



## Northwest Environmental Business Council E-News

### *From the Executive Director*

**State of the Industry.** The annual Environmental Industry Summit, hosted by the Environmental Business Journal, took place last month in San Diego. Industry executives gathered to discuss a range of issues, including the state of the environmental industry. Some highlights: the industry as defined by the Journal now represents 2.5% of GDP and is growing faster than the economy as a whole. Of course the looming recession was on everyone's mind and projections are that the next few years will see slow growth (in the 2-3%/yr range). While a change in administration in Washington DC is expected to help the industry – especially due to increased spending on infrastructure – it will be into 2010 before changes are felt. One observation is that environmental companies have generally gotten better at moving “with” the economy, adjusting their marketing and sales focus to growth areas, rather than just staying on the same course independent of the market.

In addition to the badly needed increase in infrastructure spending, the energy sector is expected to continue its rapid growth, propelled not only by growing demand, but also by climate change related measures. Companies are busy building renewable energy projects, and anticipate growth in gas pipelines (to replace coal), transmission lines (to get wind power to the grid), distributed generation (cogen) and efficiency, coal power (with carbon sequestration), and new nuclear plants – but only adjacent to existing plants. Other climate change related sectors expected to grow over time include water usage and storage, and adaptation measures such as levees, coastal restoration, and land use.

Companies advising their corporate clients on sustainability issues and strategies report that the conversation has moved up to the CEO level. Activity in the European Union on sustainability and climate driven issues is ten times that in the U.S., but it remains uncertain to what extent (and when) the trend will reach the U.S. Nonetheless, sustainability has become an important employee recruitment and retention factor – not only for industries, but for environmental firms themselves. And speaking of recruitment and retention, workforce issues are high on everyone's agendas. There was general agreement that money alone is not sufficient to retain today's younger employees. They want a clear career path, training and growth opportunities, and a positive culture.

At the end of the day, market opportunities will continue to vary by state, given differences in environmental policy, infrastructure investments (including success in lobbying for federal funds), and energy policies. Looking at an economic slowdown from a Northwest perspective, companies I've spoken to have mixed reports so far. Some are working harder to bring in sales, but most are going full bore and report no problems yet. One might expect that companies tied to construction activity would be worse off, but even some of these expect that low real estate values and/or a lull in current construction will actually spur preparatory development work on projects with long lead times. In the end, the conclusions are obvious: diversify and stay nimble. And don't be tempted to cut marketing budgets if things do slow down. The most active marketers are the ones in the best position when things turn around.

**Brownfields Forum Launched.** The February 26 kick-off meeting for the Washington Brownfields Forum special interest group was attended by about 35 people, with at least 15 others expressing interest. A steering committee was formed to determine next steps. If you would like to be added to the email listserv, or have questions, send a note to Lauren Stolzman, [lauren@nebc.org](mailto:lauren@nebc.org)

#### **RENEWING MEMBERS**

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**BELFOR Environmental**  
 Cascade Drilling, Inc.  
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 Karen Einberger, Financial Advisor, Waddle & Reed  
 Portland Development Commission  
 SLR International Corp.

#### **NEW MEMBERS**

Environmental Barricades, Inc.  
 Farallon Consulting, LLC

Companies in bold are **NEBC Sponsoring Members**

## NEBC Conferences, Meetings & Trade Shows

**March 27. Managing Stormwater in Washington: Solutions to New Compliance Regulations. Tukwila.** This one day conference will provide insight to the changes with the construction, industrial and Municipal Phase II NPDES permits and how municipalities are developing programs to address all three permits. Get up to date information regarding the rulings from the Pollution Controls Hearing Board and what that may mean for your business. Space is limited so register today.

**April 10. Vapor Intrusion and Brownfields Redevelopment. Portland.** What's new with vapor intrusion and an update on recent ASTM guidance and effective assessment and mitigation strategies. Join in the discussion at the April Cascade Chapter luncheon. Note that this month the meeting will take place at Greek Kusina, 404 SW Washington.

