



**Newfoundland and Labrador
Environmental Industry Association**



Annual Report
2016-2017

April 1, 2016 - March 31, 2017

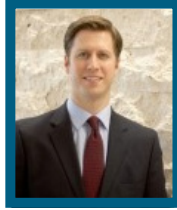
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2016-2017 BOARD OF DIRECTORS



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NSB Energy



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Vice Chair
McInnes Cooper



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Auto Recycling



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Golder Associates



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Amec Foster Wheeler



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Brian Taite
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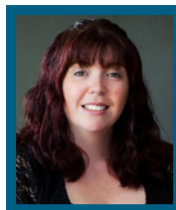


Abdul Zubair
Director
Newfoundland Soiltec
Inc.

2017 NEIA STAFF



Kieran Hanley
Executive Director



Joanne Strugnell
Manager of
Operations



Abbie Lacey
Manager of
International
Business
Development



Matt Rumboldt
Marketing and
Communications
Coordinator

2016-17 was a challenging year for Newfoundland and Labrador's economy, and NEIA's membership was not spared the effects. The collapse of oil prices and their sluggish and uncertain recovery have impacted forward momentum and opportunities in that industry for environmental sector firms. The enormity of the provincial government deficit and its growing debt load has fostered uncertainty in the future of the economy, while revenue-generation measures have increased the cost of doing business.

Great opportunities in clean technology

Yet amidst these challenges, NEIA had a strong year in terms of the programming and activities it was able to provide to the sector. This was no more evident than at this year's Newleaf – Newfoundland and Labrador's green economy conference. This event continues to grow in size, scope, and recognition; in five short years it has become the 'go-to' event for business-owners, entrepreneurs, environmental professionals, academics, decision-makers, and public sector employees whose work brings them somewhere between economy and environment. We were grateful for the support and participation of both the Government of Newfoundland and Labrador and the Atlantic Canada Opportunities Agency (ACOA). Both played a role in helping develop program components which aligned with provincial and regional priorities.

The enthusiasm experienced at Newleaf mirrors the promising indicators for the sector our members are seeing. In 2016 many global markets embraced the Paris Climate Change Agreement, indicating a growing interest in environmental protection and sustainability – and demand for the products and services which can contribute to those objectives. Canada's federal government is aggressively aligning programming and budgets to pursue its commitments under this agreement, pushing the provinces to follow suit. For its part, the Government of Newfoundland and Labrador has tabled new procurement legislation, is in the midst of developing a new climate change strategy, and is creating a new business innovation framework.

This focus on clean technology will provide significant opportunity for not just the growth of the environmental sector in Newfoundland and Labrador, but also for economic diversification within other industries. From mining, to aquaculture, to forestry, to the fisheries, to oil and gas, and beyond – there is an opportunity for firms in our province to increase their efficiency, decrease waste, and reduce their impacts. The innovative and entrepreneurial solutions made right here can be exported worldwide, supporting business resiliency and expansion, and contributing to the growth of our provincial economy. NEIA will be very active in the coming year to help ensure these opportunities do not pass Newfoundland and Labrador by.

Sector growth through workforce development

Newleaf was just one of many business development events NEIA held throughout the year. NEIA's Speaker Series, which connects industry leaders with small audiences to discuss issues and opportunities, consisted of eight presentations this past year on

a variety of subjects. In addition, NEIA held workshops on topics ranging from lean and green processes, to industrial and technological benefits, to the use of UAVs in natural resource sectors. These events also tied in to NEIA's practitioner development priorities.

Part of NEIA's sector growth strategy is the development of an expanded offering of training and professional development opportunities for businesses and employees operating within the green economy. This year – in addition to our annual provision of Contaminated Sites Health & Safety (Hazwoper) training – we facilitated the delivery of two new certificate courses in Erosion and Sediment Control and Environmental Monitoring for Construction Projects. Through its standing Training and Practitioner Development Committee, NEIA is continuing to develop plans for a more robust schedule of training opportunities which our members and their employees can count on each year. Its efforts are, in part, guided by its Environmental Managers' Roundtable, a mechanism for professionals in varying segments of the economy to network, discuss issues of common concern, and share information in a relaxed and informal setting.

