



ONEIA
Ontario Environment Industry Association



12th Environment Industry Day

May 9th, 2012

Delivering economic growth:

The Ontario environment and cleantech industry already employs more than 65,000 people – and prospects for growth and job creation are excellent. How can we leverage this valuable and growing industry to deliver even more jobs and growth? What can government do to encourage these companies to grow and prosper? How can we help traditional industries become greener and more competitive? The 12th edition of ONEIA's annual Environment Industry Day brings together hundreds of business leaders with policymakers and political leaders to discuss this important challenge.

In Partnership with:





The business of rediscovering resources is our unique purpose.

By focusing on recycling and recovery, we push beyond conventional thinking and find cost-effective ways to transform industrial residues back into valuable products. Our experience and innovative solutions help customers improve efficiencies and reduce costs, while improving their environmental performance. **NEWALTA**

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**A MESSAGE
FROM
THE CHAIR
OF ENVIRONMENT
INDUSTRY DAY 2012**

On behalf of the organizing committee and members of the Ontario Environment Industry Association (ONEIA), I would like to welcome you to our 12th Environment Industry Day (EID) at Queen's Park.

ONEIA member firms develop and sell the technology, products and services that drive the growing environment industry in Ontario by employing over 65,000 Ontarians and generating over \$ 8 billion in annual revenue. They purify our water, clean our air, remediate contaminated sites, manage our waste, generate clean energy, sell environmental services to the world, and perform a range of related activities – from green investment to legal advice to insurance – that provide growth and jobs (in the case of my firm, Maxxam Analytics, we employ more than 1,200 people who provide analytical services and solutions to the environmental industry). Each year, a broad range of companies like these visit the Ontario Legislature for a day of dialogue with government about issues of mutual concern and interest.

The theme of this year's EID of "delivering growth and jobs" is incredibly appropriate – and important – for our province at this juncture. Ontario's Environment and Cleantech sector comes to Queen's Park for its annual day at a time of great potential – but also great uncertainty – in our economy. It is now more important than ever to share our concerns and discuss how we can grow, delivering even more economic and environmental value to our province and its citizens. Our companies know that their work is increasingly in demand across Canada and around the world. They know that the jobs they provide require a high degree of skill and knowledge and that these are the jobs of the future. When we began this event 12 years ago, the environment industry was at a relatively early stage. Today, we are an established and significant contributor to the Ontario economy and, more importantly, our prospects for growth are extraordinary.

Environment and cleantech companies are already delivering jobs and growth – and our industry is committed to working with policymakers to create the right policies to support even more economic growth for Ontario. We look forward to a productive day of dialogue and to moving to maximize the potential of our sector.

Thank you and enjoy Environment Industry Day 2012.



John Hantho

Chair, Environment Industry Day 2012
Maxxam Analytics

ONEIA would like to thank the following
EID 2012 sponsors:

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WaterTAP

Ontario is fortunate in having an abundance of water and is well positioned to promote both its stewardship and innovation in this sector. As the demand for water solutions grows there is a huge opportunity to market our competitive advantage and promote Ontario's innovative water technology sector.

The Water Technologies Acceleration Project (WaterTAP) was created as part of the Water Opportunities Act, 2010. The Province has invested \$5 million to build WaterTAP as the lead agency for positioning Ontario as a global hub of water innovation.

WaterTAP can:

- Help successful technology companies seize growth opportunities at home and abroad
- Link entrepreneurs with world-leading academics at our colleges and universities
- Help international investors and potential customers to find what they are looking for in Ontario

WaterTAP's mission is to:

- Accelerate Commercial Routes to Market
- Strengthen Export Excellence & Investment
- Inform Innovative Water Policy



**THE ERRICK
(SKIP)
WILLIS AWARD**

Before his untimely passing in 2011, Skip Willis was a true pioneer in Ontario's environment and cleantech industry. Whether it was as one of the country's leading experts on climate change, as an advisor to governments and major corporations on emissions, as a successful consultant and businessperson, as a university lecturer or media commentator, Skip was the embodiment of a skilled, focused and well-rounded environmental businessperson. This commitment extended to the public policy field, where he saw the definite need to encourage dialogue between industry, government and the public on that most important of resources that we all share – our environment. His contribution to the Ontario Environment Industry Association (ONEIA) was significant. He found time to sit on the Association's board, serve as its chair and served as chair of our 2009 annual Environment Industry Day.

In recognition of this incredible lifelong contribution to our industry and to public dialogue about the environment, ONEIA has created the Skip Willis Memorial Award to be presented annually to a person who has contributed significantly to the advancement of the Environment Industry in Ontario. Part of the recognition will be a contribution in the name of the honoree to the Skip Willis Foundation. A plaque with the name of the recognized will be presented and will reside in a place of honor between presentations.



**Errick (Skip) Willis,
*ONEIA Environment Industry Day 2009***

Agenda Environment Industry Day, May 9, 2012

TIME	AGENDA
7:00 AM	MPP team members' only registration and continental breakfast (only for ONEIA members <u>selected and confirmed to join the teams</u> meeting with politicians and their staff), <i>Sutton Place Hotel</i>
7:30 AM	MPP team members' orientation briefing, <i>Sutton Place Hotel</i>
8:30 AM – 4:30 PM	Meetings held with ministers and MPPs throughout the day
10:30 - 12:00 NOON	WaterTAP Roundtable <i>Sutton Place Hotel</i>
11:30 AM	Lunch Registration <i>Stop 33, Sutton Place Hotel</i>
12:00 - 1:30 PM	Lunch and fireside chat with Gail Beggs, Deputy Minister of the Environment and Wendy Tilford, Deputy Minister of Economic Development and Innovation <i>Stop 33, Sutton Place Hotel</i>
1:30-4:45 PM	Roundtable meetings with senior government staffers <i>Stop 33, Sutton Place Hotel</i>
5:00 - 7:00 PM	Reception hosted by the Hon Jim Bradley, Ontario Minister of the Environment <i>Legislative Assembly Dining Room, Queen's Park</i>

Programming during the day is open only to ONEIA members; friends of ONEIA and companies that have yet to join the Association are welcome to attend the evening reception.