**April 15. Olympic Chapter Pub Mixer. Seattle.** 5:30 – 7:30. Enjoy a great evening of networking, food, and spirits with fellow NEBC members and guests. The Great Nabob, in the Queen Anne district is the site of our first pub mixer in a couple of years. Shake those winter blahs and connect with other environmental professionals to exchange ideas about issues that affect our industry in a relaxed atmosphere. Eat, drink, be merry and ignore the tax man!

### Spring Conference Schedule

 <p><b>March 27 - Tukwila, WA [info]</b></p>	 <p><b>April 24 - Portland, OR [info]</b></p>
 <p><b>May 22 - Portland, OR [info]</b></p>	 <p><b>June 17 - Portland, OR [stay tuned]</b></p>

## Industry News

**Catalysis discovery takes aim at NOx emissions.** PNNL researchers show how barium oxide anchors itself to exhaust treatment materials. A discovery in molecular chemistry may help remove a barrier to widespread use of diesel and other fuel-efficient "lean burn" vehicle engines. Researchers at the Department of Energy's Pacific Northwest National Laboratory have recorded the first observations of how certain catalyst materials used in emission control devices are constructed. PNNL scientists looking for better vehicle emission treatments have discovered how potential catalyst materials are constructed. Researchers found that, in the presence of water, aluminum ions on the surface of alumina bond to six oxygen ions. Heating removes the water and leaves some aluminum ions with only five oxygen ions. This creates a bonding site for the NOx-removing catalyst barium oxide. Full article <http://www.sciencenorthwest.org>

**WI Environmental Offers Clean Air Solution for Smokestacks.** WI Environmental, a company dedicated to environmental solutions, announced an innovative new technology solution that is poised to revolutionize the way private industry and governments treat smokestack emissions. Announced at the US Department of Commerce P2E2 International Conference in Hong Kong, WI Environmental's new technology solution can eliminate the release of global climate changing carbon dioxide (CO2) gases as well as heavy metals, small particles, and NOx and SOx contamination into the atmosphere. This new technology offers a much needed solution to cleaning up emissions from the smokestacks of coal and diesel-fired power plants and other smokestack and exhaust emitting devices worldwide including the shipping industry. For additional information in the USA contact Alex Truchot at [alex@wandellindustries.com](mailto:alex@wandellindustries.com).

**Stephen Booth Select to Chair AWWA Committee.** Kennedy/Jenks Consultants announces that Stephen D. J. Booth, Ph.D., has been selected to Chair the American Water Works Association (AWWA) National Taste & Odor Committee. He will serve a three-year term as Chairman, beginning this June. Dr. Booth is a member of the Kennedy/Jenks Advanced Technologies Group and is based in the Seattle office.

**A&WMA ECi Challenge.** As part of its 101st Annual Conference & Exhibition, the Air & Waste Management Association (A&WMA) is challenging undergraduate and graduate students to try their hands at solving the types of environmental questions faced by professionals in the industry. The ECi requires students to build an interdisciplinary team of no more than five people to study a "true-to-life" environmental problem based on the experiences of A&WMA members. Teams will examine the issues surrounding the problem, discuss approaches to solving its challenges, and draft a presentation that will offer their potential solutions to judges during A&WMA's Annual Conference & Exhibition in Portland, OR, June 24-27, 2008. In addition to offering high-quality exposure to potential employers, student teams are eligible to win more than \$15,000 in cash prizes. The ECi is sponsored by URS Corp. and the chapters of A&WMA's Pacific Northwest International Section. View the detailed problem and read the rules, eligibility requirements, and policies governing the ECi program at <http://www.awma.org/ACE2008/eci.htm>. For additional information, or for a team application, contact Steve Rybolt at [rybolt.s@portseattle.org](mailto:rybolt.s@portseattle.org).

**Kennedy/Jenks Consultants Hires Business**

**Development Coordinator** Kennedy/Jenks Consultants announces that Don J. Larson joined the firm as a Business Development Coordinator in the Portland office. Larson brings over 17 years of progressive experience in management and technical services. Larson has extensive business development experience and has provided operations streamlining and troubleshooting services for a startup environmental contracting firm and manufacturing company He was responsible for an aggressive marketing strategy that established the firm as a regional leader in its industry.