An effective advocate for its members

NEIA was effective in representing the interests of its membership this past year. Informed by its Board of Directors, its standing committees, and direct engagement with members, NEIA contributed formally on a number of important consultations. NEIA contributed a series of recommendations for the province to consider in the reform of procurement legislation. It also made a comprehensive submission to the Department of Environment and Climate Change in its development of a new climate change action plan. Finally, NEIA was an active participant in the Department of Business, Tourism, Culture, and Rural Development's business innovation agenda engagements. NEIA has seen great value in making such contributions, both solicited and unsolicited, and will continue to do so to push forward the interests of its members.

On behalf of NEIA, I would like to thank the Atlantic Canada Opportunities Agency (ACOA) and the Department of Business, Tourism, Culture, and Rural Development for their continued support of NEIA and the environmental sector of the economy in Newfoundland and Labrador. Without the financial contribution of these agencies, NEIA would not be able to offer the robust suite of programs and services that it does today. We look forward to working closely with them both in pursuit of opportunities for our sector and our members.



Lyndsay Haynes
Chair
NSB Energy

Lyndsay Haynes
Lyndsay Haynes
Chair

This summer brought change within NEIA's staff, as its Executive Director of four years moved onwards to another opportunity. I would like to thank Ted Lomond for all that he has done for NEIA and its membership. There is no question that the association is a stronger one thanks to his tireless efforts while in the role. Those efforts were instrumental in building NEIA's capacity to support firm-level business development, and in bolstering its internal governance models.

Though Ted's departure is a loss, the strategic plans developed by NEIA's Board of Directors which helped drive its growth and increase its resiliency, will continue to be pursued with vigour. Enough cannot be said about NEIA's staff during the time of transition – Abbie Lacey and Joanne Strugnell – whose diligent work ensured forward momentum on the organization's priorities was not impacted. NEIA is an enviable position to have a team of such professional and capable staff who can punch well above their weight. Onwards.

Continuing a focus on international business development

As our members are acutely aware, there is a limited domestic market for many of the products and services in the environmental sector. From an economic development perspective, firms which engage in export and international business also contribute more to a local economy. These factors drive NEIA's focus in international business development. In 2016-17 the next phase of NEIA's engagement with markets in Caribbean began. As outlined later in the annual report, this initiative will lead to NEIA's fifth mission to market with over 20 businesses acquiring firm-specific market entry strategies from development and regional experts. This project will continue well into 2017.

With the capacity to pursue another long term and ongoing project, NEIA is currently exploring – through multiple avenues of research – other international markets which hold promise for its membership. Its findings will be brought to its member-driven Export and International Business Network which will decide on priorities. Informed by the network, NEIA will take steps to pursue the chosen market(s). These efforts will be complementary to the Atlantic Growth Strategy, which will see increased collaboration amongst the Atlantic Provinces in international business development.

Aside from its market driven activities, NEIA also responds to the interests and needs of members for specific initiatives. This year NEIA led two such Atlantic Canadian missions – one to the largest wind energy events in world in Hamburg in September, and another to AMERICANA in Montréal, one of North America's largest environmental sector conferences.

Increasing capacity to work one-on-one with its members

In addition to its work in international business development, NEIA endeavours to provide its members with programming in the areas of productivity and competitiveness and innovation and commercialization. In both instances, part of the programming

includes NEIA diagnosing the needs and opportunities of individual firms and acting as a broker to connect its member with the appropriate support. To increase its capacity to act in proficiency in this regard, NEIA staff undertook training in early 2017 to acquire their Business Retention and Expansion Coordinator designations. The intention here is for NEIA staff to engage individual members on a one-on-one basis on business development issues with more frequency.

2016-17 ended with the hiring of a new Marketing and Communications Coordinator – Matt Rumboldt. A focus of Matt's work will be the promotion of the products, services, and successes of NEIA's membership. Matt is hard at work developing a plan, and some of you may have already heard from him as he has begun establishing his relationships. I encourage you to engage with Matt as much as possible and take advantage of this new asset for the association.

