



ONEIA

Ontario Environment Industry Association



Ontario Environment Industry Association

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The Business of the Environment in Ontario

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MESSAGE FROM ONEIA'S EXECUTIVE DIRECTOR



ONEIA

Ontario Environment Industry Association



Dear environmental business colleagues,

Welcome to the fourth edition of ONEIA's membership directory!

At the Ontario Environment Industry Association (ONEIA), we believe that environment businesses are Ontario's best-kept secret. Each year, more than 2,700 businesses in this vital sector contribute more than \$8-billion to the provincial economy and employ more than 65,000 people. And in the process, they help protect our environment and make our province more economically competitive and more prosperous.

At ONEIA, our main focus is to support the work of these organizations. From our humble beginnings in 1991, we have grown into an effective and respected industry association that works every day to advance the interests of our members. In our meetings with provincial and federal politicians, we advocate for public policy, based on sound science, that benefits Ontario's environment and its environmental companies. Our regular events build a stronger industry by bringing environmental businesses together to learn and network with each other. Our marketing work extends the reach of our members, as we connect them with possible partners, collaborators and customers.

Our work on behalf of Ontario's environmental businesses would not be possible without two things. A growing number of members are joining ONEIA because they see value in our organization and want to support our efforts on their behalf. And we have been fortunate to attract a core of dedicated volunteers who serve on our board and committees, shaping our direction and ensuring that we are continually improving to meet our members' needs.

If you are already an ONEIA member, I thank you for your continued support. If you are considering ONEIA membership, I urge you to join one of the most dynamic industry associations in the province. And if you are looking for more information about Ontario's environmental businesses, please don't hesitate to visit www.oneia.ca or call us at 416-531-7884. We'd be happy to speak with you.

Yours truly,

Alex Gill
Executive Director

ABOUT ONEIA

ONEIA is the business association that represents the interests of the environment industry in Ontario and provides benefits to its members. Our members include product and service companies, institutes, and universities. Through their innovation and experience in Ontario and around the world, our members provide market-driven solutions for society's pressing environmental problems.

Who are ONEIA members?

ONEIA's members are 1) a mix of large and small technology, manufacturing and service companies working in some aspect of the environment field and 2) those companies, agencies, institutions and organizations that want to connect with them.

Our members include a wide range of Ontario-based companies, from multinational technology and service firms to smaller companies working with a range of new environmental solutions. Joining these firms are a small number of organizations that want to be plugged into the ONEIA network, including educational institutions, government agencies, and suppliers to the environmental sector.

ONEIA's work is based on the following five principles:

1. ONEIA welcomes all to its membership who understand and value market-driven solutions to environmental challenges.
2. ONEIA is committed to providing a perspective on environmental matters to the public, the media and governments that is based on sound science, sound economics and sound policy.
3. ONEIA believes that the private sector is a tremendous resource for building a better society and, as such, has a definite role to play in improving and protecting our environment.
4. Governments can help the private sector improve and protect our environment by creating a progressive policy environment that provides opportunities and resources to Ontario's environment companies.
5. ONEIA believes that a healthy environment and a growing economy are entirely compatible. Our members work to promote a healthy and sustainable environment and, in so doing, make Ontario a more economically vibrant and competitive place to do business.

What purpose does ONEIA serve for its members?

ONEIA provides a place where a variety of companies, entrepreneurs and other organizations in the environment field can come together to work on common concerns, share information and explore business opportunities. Through ONEIA, they can work towards a society that understands and values the contribution that market-based solutions make to our environmental problems.

What practical benefits does ONEIA provide?

ONEIA quickly returns the value of your membership through services & programs, which include:

Environmental networking events / Environmental Business Opportunity Breakfasts (EBOB's): ONEIA holds regular breakfast meetings, luncheons and after-work receptions that feature high-profile guest speakers from government and industry. These events offer an excellent opportunity to meet others from across the province's environment sector and to learn from speakers who are on the cutting edge of current issues. ONEIA members receive a substantial discount over regular event rates.

Advocacy Committee: ONEIA has strong ties to provincial ministries and helps shape environmental policy in Ontario. Our influential Advocacy Committee meets monthly to discuss current legislative and regulatory matters and their impact on members. There are five active sub-committees; Air/Climate Change, Brownfields, Energy, Waste and Water. These sub-committees develop position papers and letters representing the consensus of member views and take them to the government for response and action.

