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Ontario Environment Industry Association



Membership Directory 2014-2015

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**The Business of the
Environment in Ontario**

MESSAGE FROM ONEIA'S EXECUTIVE DIRECTOR



Dear environmental business colleagues,

Welcome to the sixth 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, almost 3,000 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,

A handwritten signature in cursive script that reads "Alex Gill".

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: ONEIA holds regular events that offer an excellent opportunity to meet others from across the province's environment and cleantech sector and to learn from speakers who are on the cutting edge of current issues. Our event series includes:

- ✓ Environmental Business Opportunity Breakfasts (EBOBs) where members meet high-profile speakers and network with each other;
- ✓ Our annual Golf Day (Go Green on the Green) where more than 100 environment and cleantech professionals play and network in support of our charity of choice; and,
- ✓ Our annual Curling Bonspiel (Break the ice on the ice), where a low-stress afternoon of beginner curling is followed by an evening networking reception.

ONEIA members receive a discount over regular event rates and are proactively connected by ONEIA staff with others (clients, investors, etc.) at the event who are likely to help build their business.

Weekly newsfeeds and newsletters: Each week, ONEIA sends members a quick-reading, insightful and informative electronic summary of relevant environmental business news. Our regular newsletter offers in-depth analysis of trends in environmental business and government policy, keeping you up to date on ONEIA meetings, member news and business development opportunities.



Advocacy Committee: ONEIA has strong ties to provincial ministries and helps shape environmental policy in Ontario. Our influential Advocacy Committee meets regularly to discuss current legislative and regulatory matters and their impact on members. There are several active sub-committees that work in the areas of Air/Climate Change, Brownfields, 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 a day meeting with Ministers and MPPs to update them on our activities and discuss the environment industry and government issues. The Minister and a virtual “who’s who” of industry and government attend the closing VIP reception and network with ONEIA members.

Environment and Cleantech Business and Policy Forum: Every spring, ONEIA hosts a “Bay Street meets Green Street” conference that brings the investment, finance and government policy community together with our members. Morning “insider” panels are followed by a luncheon address by Deputy Ministers, then afternoon roundtables with senior government policymakers.

EnviroChannel: ONEIA members receive a substantial discount on EnviroChannel, ONEIA’s e-mail news release service. EnviroChannel is a permission-based e-mail list, administered by ONEIA, of more than 4,000 unique contacts.

Marketing and Business Development: ONEIA staff attend or distribute materials at a range of trade shows each year, promoting our members to those who attend. We also perform a “match.com” service for our members with respect to business development, regularly extending their marketing reach by connecting them with potential partners, investors and clients.

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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The BC Environment Industry Association (BCEIA) is British Columbia's most recognized and longest running professional business association dedicated to member companies that operate in the many sectors that define environmental defence writ large.

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The Consulate of the Netherlands promotes export of Dutch Environmental Technology by: promoting international partnerships, organizing trade missions and participating in major international events.

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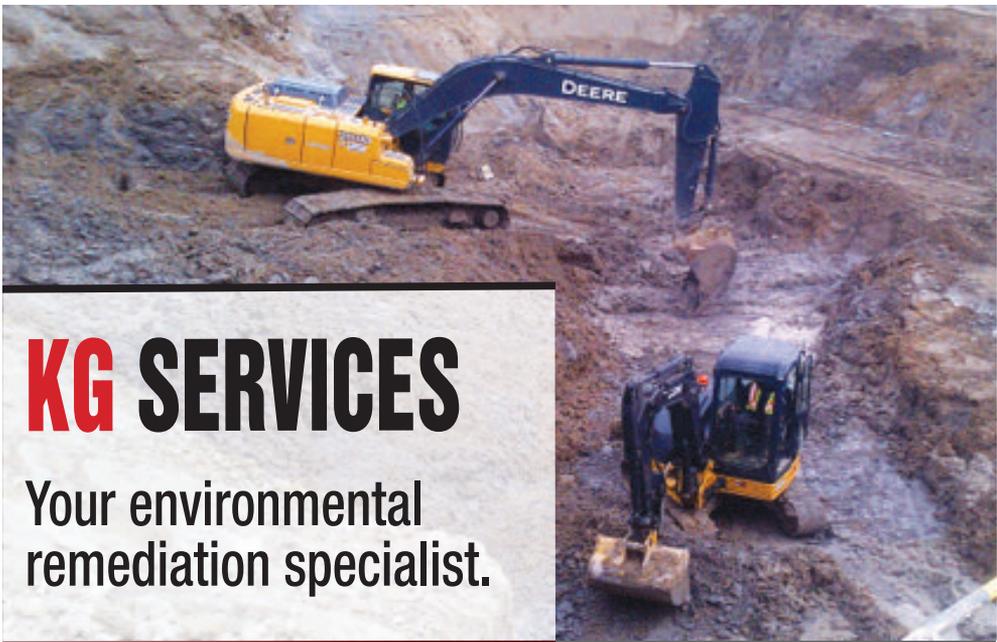
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