The emergence of 'clean tech'

The years ahead are going to provide great opportunity for Newfoundland and Labrador's environmental sector. The federal government is now aggressively pursuing emissions reductions and environmental protection. The provincial government is developing new environmental regulations and a new climate change action plan. 'Clean technology' is being viewed as not just a solution to environmental challenges, but also as a source of economic growth for both the country and the region.

Though the term is new, NEIA's members are Newfoundland and Labrador's providers of clean tech. Governments, their agencies, and industries impacted by new regulations and expectations will be looking to businesses like yours to help them find solutions. NEIA will be working hard to identify the domestic and international opportunities for clean tech providers in our province, and will engage its membership to help them pursue those opportunities. Expect to hear much on these initiatives in the months to come.

In these initiatives, and indeed in all of its activities, the Department of Business, Tourism, Culture, and Rural Development and the Atlantic Canada Opportunities Agency (ACOA) are our partners. NEIA looks forward to working with both again in 2017-18 towards the growth of the green economy in Newfoundland and Labrador.



Kieran Hanley
Executive Director,
NEIA

Kieran Hanley

Executive Director



Erosion and Sediment Control Certification Course

May 10-12, 2016

Applied, hands-on training to help environmental professionals enhance their erosion and sediment control skills, confidence, qualifications, and credibility. Offered in NL for the very first time!



Hazardous Waste Operations & Emergency Response Training

November 14-26, 2016

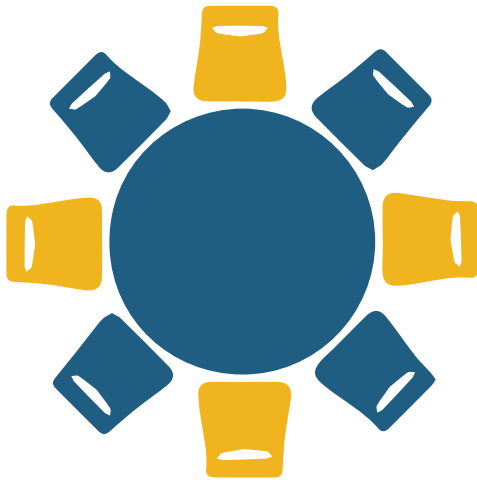
NEIA offered both the full 40-hour and the 8-hour refresher "HAZWOPER" courses - training designed for hazardous waste clean up (remediation) workers, treatment, storage and disposal workers, emergency response personnel, health and safety staff and environmental consultants.



Environmental Monitoring for Construction Projects

January 11-13, 2017

The Environmental Monitoring for Construction Projects recognized training course for environmental monitors and those project stakeholders who request, require or work alongside environmental monitors. Offered in NL for the very first time!



Environmental Managers Roundtable

The Environmental Managers Roundtable is an opportunity for environmental managers in varying segments of the economy to network, discuss issues of common concern, and share information in a relaxed and informal setting. The growing roundtable in 2016/2017 discussed topics both broad (e.g. best practices, professional development and training opportunities) and specific (e.g. issues of the day). NEIA works in a support role for the roundtable to provide for its indicated needs, and also hosts an online forum for environmental professionals through LinkedIn.

2016 - 2017

Information Sessions

Speaker Series



An Update on the Goose Bay Remediation Project

April 15, 2016

Presenters:

Defence Construction Canada

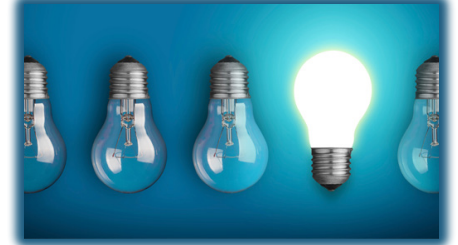


Introduction to ISO 14001: 2015 Transition

May 3, 2016

Presenters:

Quality Matters



Integrating Intellectual Property into your International Business Strategy

May 13, 2016

Presenters:

Innovation, Science and Economic Development Canada



Build in Canada Innovation Program

May 17, 2016

Presenters:

Public Services and Procurement Canada



Introduction to ISO 26001: Social Responsibility

May 19, 2016

Presenters:

