



# E-News

“The Environment is our Business”

A publication of news and events affecting the Northwest environmental industry

## - FROM THE EXECUTIVE DIRECTOR -

NEBC is in an exciting period of growth, demonstrated by a flurry of new programs, events, and showcase opportunities for our members.

**NEBC Events** (See the enclosed Calendar and the NEBC website for details.)

- ◆ *Management Forum.* Beginning on June 14th, the Olympic Chapter is holding a series of six monthly breakfast meetings focusing on topics of interest to business owners and senior managers. Topics include: Internal Transfer of Ownership, Structuring Strategic Partnerships, Finance & Capital Strategies, Business Risk Management, Mergers & Acquisitions, and Benefit Strategies for Owners.
- ◆ *Mercury Specialty Conference: Global Problem-Local Solutions.* NEBC and AWMA are co-sponsoring this comprehensive one-day technical conference in Portland on September 19. Save the date; details will be released soon.
- ◆ *Stormwater Showcase.* The Cascade Chapter is planning an afternoon event this fall for members to present their stormwater technologies and related capabilities to potential customers and regulators. Stay tuned for details (and let us know if you want to participate).
- ◆ *Northwest Environmental Summit (NWES),* Tacoma, October 18 & 19. The program is being finalized for this event. NEBC and its conference partners are committed to greatly increasing attendance this year, including working with a variety of other organizations as marketing and media partners. Trade Show booth sales are now open. Exhibitors at both this and the December NWEAC show receive a \$150 discount.
- ◆ *Northwest Environmental Conference (NWEAC),* Dec. 7 & 8. Marking its 18th year, booths for the Trade Show portion of the conference are selling fast. We typically sell out, so don't wait too long.

### Outreach

- ◆ *Globe 2006 Trade Fair.* Several NEBC members attended this international conference in Vancouver, BC at the end of March. Our Membership Directories were available at the Washington State booth and we purchased a listing in their Clean Technologies directory.
- ◆ *Restoring Greenspace Conference.* NEBC was a sponsor and had an information booth at the Wildlife Habitat Council's national conference in Seattle early in May. Most members of the Council are large companies with extensive property holdings.
- ◆ *Sediments Workshop.* NEBC has arranged for information tables on soil remediation technology options at this June 3 event dealing with the Portland Harbor Superfund site.

We are getting press visibility as well. The April 21 issue of the Portland Business Journal had a feature section surrounding their Top 25 list of environmental consulting firms. Members AMEC Earth & Environmental and Hart Crowser were profiled, along with a guest column by yours truly on taking a proactive approach to environmental management. Here is a link to that article:

<http://portland.bizjournals.com/portland/stories/2006/04/24/focus4.html>

### Special Thanks to all our Sponsoring Members!

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### Sustaining Partner

Government Contract Assistance Program (GCAP)

Contact your NEBC staff at 503.227.6361 to learn more about becoming an NEBC Sponsoring Member!

**The Chinese Connection.** Chinese President Hu Jintao visited Washington State last month. During an April 19 interview on National Public Radio, Governor Chris Gregoire said that the Chinese were interested in increasing trade with Washington in more sectors, including technologies that can help China deal with its environmental

issues, especially as it prepare for the 2008 Olympics. NEBC is working closely with the Washington Dept. of Community, Trade, and Economic Development (CTED) to be able to respond to this interest. If your company is already working in China, or would like to, I'd like to hear from you.

**New Sponsoring Member.** We are very pleased to welcome our new Sponsoring Member, Environmental Science Corporation (ESC). ESC offers a wide range of environmental analyses of air, soil, water, foods, microbes, mold, products and wastes. Its 65,000 square foot facility in Tennessee is the nation's largest single-location environmental laboratory, and allows clients to work nationally while maintaining consistent support and service. For info visit <http://www.envsci.com> or call Kent Patton, Western Region VP, at 615-708-8190.



Robert Grott

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## SPECIAL NOTICES

**Call for Conference Exhibitors. Receive \$150.00 discount when you purchase booths at both conferences!** Reservations are now being taken for Trade Show booths at the **Northwest Environmental Summit**, October 18 & 19, 2006, Tacoma Convention & Trade Center, Tacoma, Washington and the **Northwest Environmental Conference**, December 7 & 8, 2006, Red Lion Hotel, Jantzen Beach, Portland, Oregon. Contact [sue@nebc.org](mailto:sue@nebc.org) for more information or to request an application.