**Special Thanks to all our Sponsoring Members!**

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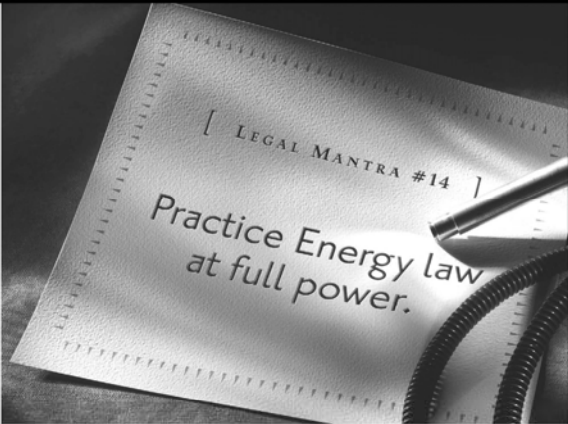
*Contact your NEBC staff at 503.227.6361 to learn more about becoming an NEBC Sponsoring Member!*

**Call For Entries! Deadline March 21.** Washington CEO Magazine's first Green Washington Awards will

recognize companies and organizations whose initiatives and actions shape, educate and provide a catalyst for environmental sustainability and clean technology in Washington State. This applies to any sector including manufacturing, natural resources, agriculture, retail, services, and miscellaneous. Award winners will be honored for their achievements at an awards event in May 2008. Winning companies and organizations will also be published in the June issue of Washington CEO Magazine and online at [www.washingtonceo.com](http://www.washingtonceo.com), so that others may learn from their practices. Submit your entry at [www.washingtonceo.com/greenawards](http://www.washingtonceo.com/greenawards). For more information, please

We believe a great Energy lawyer is a creative thinker who sees planning, contracting, regulatory compliance and economic development from both the outside-in and the inside-out. That's our approach. That's also why we're proud to be a Sponsoring Member of the NEBC. Since the 1930's we've served as energy and environmental counsel to utilities, Indian tribes and industry throughout the West and in Alaska.

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contact: [jhalldorson@washingtonceo.com](mailto:jhalldorson@washingtonceo.com) or 206.388.0827.

**Thermal Remediation Services wins Environmental Business Journal Gold Medal.** Thermal Remediation Services, a provider of in situ thermal remediation services using electrical resistance heating (ERH), for breakthrough sales growth in 2007 and sustained revenue growth since 2000. Revenues increased from \$150,000 in 2000 to \$4 million in fiscal 2006, and then to approximately \$12 million for its 2007 fiscal year.

TRS claims to have completed more than 75% of the world's cleanup projects in which ERH was deployed and regards itself as a leader in the provision of guaranteed fixed-price remediation using in situ thermal cleanup techniques. The company has also recently developed patent-pending processes, including electrode designs, to facilitate heat-enhanced in situ degradation using both biotic and abiotic mechanisms. Thermal Remediation Services is currently in the process of expanding its business into Europe and South America.

*Calendar announcements and industry news may be submitted by NEBC members & non-members. The NEBC E-News is published the second week of every month. To have a meeting or event published please submit an electronic copy to [Sue@nebc.org](mailto:Sue@nebc.org) - deadline is the first Friday of each month. NEBC reserves the right to edit copy as necessary.*

## Industry Meetings & Events

**March 18. Trade Week. Spokane.** Over 20 representatives from the Washington Department of Commerce, Trade and Economic Development for the annual trade week lunch from 12:15 - 1:45. This program features Michael Senske, President and CEO of Pearson Packaging. Attendees will have an opportunity to meet informally with the overseas trade representatives of Washington State. Click [here](#) for more details. The deadline to register is this Friday, March 14. Contact Jenifer Priest at 459-4124 or [jpriest@intrade.org](mailto:jpriest@intrade.org) to register.