Quality Matters



Doing Business with the Government of Canada

June 14, 2016

Presenters:

Public Works and Government Services Canada



The LOOKNorth Technology Validation Program

June 16, 2016

Presenters:

LOOKNorth



Fracking Review Panel Report Briefing

June 23, 2016

Presenters:

NLHFRP



Workshops



Let's Talk Exports

May 9, 2016

An annual NEIA presentation in partnership with Export Development Canada (EDC), Let's Talk Exports is a chance to get the most up-to-date information available on what the global economy has in store for exporting businesses of all sizes, in all sectors. Peter G. Hall, Vice-President & Chief Economist at EDC, answers questions about the global economy and its effects on Canada, along with forecasts of the Canadian dollar, commodity prices and growth in industries important to NL.

ITB SME Boot Camp

May 10, 2016

NEIA, in partnership with ADIANL, hosted a boot camp on Industrial and Technological Benefits (ITB). Presentations included representatives from Innovation, Science and Economic Development (ISED), ACOA, Public Services and Procurement Canada, Global Affairs Canada and the National Research Council.





Review of the 2012 Changes to the Fisheries Act

November 22, 2016

This engagement session provides an excellent opportunity for environmental professionals to give their feedback and input on changes made to the Fisheries Act in 2012 directly to participating DFO officials. The minutes of this engagement were recorded and submitted officially to the Government of Canada's Standing Committee on Fisheries and Oceans.

UAV & UAS in Natural Resources Sectors

February 24, 2017

NEIA, in partnership with the Canadian Institute of Forestry (CIF), Resource Innovations Inc., ACAP Humber Arm, and the Greater Corner Brook Board of Trade, presented a workshop on the use of Unmanned Aerial Vehicles and Unmanned Aerial Systems in the Natural Resources Sectors relating to: forestry; agriculture; energy; oceans; wildlife management / ecology; environmental Monitoring; and GIS.



Introduction to Lean and Green & Innovation Insights Tour

March 10, 2017

NEIA, in partnership with the Canadian Manufacturers & Exporters (CME), presented this information session and tour of Browning Harvey's facilities for firms to learn more about the measures of 'green' waste reduction (e.g. energy, materials, transportation, refuse, etc.) that yield both cost and environmental savings.



NEWFOUNDLAND & LABRADOR'S GREEN ECONOMY CONFERENCE

OCTOBER 12-13, 2016 | ST. JOHN'S, NL

On October 12-13, 2016 NEIA held its Newleaf conference – Newfoundland and Labrador's premier green economy conference.

Newleaf focuses on the products, services, technologies, policies, and innovations in the province that can help build the economy and protect, mitigate effects to, or even enhance the natural environment in the process. Newleaf explores business opportunities; presents the latest local research; aims to foster sector innovation; navigates environmental issues with a focus on solutions; highlights the products, services, and activities of organizations operating in the province; and builds sector capacity through the delivery of professional development seminars.

2016 marked the fifth iteration of the event. Since its inception in 2012, Newleaf has grown from a one day single-room event into a two-day conference attracting hundreds and featuring multiple streams of presentations, panel discussions, professional development segments, and more. It has become the number one event in Newfoundland and Labrador for business-owners, entrepreneurs, environmental professionals, academics, decision-makers, and public servants to converge and discuss green economic growth ideas, opportunities, and issues across many of the province's sectors - from mining, to forestry, to oil and gas, to the fishery, to energy, and beyond.

This year Newleaf invited entrepreneurs and researchers to present in line with a focus on emerging business, research, and technologies. Themes explored included: electricity and energy; renewable energy; ocean technology; and radar and optical technologies.

In addition, Newleaf programming was aligned with current initiatives of the provincial government. With the province engaged in the development of a new climate change action plan, this year's conference featured sessions specifically designed to help explore policy options and priorities. As the

province had also begun exploring a new Innovation Agenda for business, a series of presentations focused on innovation in the industry in addition to a panel discussion featuring private sector innovation leaders discussing needs at the firm level and the development of a province-wide innovation strategy.

