

## - FROM THE EXECUTIVE DIRECTOR -

When I ask members what they want from NEBC, the most frequent response is to help them gain access to potential customers (which is why we are working so hard in that direction). The second or third response is to represent the interests of the industry to regulators and legislators. With the start of new legislative sessions in Washington and Oregon, we are once again stepping up to this task. On the Washington side, we are re-introducing a bill to provide tax incentives (exemption of sales tax and B&O taxes) on the costs of remediation projects. As you may recall, our bill passed in the 2006 session, only to be vetoed by governor at the last minute. This year, we are moving the bill through again with even stronger support.

### Sponsor Highlight



#### WASTE MANAGEMENT

Waste Management is a national solid waste services company that provides comprehensive, cost-effective solutions for waste disposal, including petroleum contaminated and other non-hazardous waste, municipal solid waste and hazardous waste. The company owns and operates six non-hazardous landfills and one hazardous waste TSDF in the Oregon/Washington region.

On the Oregon side of the border, NEBC has been a lead in crafting a bill to provide tax credits for investments in environmental protection. An earlier statute promoted by NEBC years ago, the Pollution Control Tax Credit (PCTC) is sunsetting. We are promoting a new concept, the Environmental Enhancement Tax Credit (EETC) that has several components. It has a base credit for projects that enable a company to achieve compliance with existing regulation, and this will phase out over time. Most importantly, there is a “beyond compliance” component that provides an enhanced credit for the incremental costs of investments that allow a company to exceed regulated standards. The third component is a credit to compensate companies for some of the costs of a plan on how to reduce waste and contaminants (Environmental Management System) and then for the costs of process changes to implement the EMS. Finally, this bill provides for the pass-through sale of the tax credit, so that government entities and companies without tax liabilities can take advantage of its provisions. Outside experts will be required to both certify the “beyond compliance” savings and the adequacy of an EMS.

Each of these bills has support among legislators, but at the end of the day, popular support and testimony will be critical. We'll be keeping you posted as to how you can get engaged.

**NEBC's new website is now live.** Take a look at [www.nebc.org](http://www.nebc.org). A key feature - the new Solutions Provider search function - is still a few weeks out, so bear with us.

The **2007 Resource Guide & Member Directory** also includes the new, enhanced approach to locating Solutions Providers. Because of higher demand, we increased the print run to 3,500 this year. It will be mailed out to members later this month. Copies are also available at all of our events or by contacting the office.

I spent a few days between the holidays melting the white blizzard of paper off of my desk, with the help of the recycle bin and a few dozen file folders. The piles are gone, but I wonder for how long. I was talking to someone last week who said: “I never knew about NEBC before, and now you folks are everywhere.” That's no accident. More to come in 2007. Thanks for your support.



Robert Grott

## NEBC CONFERENCES, TRADE SHOWS & MEETINGS

**NEBC State of the State: Oregon Legislature & the Environment. January 23. Portland.** Presented by NEBC and AWMA, Oregon Chapter, this evening meeting will present an overview of the environmental issues coming before the 2007 Oregon legislative session. Speakers: Lisa Adatto, Oregon Business Association; Greg Aldrich, Oregon Department of Environmental Quality; Lindsey Capps, Oregon Environmental Council; John Ledger, Associated Oregon Industries; Robert Grott, Northwest Environmental Business Council. They will cover topics that include the Governor's Energy Initiatives and Renewable Energy Standards and the Environmental Enhancement Tax Credit.

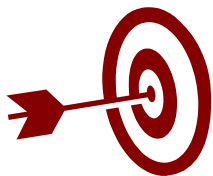
**NEBC Luncheon, "Renewable Energy Project Opportunities after I-937". February 7. Seattle.** With the passage of I-937, Washington became the 22nd state to institute a renewable energy portfolio standard. The speakers will discuss what this might mean in terms of the types of energy projects that get built around the state in the coming years. Speaker: Tim Stearns, Senior Energy Policy Specialist, Wash. Dept. of Community, Trade & Economic & representatives from Puget Sound Energy and Chelan PUD.