**New NEBC Member Benefit.** NEBC has teamed with Environmental Expert, the world's largest online marketplace and information resource serving the environmental industry. At a reduced rate of just \$1,700, NEBC members can become Bronze Sponsors and get a year's worth of cost-effective exposure to a targeted audience of over 400,000 environmental professionals. Additional levels of sponsorship and optional advertising opportunities are also available. For more information about Environmental Expert NEBC Discount: [http://www.environmental-expert.com/adform\\_email.asp?code=NEBC&info=NEBC%20Member%20Discount&expire=Dec.%2031,%202006](http://www.environmental-expert.com/adform_email.asp?code=NEBC&info=NEBC%20Member%20Discount&expire=Dec.%2031,%202006)

## MARK YOUR CALENDARS

full list of NEBC events on page 6

**May 24**, Olympic Chapter Mariners' Night. 5:00 PM pre-game party at Trattoria Michelli's, 7:00 PM Safeco Field, Seattle.

**June 8**, Cascade Chapter Luncheon, Topic: Biomass Power – Emerging Opportunities, Portland.

**June 14**, Olympic Chapter Breakfast Business Forum, Topic: Internal Transfer of Ownership, Seattle.

**June 22**, Olympic Chapter Golf Tournament. Harbor Pointe Golf Club, Mukiteo, Washington.

**September 19**. Mercury Specialty Conference. Portland.

**October 18-19**, Northwest Environmental Summit (NWES), Tacoma.

**December 7 & 8**, Northwest Environmental Conference (NVEC), Portland.

## – INDUSTRY NEWS –

**The Environmental Protection Agency (EPA) Small Business Innovation Research (SBIR)**, <http://www.epa.gov/ncer/sbir>, program issued a pre-solicitation notice for their upcoming environment technology-development contract offerings. The FY 2006 SBIR solicitation is expected to be released on or about March 23, 2006 with proposals due on **May 24, 2006**. The topics for the FY 2006 Phase I solicitation are as follows: Improving the Great Lakes; Control of Air Pollution; Monitoring and Remote Sensing; Green Buildings; Mining and Mine Waste Management; Lead Paint Detection and Removal; Agriculture and Rural Community Improvement; Management of Animal Feeding Operations; Drinking Water Treatment and Monitoring; Pollution Indicators for Beaches and Recreational Waters; Water and Wastewater Management; Innovation in Manufacturing for Environmental Protection; Nanotechnology; Engine and Vehicle Emissions Reduction; Solid and Hazardous Waste; and Homeland Security. To help companies position their firms to win EPA SBIR technology-development contracts, the Washington Emerging Technologies Center (WETC), [www.wetcinc.com](http://www.wetcinc.com). is offering a free copy of its primer on How To Win EPA SBIR Contracts. For a copy of the primer, send an e-mail to Mr. Darrell Williams, WETC's Seattle-based representative, [wet1@hotmail.com](mailto:wet1@hotmail.com)

**Do you have ideas for improving economic development in Oregon?**

**We want to hear them.** The 2005 Oregon Legislative Assembly directed the Oregon Economic and Community Development Commission to review laws related to state economic development. With your input, the commission will offer recommendations to legislators for amending Oregon's laws to improve the state's economy.

The commission committed to bring our partners a document from which to initiate discussion rather than starting with a blank slate. That discussion document identifies a series of items for stakeholders to consider and is now available. Of special interest to NEBC members are the Brownfields questions located on page 24. The commission is now asking for your active participation and input. (<http://www.econ.state.or.us/feedback.htm>)

**The Western Regional Lead Training Center at Oregon State University,** Corvallis, Oregon is offering reduced tuition fees for all standard and refresher lead certification training through Oregon DHS Lead-Based Paint Program with a grant from EPA. All classes are offered in Portland, Oregon. For more information or to register for a class go to: <http://ccee.oregonstate.edu/wrltc/register.htm>

**Selling to the Government.** Do you sell to Federal government agencies? Do you want to? **NEBC** can help. In Oregon we are a contractor with the Government Contract Assistance Program (GCAP). This program guides vendors through the complexity of the government's procurement process, including how to get registered as a vendor, find opportunities, and market to government agencies. There is also a matching service that continually checks your profile against opportunities from Federal, State, and Local agencies. For more information call Robert or email [robert@nebc.org](mailto:robert@nebc.org). If you are in a state other than Oregon, you can find a local Procurement Technical Assistance Center by going to <http://www.aptac-us.org> and following the "Find a PTAC" link.