Other conference themes included: Offshore Wind Energy in Atlantic Canada; Investing in Clean Technology in Canada; Industry Stewardship; Ethics of Environment in Business; Green Building and Climate Change; the Potential Within our Forests; and Connecting Local Foods with Local People.

Helping close the two-day conference was a panel of Newfoundland and Labrador's top C-Suite Executives discussing innovation, productivity, and sustainability in their respective operations both domestically and abroad.

Newleaf would not be possible without the financial and programming support of its partners, namely the Atlantic Canada Opportunities Agency (ACOA) and the Department of Business, Tourism, Culture, and Rural Development (BTCRD). The commitment of both the federal and provincial governments to Newfoundland and Labrador's green economy was reinforced by keynote addresses from: Hon. Judy Foote (Minister of Public Services and Procurement); Hon. Christopher Mitchelmore (Minister of Business, Tourism, Culture and Rural Development and Minister Responsible for Responsible for the Forestry and Agrifoods Agency); and Hon. Perry Trimper (Minister of Environment and Climate Change and Minister Responsible for the Multi-Materials Stewardship Board)



THE CARIBBEAN PROJECT

In 2016-17, with the support of its partners at the Atlantic Canada Opportunities Agency (ACOA) and the Department of Business, Tourism, Culture, and Rural Development (BTCRD), NEIA forged ahead with the next phase of its Caribbean Market Development Initiative.

NEIA's initiative has actively assisted its members since 2014 in the investigation of, preparation for, and entry into the Caribbean region. This next phase has included the facilitation of five new firm-specific market entry strategies for the region for NEIA's members, and will feature trade missions to the market in the Spring and Fall of 2017.

NEIA is continuing its work to grow the province's international business relationships in the Caribbean because of the successes its members have seen in their previous initiatives. Since 2014, NEIA has arranged incoming delegations, helped develop over 20 market-entry strategies for firms, and has led three missions to the region. Newfoundland and Labrador firms have worked closely with expert consultants to identify and pre-qualify relevant opportunities specific to their business, develop a targeted business development strategy, and organize and facilitate meetings in support of that strategy on the ground in-market. As NEIA and its partners have been engaged in such activities in the region for over three years, a strong two-way relationship with the Caribbean island nations is being fostered.

As Newfoundland and Labrador is a small market for many of the environmental products and services that are developed by local business in the environmental sector, it is important for the growth of these businesses – and the diversification of the provincial economy – that international markets are explored. The Caribbean is viewed as a natural partner in economic development. The products and services developed in Newfoundland and Labrador can work well in other island, rural, and remote environments, such as those in the Caribbean; the region faces similar challenges such as the impacts of climate change, coastal zone erosion, distance from markets, and economies that are resource dependent.

NEIA's international business initiatives in the region are a product of continued collaboration with BTCRD and ACOA who have been vital partners in the pursuit of international business growth opportunities for the environmental sector.



NEIA's Caribbean Market Development Initiative History:

With the support of ACOA and BTCRD, NEIA's Caribbean Market Development Initiative has actively assisted its members since 2014 in the investigation of, preparation for, and entry in to the Caribbean region

- April 2014 – NEIA holds “Spotlight on the Caribbean” – a three-day event including an incoming delegation from the Caribbean Development Bank (CDB), Government of Barbados, and Canadian trade commissioner/OLIFI officer, as well as a networking event and International Financial Institution (IFI) workshop.
- June 2014 – NEIA receives commissioned report to provide: an assessment of the capabilities and capacity of local firms to export their products or services to the Caribbean; the identification of priority markets within the Caribbean; the identification and qualification of opportunities and leads that align to the capabilities and capacities of local firms; and the development of individualized market intelligence and strategy reports.
- June 2014 – NEIA facilitates development of a ‘custom-tailored’ version of the Procurement Opportunity and Delivery System (PODS) to target International Financial Institution (IFI) work in the Caribbean region.
- September 2014 – Personalized market entry strategies for the Caribbean completed for eleven firms and organizations.
- November 2014 – NEIA holds private luncheon with the High Commissioner of Trinidad and Tobago for project participants.
- February 2015 – NEIA leads its first business development mission to the region.
- April 2015 – NEIA holds “Doing Business in the Caribbean” information session – hosted by market experts.
- May 2015 – Personalized market entry strategies for the Caribbean completed for four additional firms and organizations.
- May 2015 – NEIA holds “Banking in the Caribbean” information session – hosted by senior officials from Scotiabank.
- June 2015 – NEIA leads its second business development mission to the region.
- October 2015 – Personalized market entry strategies for the Caribbean completed for five additional firms and organizations.
- November 2015 – NEIA leads its third business development mission to the region.
- September 2016 – NEIA hosts incoming Caribbean delegation including Trade Commissioners from Barbados and Trinidad and Tobago as well as representatives from the Caribbean Development Bank and Inter-American Development Bank.
- December 2016 – NEIA launches next phase of Caribbean Market Development Initiative which will include the facilitation of five additional market entry strategies and two in-market business development missions