**NEBC Luncheon. "EPA and DEQ - What's Ahead". February 8. Portland.** Regulation set by EPA and DEQ drives the environmental sector in Oregon. Come hear two key agency heads discuss their priorities and initiatives for the next year and beyond. Speakers: Elin Miller, EPA Region 10 Administrator and Stephanie Hallock, Director of Oregon DEQ.

### [2007 Oregon Brownfields Conference and Trade Show "Brown – It's the New Green".](#) March 1 & 2. Salem

Presented by Oregon Economic and Community Development Department, Oregon Department of Environmental Quality, City of Salem and NEBC, the conference will provide an unparalleled learning and networking opportunity to make formerly contaminated industrial and commercial lands economically viable for reuse, increasing the 'green' value of the land. The Oregon Brownfields Conference is designed to target the educational needs of brownfields practitioners – from long-time brownfield remediation professionals to those just entering into transforming old contaminated sites into productive properties.

**2007 Oregon Brownfields Conference and Trade Show, "Brown – It's the New Green". March 1 & 2. Salem.** The conference format and trade show provide a collaborative setting and numerous opportunities for networking among environmental professionals, developers, government officials and service providers. The tradeshow gives companies a platform for offering advanced environmental and brownfields technologies and services. This is a great opportunity for you to bring your latest innovations and service offerings in front of compliance managers, product buyers, in-house environmental departments, and decision makers. Contact [Sue@NEBC.org](mailto:Sue@NEBC.org) for more information about exhibiting at the Trade Show. Space is limited and there are only a few spots left!



**Target your Marketing!** Sponsor an NEBC event and reach your target audience! Technical luncheons. Conferences. Networking Meetings. Pick the event and venue that will reach your new customers! Check frequently for updates and new sponsoring opportunities. Sponsor benefits may include: complimentary registration, company logo on marketing material, recognition at event, and opportunity to distribute marketing material. Contact [Sue Moir](mailto:Sue@NEBC.org) today to explore all the NEBC sponsorship opportunities available or follow the [Event Sponsorship Opportunities](#) link on the NEBC website Events Page.

### MARK YOUR CALENDARS Full list of NEBC events on page 6

January 23, [NEBC State Of the State: Oregon Legislature & the Environment](#). Portland.

February 7, [NEBC Luncheon, Seattle: Renewable Energy Project Opportunities after I-937](#). Seattle.

February 8, [NEBC Luncheon, Portland: EPA and DEQ – What's Ahead](#)". Portland

March 1 & 2, [2007 Oregon Brownfields Conference & Trade Show](#). Salem.

April 24, [Making Renewable Energy Projects Happen](#). Portland.

## INDUSTRY NEWS, MEETINGS & EVENTS

**January 18, 2007.** Air Quality and Global Warming Conference. World Trade Center Portland, Oregon. Program will include: Strategies To Address Air Quality and Global Warming. Air Quality, Global Warming and the Law. Global Warming. Air Quality and Air Toxics. For more information contact the [Environmental Law Education Center](#).

**January 26, 2007.** Innovations in Product Design Forum and In-Depth Workshop. Seattle. Forum 7:30- 9am; Workshop 9:30am-12:30pm Registration. <http://www.brownpapertickets.com/event/9389>. Catalysts for Product Innovation. Consumer demand and increasing product regulation are driving innovation and creativity in product design. Learn how the knowledge of your materials and processing limits and opportunities can become the catalyst for maximizing design creativity. Tools and Processes of EcoDesign. Learn how to find, develop, and specify materials and processes that provide life cycle benefits for the environment, the product user, and for recycling or biodegrading. Market Share and Brand Equity Enhancement in the Global Marketplace. Stay ahead of regulations in the global marketplace. Gain competitive edge by positioning your products and promotional messaging to reach consumers who care about your company's commitments to healthy products.

**Washington Department of Community Trade & Economic Development 2010 Task Force.** Join the Consulate General of Canada (Seattle) and the Canadian Studies Center, Jackson School of International Studies of the University of Washington, along with the Washington State department of Community Trade and Economic Development, Governor Gregoire's 2010 Task Force, and the Pacific Northwest Economic Region, and several partners in Canada and the United States, for a series of roundtables, receptions and luncheon events designed to identify opportunities for increased collaboration, and find workable solutions to the challenge of hosting an Olympic event. Together, we will bring together decision makers, business operators, and community leaders to explore both what the 2010 Olympics and Paralympics can bring to the Pacific Northwest, what kind of lasting legacy we can leave our communities, and how we can contribute to the most sustainable Olympic and Paralympics in history, setting an example for the world in innovation, environmental responsibility, and in the promotion of healthy life choices. Contact Mary Rose with Washington State's CTED for more information [maryr@cted.wa.gov](mailto:maryr@cted.wa.gov).