Environment Industry Day (EID) at Queen's Park: Each year, select groups of ONEIA members spend one day meeting with Ministers, MPPs and senior bureaucrats to update them on our activities and discuss the environment industry and government issues. ONEIA members are also invited to special sessions with senior officials from the Ministry of the Environment and other related departments. The Minister and a virtual "who's who" of industry and government attend the closing VIP reception and network with ONEIA members.

EnviroChannel: ONEIA members receive a substantial discount on EnviroChannel, ONEIA's email news release service. EnviroChannel is a permission-based email list, administered by ONEIA, of more than 4,000 unique contacts, that lets you reach an incredibly diverse mix of:

- Environmental service suppliers
- Purchasers of environmental supplies and services
- Government departments and policymakers
- Environmental opinion leaders
- Media contacts

Marketing and Business Development: ONEIA exhibits at several trade shows each year, providing the opportunity for members to display their information at events they cannot attend. These trade shows include the Environment and Energy Conference (EECO), Americana, GLOBE and CANECT. From time to time ONEIA also offers the opportunity to share space in a larger "Environment Industry Pavillion" at targeted trade shows for a fraction of what an entire booth space would cost.

ONEIA is also part of a growing international network of environmental industry associations, helping its members connect with overseas markets and potential partners. We also work with the Ministry of the Environment and the export arm of the Ministry of Economic Development and Trade to help connect Ontario companies with foreign partners and markets.

Insurance: ONEIA focused on the three following roles with respect to insurance:

1. Organizing E&O, home and auto insurance policies for Ontario environment companies;
2. Dealing with Ontario SSB on excessive E&O insurance requirements; and,
3. Assisting SMEs with their environmental insurance needs

For more information visit www.oneia.ca

The ONEIA Website

www.oneia.ca is a clearing house for information on Ontario's environmental industry and ONEIA members. Browse an electronic version of the membership directory, catch up on developments with government or link to other resources.

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British Columbia Environment Industry Association (BCEIA)

The BCEIA is comprised of engineering and environmental service companies, technology providers, research organizations, government agencies and environmental law firms. Its members possess the expert knowledge required to deal with most environmental issues.

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Consulate General of the Kingdom of the Netherlands

The Consulate General of the Kingdom of the Netherlands promotes export of Dutch Environmental technology by promoting international partnerships, organizing trade missions and participating in major international events (trade shows /international conferences).

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Davis LLP

Lawyers in our Environmental Group advise on environmental litigation, both civil and quasi-criminal, real estate and lender transactions emphasizing brownfields redevelopment, compliance issues, waste management and diversion issues, and transportation of dangerous goods matters

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Earthguard Environmental Group Inc.

Earthguard Environmental provides consulting support to industry for regulatory compliance, modeling, and expert testimony, as well as information system and modeling system implementation and support through our Software Group.

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EBC Canada

EBC provides technical and business management services. EBC works with new and developing environmental technology companies by arranging financing, providing technical assistance (especially securing environmental approvals), and market & business development (especially finding new clients).

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ECO Canada

ECO Canada is a not-for-profit organization focused on supporting Canada's environment industry through communicating with industry stakeholders, conducting research and creating the necessary resources required to address human resource needs.

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Environmental Science and Engineering Magazine

The Environmental Science and Engineering Magazine is a documentary magazine whose target readers are those who are responsible for design, construction and operation of water treatment and distribution systems, sewerage systems, and industrial and hazardous waste management systems.

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H

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Ministry of the Environment

The Ministry of the Environment is responsible for protecting clean and safe air, land and water to ensure healthy communities, ecological protection and sustainable development for present and future generations of Ontarians.

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Ontario Centre For Environmental Technology Advancement (OCETA)

OCETA is a private, not-for-profit corporation that provides business, technical and programming services to support the commercialization and market adoption of clean technologies and environmentally sustainable solutions.

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R

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Recycling Council of Ontario (RCO)

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Seneca College of Applied Arts & Technology's Office of ECO SENECA initiatives (OESi)

Seneca College's Office of ECO SENECA initiatives (OESi) collects, critiques, and undertakes SENECA College's environmental leadership in academic programs (Academic Green Transect), campus opportunities (partnership with McMaster University in the regeneration institute for the Great lakes), and in faculty operations.

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SENES Consultants Limited

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