In addition to its work in the Caribbean, during 2016-17 **NEIA** was engaged in a number of international business development activities on behalf of its members. The **Atlantic Canada Opportunities Agency (ACOA)** and the **Department of Business, Tourism, Culture, and Rural Development** are partners on all of NEIA's international business development initiatives.

Export and International Business Network

NEIA's Export and International Business Network is a group of firms in the environmental sector conducting business or looking to explore opportunities abroad. Through the network NEIA helps companies engage each other to work together cooperatively, enhance their international business / export potential, and to accomplish what individual businesses working in isolation are unable to do. The expressed interests and needs of the network guide the international business development activities which NEIA pursues.

WindEurope Summit and WindEnergy Hamburg Global Expo



The WindEurope and WindEnergy Hamburg event in September 2016 combined the leading wind energy trade fair and the largest wind energy conference in the world. The international wind industry and research community gathered under one roof for a comprehensive three-day conference featuring industry, research, development, and supply chain explorations. NEIA led a group of interested Atlantic Canadian firms to the event. As part of the mission, participating firms had the benefit of: exhibiting their materials within an Atlantic Canada booth; a tailored strategic program of events and business to business meetings; and tours of relevant sites and facilities in the region. The mission contributed to a greater awareness and understanding of business opportunities within the wind energy sector.

Americana 2017

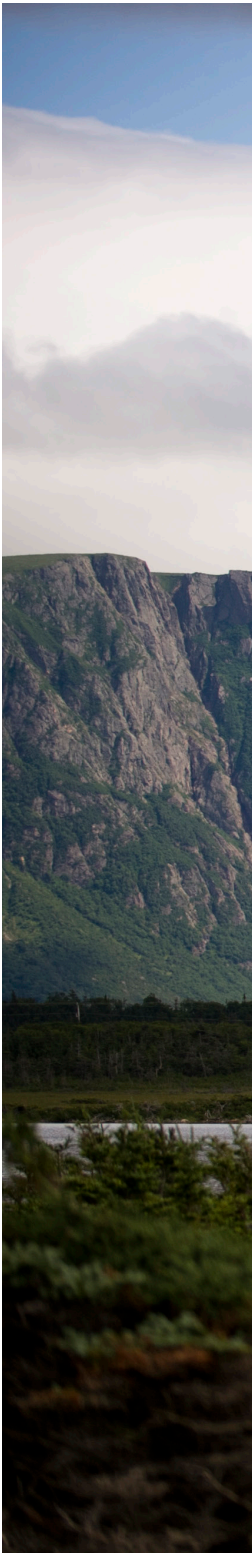


NEIA is leading a group of Atlantic Canadian firms in attending the AMERICANA conference in Montreal, Quebec from March 21-23, 2017. AMERICANA is one of North America's largest multi-sector environmental trade show and conferences. Featuring more than 200 lectures, a trade-show bringing together 350 organizations and companies, and over 3,000 business meetings, about 10,000 AMERICANA participants from all over the world are expected to attend the event which centers on themes of great interest to firms in the region.

Market Identification

NEIA and its members had been engaged in a number of international business development activities in the Turkish market. However, a number of extenuating geo-political circumstances have since interfered with these initiatives. Following investigation and discussion, project partners decided it would not be prudent to aggressively pursue activities in that market at this time.