Week 1 - Getting to the Games - border security, transportation and public health (February 1, 2007, 4:00-6:00 p.m.)

Week 2 - The Business of the Games (February 8, 2007, 12:00-1:30 p.m.)

Week 3 - Beyond the Games - Showcasing Sustainability (February 13, 2007, 12:00-1:30 p.m.)

Week 4 - Our past, present and future - building a legacy with the Four Host Nations (February 22, 2007, 4:00-6:00 p.m.)

**February 22.** Seattle. UNDERSTANDING BUSINESS OPPORTUNITIES IN THE CONTEXT OF SUSTAINABILITY. Andrea Ramage Director, Sustainable Solutions, CH2M Hill. Forum: 7:30 - 9am; Workshop: 9:30 - Noon Business is well-positioned to create value from sustainability, reduce risk through sustainable approaches, and lead the development of solutions to the world's most pressing issues, such as climate change, water scarcity, energy supply, waste/pollution, and ecosystem destruction. In this Forum and Workshop, Andrea will present the links between business and sustainability through a Sustainability Value Model, based on Dr. Stuart Hart's work at Cornell University. Registration - <http://www.brownpapertickets.com/event/9390>

**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 [www.aptac-us.org](http://www.aptac-us.org) and following the "Find a PTAC" link.

## EMPLOYMENT OPPORTUNITIES

**Environmental Chemist/Geochemist.** Hart Crowser, Inc., a multi-disciplinary earth and environmental consulting firm, has an immediate opportunity for a project-level environmental professional with an advanced degree in Geochemistry, Chemistry, Geology or Environmental Science. The successful candidate will have 3-7 years experience as an environmental consultant. This individual will work on a variety of site assessment and remediation projects. Responsibilities will include preparation of sampling and analysis plans, quality assurance project plans, site investigations, technical memos, conducting field work and overseeing site investigations,

managing laboratories in support of site investigations, performing data validation, and interpreting results with respect to nature and extent. Knowledge of EPA analytical methods is critical; Access database programming skills are desirable. Fieldwork will include soil, groundwater and sediment sampling. Interested candidates are encouraged to submit their confidential resume to: [staffing@hartcrowser.com](mailto:staffing@hartcrowser.com).

**Environmental Engineers.** Hart Crowser, Inc., a multi-disciplinary earth and environmental consulting firm, is seeking a **Senior Environmental Engineer**, (MS preferred). The successful candidate will be a WA and/or OR PE, with 10+ years of progressively responsible consulting experience. Responsibilities require a technical leader in the assessment of soil, groundwater and surface water quality, and lead design responsibility for remediation systems (both physical and chemical), air quality, stormwater drainage and treatment systems. This role requires strong client and project management skills, as well as proven capabilities for business development and mentoring of junior staff.

**Junior level Environmental Engineer.** Hart Crowser is seeking a candidate with an MS in Environmental, Chemical or Civil Engineering with environmental focus, and 0~2 years of experience. This individual will be a member of project teams responsible for the assessment of soil and water quality, and design of remediation systems. Fieldwork responsibilities will include sampling, and observation and documentation of job site activities. Office responsibilities will include the analysis of field data, computer modeling, report writing and participation in project meetings. Interested candidates are encouraged to submit their confidential resume to: [staffing@hartcrowser.com](mailto:staffing@hartcrowser.com).

**Natural Resource Specialist 3.** DEQ, Water Quality Permit Program Specialist. \$3,338 to \$4,881 monthly. Close: January 15, 2007. Announcement Number: LE060517. Location: Portland, Oregon. <http://www.deq.state.or.us/msd/hr/jobs.asp>.