ONEIA

Ontario Environment Industry Association

ABOUT THE ONTARIO ENVIRONMENT INDUSTRY ASSOCIATION (ONEIA)

Established in 1991, ONEIA is the business association representing the interests of the environment industry in Ontario. Our network of thousands of contacts includes key people at environmental technology, product and service companies, law, investment and insurance firms, institutes, universities and governments. Through their innovation and experience in Ontario and around the world, Ontario's environment industry provides market-driven solutions for society's most pressing environmental problems.

While our industry is diverse, 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.

YOUR PARTNER IN SCIENCE



Clients concerned with potential soil, water and air contaminants call on Maxxam's Environmental Services group for scientific support and reliable analytical solutions. Our full scope of environmental testing services include:

- **Water Quality Testing**
- **Toxicity & Bioassay Testing**
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ONEIA PROVIDES A NUMBER OF SERVICES TO ITS MEMBERS, INCLUDING:

■ **Environmental Business Opportunity Breakfasts (EBOBs) and networking events:**

ONEIA's breakfast meetings and other events are an excellent opportunity for networking and information sharing. These regular events feature high-profile guest speakers from government and industry addressing a range of topics.

■ **Advocacy Committee:** ONEIA has good relationships with provincial ministries and helps shape environmental policy in Ontario. Our influential Advocacy Committee regularly discusses current legislative and regulatory matters and their impact on members. Various sub-committees (e.g. Brownfields, Waste and Water) 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, groups of ONEIA members spend a 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 invited to special sessions with senior officials from the Ministry of the Environment and other related Ministries. The Minister and range of prominent industry and government representatives attend the closing VIP reception and network with ONEIA members.

■ **Marketing Ontario's environment companies:** ONEIA regularly promotes and connects its members to potential partners and clients. Each year, the association publishes a directory of its member firms, widely distributing it through our outreach at trade shows, relationships with partner organizations, targeted mailings and through our website. We regularly field calls and e-mails through our office from potential clients, partners and investors – connecting them directly with those in our membership.

■ **EnviroChannel:** ONEIA's permission-based e-mail network lets interested parties reach an environmental audience of more than 4,000 unique contacts, including environmental service suppliers, purchasers of environmental supplies and services, government departments and policy makers, environmental opinion leaders and media contacts.



**KEY
STATS
ON ONTARIO'S
ENVIRONMENT
INDUSTRY*:**

ACCORDING TO STATISTICS CANADA

- **Includes more than 2,700 environment companies in Ontario**
- **Offers world-class technology and environmental services**
- **Employs more than 65,000 highly trained people**
- **Generates annual revenues in excess of \$8 billion**
- **Creates exports with a value approaching \$1-billion**

Leading Edge Innovation

Ontario's environment industry develops environmentally innovative and economically efficient technologies and management solutions for a wide range of needs. Advanced solutions for air and water pollution, solid waste, and management of hazardous materials, site remediation and decontamination, and others have been developed and commercialized by Ontario companies.

World-Class Technologies

Ontario's environment industry offers the world's best environmental technologies. Whatever the challenge and whatever the need, Ontario's environment industry can offer a range of solutions that are cost-effective and environmentally sound. From municipal water treatment to the most advanced renewable energy technology, Ontario companies offer solutions that set a world standard.

Global Solutions

Ontario companies export environmental technologies and services to every part of the globe. From the Amazon basin to the deserts of North Africa, Ontario companies are leading providers of the best in environmental technology and knowledge. Ontario experts participate in many of the world's leading environmental forums and work alongside government agencies to develop solutions for many of the world's most serious environmental and public health challenges.

Innovation, Competitiveness and Jobs

Environmental innovation is the key to helping Ontario industry succeed in world markets. Ontario environment companies help our industry produce higher quality goods with lower environmental impact, reducing their energy costs, water usage, waste generation and general environmental footprint. This makes them more competitive in the global economy. And in the process, our environment firms employ tens of thousands of highly skilled professionals with hands-on experience in Canada and around the world – creating jobs and technology for the prosperous Ontario of tomorrow.

ONEIA would like to recognize and thank the EID organizing committee for their hard work and dedication in ensuring success of EID 2012.

EID 2012 COMMITTEE CHAIR

Jon Hantho

MAXXAM ANALYTICS

Reagan Davidson

IMBRIUM SYSTEMS

Ellen Greenwood

GREENWOOD AND ASSOCIATES

Irene Hassas

NEWTERRA

Greg Jones

NEWALTA

Wes Muir

WASTE MANAGEMENT

Susan O'Hara

SUSAN O'HARA INC.

Gord Onley

FISHER ENVIRONMENTAL

Robert J. Redhead

NEWALTA

Lee Scarlet

WATER CANADA

Derek Webb

BIOREM

Alisa Wiebe

BIOREM

ONEIA's Principles

- 1. ONEIA** welcomes all to its membership who understand and value market-driven solutions to environmental problems.
- 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. ONEIA** believes that governments can help the private sector improve and protect our environment by creating a climate for progressive policy development 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 while improving the quality of life for all.

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Proud Sponsor
ONEIA Environment Industry Day
May 9, 2012

