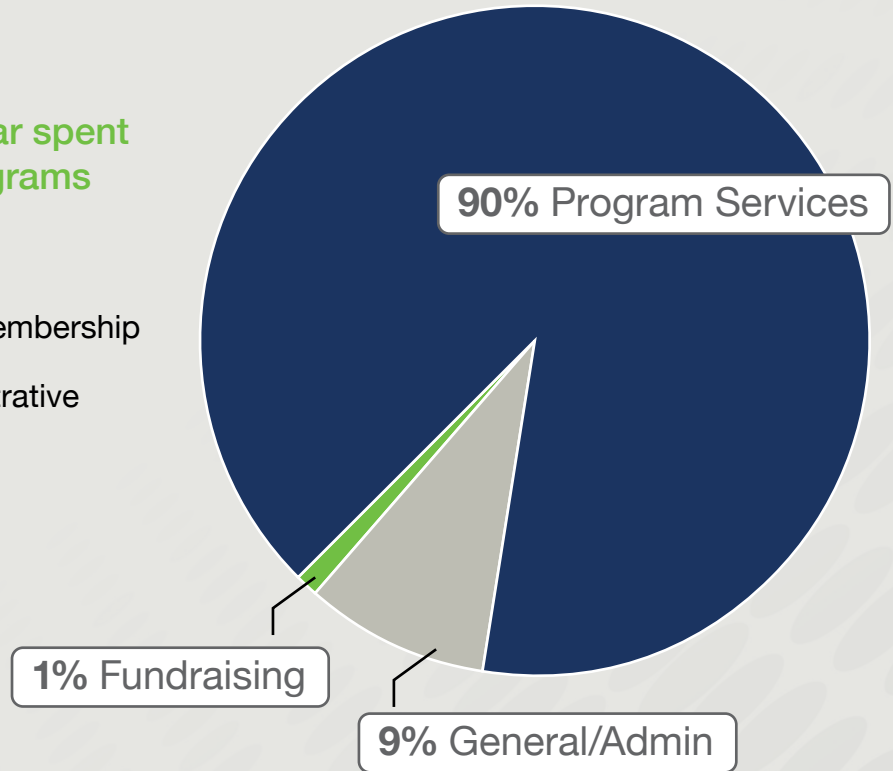
Statement of Activity Summary FY25

Revenue	
Program Services - Certification and Membership Related	\$7,975,887
Advertising	35,035
Sponsorships	4,100
Investments (Net)	113,276
Total Revenue	\$8,128,298
Expenses	
Program Services - Certification and Membership	6,907,886
Supporting Services - Management and General	685,125
Supporting Services - Fundraising	71,471
Total Expenses	\$7,664,482

Dedicated to Smart Spending

90 cents of every dollar spent goes to NASSCO programs

- Program Services
(Certifications and Membership)
- General and Administrative
- Fundraising





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