**Human Resources Analyst 2,** Portland, OR. This Human Resources (HR) Generalist will provide support to managers and employees in the areas of recruitment and selection, employee and labor relations, position management, classification and allocation, benefits, leave, salary administration, interpretation of the collective bargaining agreement, policies and procedures, affirmative action, diversity, safety, employee assistance, training and development. \$3,185 to \$4,705 monthly. Close: January 17, 2007. Announcement Number: LE060526. <http://www.deq.state.or.us/msd/hr/jobs.asp>

Department of Environmental Quality. **Lab Manager/Technical Director. Organic Analytical Lab.** \$4265-\$6598/month. #LE06045-A. Closes February 8, 2007. <http://www.deq.state.or.us/msd/hr/jobs.asp>

**Natural Resource Specialist 4, Senior Policy Analyst.** \$3,848 - \$5,631 monthly. Portland, Oregon. Announcement #: LE070011. <http://www.deq.state.or.us/msd/hr/jobs.asp>. Close: January 26, 2007.

## 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 [www.bedpdx.org](http://www.bedpdx.org) or call Andrew Witt 503-646-0242 ext 22.

## 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).

## NEBC CONTACT INFORMATION

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## Northwest Environmental Business Council 2007 Events & Meeting Calendar

<b>January</b>			
23	Cascade Committee Meeting	3:30 PM – 5:30 PM	Greek Cusina, 404 SW Washington – Portland, OR
23	AWMA/NEBC – Special Presentation – State of the State: Oregon Legislature & the Environment	5:30 PM - 8:30 PM	Greek Cusina, 404 SW Washington – Portland, OR
<b>February</b>			
7	Olympic Chapter Committee Meeting	10:00 AM – 11:30 PM	AGC – Seattle, WA
7	Olympic Chapter Luncheon – Topic: Renewable Energy Project Opportunities after I-937	11:30 AM – 1:00 PM	McCormick & Schmick's Harborside – Seattle, WA
8	Cascade Chapter Luncheon – Topic: EPA & DEQ, What's Ahead	11:30 AM – 1:00 PM	Governor Hotel – Portland, OR
<b>March</b>			
7	Olympic Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	McCormick & Schmick's Harborside – Seattle, WA
8	Cascade Chapter Pub Mixer	5:30 PM – 7:00 PM	Bridgeport Brewing – Portland, OR
<b>April</b>			
4	Olympic Chapter Committee Meeting	10:00 AM – 11:30 PM	AGC – Seattle, WA
4	Olympic Chapter Luncheon – Topic: TBD	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
12	Cascade Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	Governor Hotel – Portland
24	NEBC & NWBA Conference: "Making Renewable Energy Projects Happen"	8:00 AM – 5:00 PM	World Trade Center - Portland
<b>May</b>			
2	Olympic Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	McCormick & Schmick's Harborside – Seattle, WA
10	Cascade Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	Governor Hotel – Portland, OR
<b>June</b>			
6	Cascade Chapter Committee Meeting	9:30 AM – 11:00 AM	Governor Hotel – Portland
6	Cascade Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 AM	Governor Hotel – Portland
<b>July</b>			
TBD	Olympic Chapter Rooftop Mixer	5:00 PM – 7:00 PM	TBD
19	Cascade Chapter Golf Tournament	7:30 AM – 1:00 PM	Langdon Farms Golf Course – Aurora, OR
<b>September</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
TBD	Cascade Chapter Summer Mixer	5:30 PM – 7:00 PM	Lane Powell – Portland, OR
<b>October</b>			
11	Cascade Chapter Committee Meeting	9:30 AM – 11:00 AM	Governor Hotel – Portland
11	Cascade Chapter Luncheon – Topic: TBD	11:30 AM – 1:00 PM	Governor Hotel – Portland
17 & 18	Northwest Environmental Summit & Trade Show	All Day	Tacoma Convention Center – Tacoma, WA
<b>November</b>			
7	Olympic Chapter Committee Meeting	10:00 AM – 11:30 PM	AGC – Seattle, WA
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
<b>December</b>			
5	Hazwoper Training	8:00 AM – 5:00 PM	Red Lion Hotel on the River – Portland, OR
6 & 7	Northwest Environmental Conference & Trade Show	All Day	Red Lion Hotel on the River – Portland, OR

\*Event dates and topics subject to change.