**March 19. Solid Waste Forum Kick-Off Meeting. Portland.** DEQ's solid waste program is convening regular forums for Oregon's solid waste community and DEQ staff to identify and discuss emerging solid waste issues. This initial meeting will focus on how to make these forums useful for all concerned and identify hot topics and issues for discussion. 10 AM -12 PM. DEQ HQ -- EOC Conference Room A (10th floor) 811 SW Sixth Ave. Palmer Mason, Legislative Liaison for DEQ's Land Quality Division, is helping convene the forums. [mason.palmer@deg.state.or.us](mailto:mason.palmer@deg.state.or.us) or 503.229.6800.

**March 21. Defining Sustainability in Practice, Policy, and Law. Seattle.** This is a topic getting a lot of attention these days. Businesses, governments and NGOs are talking about it. There is a whole new "Sustainability" industry. A periodical "Sustainable Industries" is gaining momentum. The Socially Responsible Investment (SRI) market grew from a few million in the '90s to over 2 trillion in the U.S. last year. Over half the Global Fortune 500 companies are issuing "Sustainability Reports." Municipal governments are soliciting assistance to develop "Sustainable Development Plans". But the word "sustainable" means different things to different folks and there is a lot of confusion in the field. Instructor: Laura Musikanski, ENTRIX, Inc. To register: [https://nwetc.websitesource.net/reg\\_sust-403\\_03-08\\_seattle/registration.htm](https://nwetc.websitesource.net/reg_sust-403_03-08_seattle/registration.htm)

**March 31. VAPG Application Deadline.** If you are considering submitting an application, please be sure to take a look at Oregon's VAPG web site, which we believe provides invaluable guidance and assistance: [www.rurdev.usda.gov/or/vapg.htm](http://www.rurdev.usda.gov/or/vapg.htm) We look forward to working with rural Oregonians on their proposals! If you have questions, please contact Oregon's VAPG coordinator Martin Zone at [martin.zone@or.usda.gov](mailto:martin.zone@or.usda.gov) or 503-414-3361, or any of RD's Business Programs staff at [www.rurdev.usda.gov/or/bizcontact.htm](http://www.rurdev.usda.gov/or/bizcontact.htm)

**April 7. Environmental Cleanup Conference. Portland.** You are invited to participate in the Fourteenth Annual Northwest Environmental Cleanup Conference. This annual conference sponsored by the Environmental Law Education Center brings together diverse environmental professionals to discuss the global, national & statewide trends in cleaning up contamination. Speakers will explore the hottest topics and cutting edge issues. [Click here to register online](#)

**April 8 – 10. Applied Hydrogeologic Site Characterization & Monitoring Well Construction for Environmental Professionals. Seattle.** Instructors: Rick G. Graff. This three day training course is intended to introduce environmental professionals to Applied Hydrogeologic principles and prepare the attendee to manage and develop Site Characterization activities. These principles will be presented by the trainer in a clear manner to students who have little to no previous knowledge of hydrogeology. [Register Online.](#)

**April 20. Deadline for Request for Proposals.** Technical Advisor for the Willamette River, Portland Harbor Superfund Cleanup 2008-09. Services needed – Willamette Riverkeeper seeks a qualified contractor or team to provide assessment of cleanup research and planning at the Willamette River Portland Harbor Superfund site. This contractor should have a base of knowledge relating to toxicology, engineering, and project design. Interested parties should submit their qualifications, information about related projects, and references to Willamette Riverkeeper, Attn: Travis Williams, 1515 SE Water Ave., Portland, OR 97214.

**May 5. Application Deadline Pacific Power Grant Opportunity For Renewable Energy Projects.** An opportunity to promote additional renewable energy development. Thanks to our Blue Sky customers, Pacific Power is able to provide upfront funding, up to 100 percent, of new qualifying projects. These projects must support new renewable energy technology development including: wind, solar, geothermal, certified low impact

hydroelectric wave energy and low-emissions biomass (according to industry standards). More information and application form at <http://www.pacificpower.net/Article/Article71297.html>