**RENEWING MEMBERS**

ACE Environmental Risk  
EcoAnalysts, Inc.  
Rain for Rent  
SECOR International, Inc.  
CONTEC Stormwater Solutions  
Veolia Environmental Services

**NEW MEMBERS**

TCB Industrial Corporation  
West Coast Marine Cleaning, Inc.

**OTHER INDUSTRY EVENTS & MEETINGS**

**May 16. Learn About Litigation on NSR. Greenhouse Gases, Recovery of Cleanup Costs. Paul Logan, presenter. Portland.** Air and Waste Management Association Pacific Northwest International Section. One World Trade Center, 121 SW Salmon. 12:00 – 1:30. Contact Frank Jones 503-235-9194 or [frank@tw-nviro.com](mailto:frank@tw-nviro.com).

**May 21 – 24. WSRA Annual Recycling Conference & Trade Show. Spokane, Washington.** Spokane Convention Center, 334 W. Spokane Falls Blvd. 206-244-0311 or [recycle@wsra.net](mailto:recycle@wsra.net).

**SPONSOR HIGHLIGHT**



**Government Contract Assistance Program (GCAP)**

Oregon's Procurement Technical Assistance Center

GCAP provides businesses with the marketing know how and technical tools they need to obtain and perform successfully under federal, state and local government contracts. With the mission of creating and retaining jobs, fostering competition and lowering costs for the government they help NEBC members to navigate the government contract process.

**June 13. Environmental Risks in Negotiated Purchase & Sale Agreement Seminar, Lane Powell. Seattle.** Bell Harbor Int'l Conference Center, 2211 Alaskan Way, Pier 66. Contact: Katie Hays 206-223-5496 or [haysk@lanepowell.com](mailto:haysk@lanepowell.com)

**June 14. Environmental Risks in Negotiated Purchase & Sale Agreement Seminar, Lane Powell. Portland.** Hilton Hotel, 921 SW 6<sup>th</sup> Avenue. Contact: Colleen Brondou 503.778.2025 or [brondouc@lanepowell.com](mailto:brondouc@lanepowell.com).

**June 15. Pacific Northwest National Laboratory (PNNL) Site Visit.** Oregon Science & Technology Partnership is offering a bus trip to PNNL and a tour of the lab to help you learn more about the services and assistance provided to growing businesses. Registration: <http://www.ostpartnership.com> or call Kristen at 503-353-4409.

**June 19. Issues with Mixing Zones. Brian King. Portland.** Air and Waste Management Association Pacific Northwest International Section. One World Trade Center, 121 SW Salmon. 12:00 – 1:30. Contact Frank Jones 503-235-9194 or [frank@tw-nviro.com](mailto:frank@tw-nviro.com).

**June 22-24. Association of Oregon Recyclers. Eugene, Oregon.** AOR's 28<sup>th</sup> Annual Conference, Tradeshow and Educational Conference will take place at the Valley River Inn, Eugene. For more information call 503-223-8633 or <http://www.aorr.org>.

## EMPLOYMENT OPPORTUNITIES

**CH2M HILL. Chemical Process Project Manager (REQ# 12199BR)** - CH2M HILL is looking for a dynamic, motivated Chemical/Process Engineer in our Bellevue office to manage and design solid waste and industrial wastewater treatment and remediation systems. As an Associate Project Manager, you will play a key role in working with clients to develop project designs, manage teams of professionals to plan and deliver projects, and manage project scope and budget. The successful applicant must have experience managing and directing teams of professional staff to deliver projects or tasks, interacting with industrial clients or state/federal agencies, and must have excellent interpersonal and technical skills. The ideal candidate will have a proven project management resume and solid command over the principles, practices, and procedures for design and construction of solid waste and industrial wastewater treatment and remediation systems, along with strong organizational and writing capability.