**May 8 & 9. Practical Sustainability. Coeur d'Alene.** Pacific Northwest Clean Water Association (PNCWA) will host this mini-conference to show how sustainability supports operational goals and the bottom line. Topics include: The Big Picture, Climate Change Impacts on Water Resources & Utilities, Reducing the Footprint, and Bringing the Environmental Community to the Table. Management and technical tracks will explore leading change, asset management, decision making, carbon trading, optimizing existing facilities, strategies and funding for energy efficiency, integrated design, resource recovery, integrated resource planning and more. For details, please visit the PNCWA website at [www.pncwa.org](http://www.pncwa.org)

**May 29. 2008 Business Opportunity Expo. Vancouver, WA.** This full-day conference will highlight economic development potential in north Clark County, Washington, show businesses the benefits of relocating to the area, and showcase local businesses. For more information about this event: <http://www.2008bizoppexpo.com/home.html>

**June 24 – 27. A&WMA Annual Conference & Exhibition. Portland.** The Air & Waste Management Association (A&WMA) will step into its second century of environmental stewardship when it holds its 101st Annual Conference & Exhibition, in Portland, OR. The event is sponsored by Toyota. Be a part of the industry's premiere event. Information on registration, sponsorship, exhibition, and participation opportunities is available at [www.awma.org/ACE2008/](http://www.awma.org/ACE2008/).

## 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: [www.sijournal.com/prtnr](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. [www.environmental-expert.com](http://www.environmental-expert.com) For more information contact Tracy Barton, [tracy@combined-resources.com](mailto:tracy@combined-resources.com).

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## 2008 NEBC Events Calendar

<b>March</b>			
27	Managing Stormwater In Washington: Solutions To New Compliance Regulations	All Day	Embassy Suites Hotel, SeaTac Airport, WA
<b>April</b>			
10	Cascade Chapter Committee Meeting	10:30 AM – 11:30 AM	Governor Hotel – Portland, OR
10	Cascade Chapter Luncheon – Topic: TBA	11:30 AM – 1:00 PM	Governor Hotel – Portland, OR
15	Olympic Chapter Pub Mixer	5:30 PM – 7:30 PM	The Great Nabob – Seattle, WA
24	“Making Renewable Energy Projects Happen” Conference	8:00 AM – 6:00 PM	DoubleTree Hotel, Lloyd Center – Portland, OR
<b>May</b>			
7	Olympic Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	McCormick & Schmick’s Harborside – Seattle, WA
8	Cascade Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	Governor Hotel – Portland, OR
21	Ecosystem Markets Conference	All Day	DoubleTree Hotel – Portland, OR
<b>June</b>			
4	Olympic Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	McCormick & Schmick’s Harborside – Seattle, WA
12	Cascade Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	Governor Hotel – Portland, OR
17	Managing Carbon: Policy & Practice	All Day	DoubleTree Hotel – Portland, OR
23	Cascade Chapter Golf Tournament	2:00 PM – 6:00 PM	Langdon Farms Golf Course, Aurora, OR
<b>July</b>			
TBD	Olympic Chapter Rooftop Mixer	5:00 PM – 7:00 PM	TBD – Seattle, WA
<b>September</b>			
3	Olympic Chapter Committee Meeting	10:00 AM – 11:30 PM	AGC – Seattle, WA
3	Olympic Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	McCormick & Schmick’s Harborside – Seattle, WA
TBD	Cascade Chapter Summer Mixer	5:30 PM – 7:00 PM	TBD – Portland, OR
<b>October</b>			
1	Olympic Chapter Luncheon – Topic: TBD	10:00 AM – 11:30 PM	McCormick & Schmick’s Harborside – Seattle, WA.
9	Cascade Chapter Committee Meeting	9:30 AM – 11:00 AM	Governor Hotel – Portland
9	Cascade Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	Governor Hotel – Portland
<b>November</b>			
5	Olympic Chapter Committee Meeting	10:00 AM – 11:30 PM	AGC – Seattle, WA
5	Olympic Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	McCormick & Schmick’s Harborside – Seattle, WA
13	Cascade Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	Governor Hotel – Portland, OR
<b>December</b>			
8 & 9	Northwest Environmental Conference & Trade Show	All Day	Red Lion Hotel on the River – Portland, OR
10	Hazwoper Training	8:00 AM – 5:00 PM	Red Lion Hotel on the River – Portland, OR

\*Event dates and topics subject to change.