## INTERNSHIP

**The Business Education Compact (BEC)** is an Oregon program placing qualified educators and students in internship positions. They are looking to build links with all types of firms in the environmental industry. The educator program is for the summer months, while the student program is year-round. BEC functions as an employment agency, handling recruiting, qualifying, scheduling interviews, progress monitoring, etc. Hourly rates are based on the skill level involved and include all payroll management. For information, visit <http://www.bedpdx.org> or call Andrew Witt 503-646-0242 ext 22.

**The Department of Environmental Engineering at Oregon State University** Is seeking summer internships for undergraduate students in their program. Companies who might benefit from an intern this summer should contact Bob Morgan at (360)837-1108(home phone) or email him at [morganrj@enr.orst.edu](mailto:morganrj@enr.orst.edu).

## - NEBC 2006 EVENTS CALENDAR -

<b>May</b>			
24	Board of Directors Meeting	11:30 AM – 4:00 PM	Preston Gates & Ellis – Seattle, WA
24	Olympic Chapter Mariners Night	5:00 PM – Game over	Safeco Field - Seattle, WA
<b>June</b>			
8	Cascade Chapter Committee Meeting	9:30 AM – 11:00 AM	Governor Hotel – Portland, OR
8	Cascade Chapter Luncheon – Topic: Biomass Power – Emerging Opportunities	11:30 AM – 1:00 AM	Governor Hotel – Portland, OR
14	Olympic Chapter Management Forum Breakfast – Internal Transfer of Ownership	7:00 AM – 9:30 AM	McCormick & Schmick's Harborside – Seattle, WA
22	Olympic Chapter Golf Tournament	7:30 AM – 1:00 PM	Harbour Pointe Golf Club – Mukilteo, WA
<b>July</b>			
13	Board of Directors Meeting	12:00 PM – 4:30 PM	Hart Crowser – Seattle, WA
13	Olympic Chapter Rooftop Mixer	5:00 PM – 7:00 PM	Hart Crowser – Seattle, WA
19	Olympic Chapter Management Forum Breakfast – Structuring Strategic Partnerships	7:00 AM – 9:30 AM	McCormick & Schmick's Harborside – Seattle, WA
20	Cascade Chapter Golf Tournament	7:30 AM – 1:00 PM	Langdon Farms Golf Course – Aurora, OR
<b>August</b>			
16	Olympic Chapter Management Forum Breakfast – Finance and Capital Strategies	7:00 AM – 9:30 AM	McCormick & Schmick's Harborside – Seattle, WA
<b>September</b>			
6	Olympic Chapter Committee Meeting	10:00 AM – 11:30 PM	AGC – Seattle, WA
6	Olympic Chapter Luncheon – Topic: Puget Sound Nearshore Restoration	11:30 AM – 1:00 PM	McCormick & Schmick's Harborside – Seattle, WA
14	Board of Directors Meeting	3:00 PM – 5:00 PM	Lane Powell – Portland, OR
14	Cascade Chapter Summer Mixer	5:30 PM – 7:00 PM	Lane Powell – Portland, OR
19	Mercury Workshop	8:00 AM – 5:00 PM	OMSI – Portland, OR
20	Olympic Chapter Management Forum Breakfast – Business Risk Management	7:00 AM – 9:30 AM	McCormick & Schmick's Harborside – Seattle, WA
<b>October</b>			
4	Olympic Chapter Luncheon – Cultural Resource Assessments	11:30 AM – 1:00 PM	McCormick & Schmick's Harborside – Seattle, WA
12	Cascade Chapter Committee Meeting	9:30 AM – 11:00 AM	Governor Hotel – Portland, OR
12	Cascade Chapter Luncheon – Topic: Effective use of Prospective Purchaser Agreements in Redeveloping Brownfields	11:30 AM – 1:00 PM	Governor Hotel – Portland, OR
18 & 19	Northwest Environmental Summit & Trade Show	All Day	Tacoma Convention Center – Tacoma, WA
25	Olympic Chapter Management Forum Breakfast – Mergers and Acquisitions	7:00 AM – 9:30 AM	McCormick & Schmick's Harborside – Seattle, WA
<b>November</b>			
1	Olympic Chapter Committee Meeting	10:00 AM – 11:30 PM	AGC – Seattle, WA
1	Olympic Chapter Luncheon – Topic: Sustainability & the Environmental Industry	11:30 AM – 1:00 PM	McCormick & Schmick's Harborside – Seattle, WA
9	Cascade Chapter Luncheon – Topic: Brainstorming the Pollution Control Tax Credit	11:30 AM – 1:00 PM	Governor Hotel – Portland, OR
19	Olympic Chapter Management Forum Breakfast – Benefit Strategies for Owners	7:00 AM – 9:30 AM	McCormick & Schmick's Harborside – Seattle, WA
<b>December</b>			
6	Hazwoper Training	8:00 AM – 5:00 PM	Red Lion Hotel on the River – Portland, OR
7 & 8	Northwest Environmental Conference & Trade Show	All Day	Red Lion Hotel on the River – Portland, OR
7	Board of Directors Meeting	TBD	Red Lion Hotel on the River – Portland, OR

\*Event dates and topics subject to change.

## MEMBER DISCOUNTS

**Associated Technologies Council.** NEBC has partnered with the Associated Technologies Council (ATC) in order to allow you to participate in their employee benefits program. ATC provides employee benefits to companies in Computer Technology, Bioscience, Telecommunications and now Environmental Sciences. Because ATC is able to pool firms together across a wide spectrum of desirable industries, they are able to provide medical benefits up to 20% below what you are probably paying now. In addition, there are benefits available like, paperless enrollment, single invoice billing and COBRA administration all provided at no cost to you. Contact Tino Versoza, NEBC Benefits Representative (503) 626-9135 or email: [tino@get-benefits.com](mailto:tino@get-benefits.com) for a free no obligation benefits analysis.

**Financial Planning Services with Waddell & Reed.** NEBC members receive at 20% discount on financial planning services provided by Waddell & Reed, a national financial planning firm founded in 1937. Planning services include retirement planning, wealth management, tax-efficient investing, education funding, estate protection, and succession planning for closely-held businesses. Other business services include retirement plans and financial education workshops. Contact Karen Einberger, Financial Advisor, Waddell & Reed, 206.283.6661 or [keinberger@wradvisors.com](mailto:keinberger@wradvisors.com).

**Sustainable Industries Journal (SIJ).** The premier magazine for sustainable business news on the West Coast. The NEBC member discount for the Sustainable Industries Journal is better than imagined – it's still a \$10 discount, but the new annual subscription rate is only \$39, that means that NEBC members can receive this new publication for only \$29/year! For more information look to: <http://www.sijournal.com/prtnr>

**Oregon Insider.** NEBC members may take advantage of a \$150 introductory rate for the first year (24 issues), a savings of \$95 off their regular base rate. In addition, NEBC members will enjoy an ongoing subscription rate of \$195 per year, which represents an ongoing savings of \$50 per year. To redeem your discount please contact Oregon Insider by calling David Light at 541.343.8504 or by email at [epi@rio.com](mailto:epi@rio.com).

**Northwest Environmental Training Center.** NEBC has partnered with NWETC to offer our member companies an exceptional opportunity to provide continuing education to its employees at a 20% discount off the published rate on all of NWETC's technical training workshops, conferences, and seminars. For more information, visit their website <http://www.nwetc.org/> or contact Erick McWayne at 206-762-1976.

**Environmental Expert.** NEBC has teamed with Environmental Expert, the world's largest online marketplace and information resource serving the environmental industry. At a reduced rate of just \$1,700, NEBC members can become Bronze Sponsors and get a year's worth of cost-effective exposure to a targeted audience of over 400,000 environmental professionals. Additional levels of sponsorship and optional advertising opportunities are also available. For more information about the NEBC discount contact Environmental Expert: [http://www.environmental-expert.com/adform\\_email.asp?code=NEBC&info=NEBC%20Member%20Discount&expire=Dec.%2031.%202006](http://www.environmental-expert.com/adform_email.asp?code=NEBC&info=NEBC%20Member%20Discount&expire=Dec.%2031.%202006)

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