In lieu of Turkey and led by the expressed interests of its members and its Export and International Business Network, NEIA has begun actively and strategically exploring other international business and export opportunities for firms in the sector. As per Newfoundland and Labrador's participation in the Atlantic Growth Strategy, opportunities for the sector from a regional perspective will also be considered. International market and / or opportunities identified through this process will be considered for future business development activity pursuits.



In recent years, NEIA has been aggressive in the development and advocacy of policy positions on behalf of its membership. From 2014-16, NEIA submitted a list of initiatives for the City of St. John's to consider in its municipal planning process, a series of recommendations to the provincial government in support of growing the province's green economy, and industry priorities through the province's 'Government Renewal Initiative'.

NEIA has found success in making contributions of this nature, and was effective in representing the interests of its membership again this past year. Informed by its Board of Directors, its standing committees, and direct engagement with members, NEIA contributed formally on a number of important consultations.

First, NEIA urged the provincial government to reform outdated procurement legislation. In addition, it contributed a series of recommendations to consider in this reform supported by economic and sector development rationale. As such, NEIA was pleased to see the introduction of new legislation this fall and will endeavour to engage stakeholders with an objective of continuous improvement of procurement policies and procedures.

As the province's climate change action plan expired at the end 2016, the Department of Environment and Climate Change embarked on public consultations to assist in the development of a new framework. NEIA provided a comprehensive list of recommendations to the department in September, which was supported by member interviews, surveys, and engagement with its stakeholders through a specialized website and social media campaign. NEIA continues to engage with government on this file. In 2016, the Government of Canada launched

a review of a number of environmental and regulatory processes. Included in this announcement was the Government's intention to undertake a review of the 2012 changes to the Fisheries Act. In November NEIA hosted an engagement session to provide environmental professionals the opportunity to give important feedback and input on the subject directly to DFO officials. Minutes were also taken from this session, and submitted directly in writing to the Canada's Standing Committee on Fisheries and Oceans.

In the Fall, the Government of Newfoundland and Labrador engaged in consultations to inform its new business innovation strategy. The aim of a new 'agenda' is to expand the pool and capacity of Newfoundland and Labrador's economic wealth generators; innovation and growth-focused businesses. NEIA was an active participant in the consultation process and submitted a series of ideas and recommendations for the province to consider.

In addition to such over-arching interventions, NEIA advocates on behalf of its member every day in its conversations with stakeholders, interactions with decision-makers, and through its participation on a wide variety of committees and roundtable groups. Members are highly encouraged to reach out to NEIA's staff and board members regarding issues or opportunities they require assistance with.

Through the normal course of its operations, NEIA works one-on-one with firms to identify available programming that best suits their needs - and then to broker the relationship with its partners to provide the support they require. NEIA does so through a number of established initiatives:



Productivity and Competitiveness Initiative

NEIA works in close partnership with a variety of entities to help firms increase their productivity and competitiveness. Through this initiative NEIA works one-on-one with firms to identify key needs or opportunities which can range from quality management and standardization to the acquisition of billing / inventory / client management systems. NEIA helps select appropriate programming and then brokers relationships with its government partners to provide the supports the firms require.



Innovation and Commercialization Initiative

NEIA works in close partnership with a variety of entities to help firms protect their intellectual property, commercialize new technologies, build academic partnerships, and access supports to de-risk innovation. Through this initiative NEIA works one-on-one with firms to identify key needs or opportunities, the appropriate programming, and then brokers relationships with its educational institution and government partners to provide the supports the firms require.



Export and International Business Network

NEIA's Export and International Business Network is a group of firms in the environmental sector conducting business or looking to explore opportunities abroad. Through the network NEIA helps companies engage each other to work together cooperatively, enhance their international business / export potential, and to accomplish what individual businesses working in isolation are unable to do.

To increase its capacity to work with firms to identify challenges and opportunities and make the appropriate connections to help address them, NEIA staff undertook training in early 2017 to acquire their **Business Retention and Expansion Coordinator designations**. This designation will allow NEIA's staff to work with greater proficiency one-on-one with its membership.

2016 - 2017

FINANCIAL STATEMENTS



Deborah A. Muir
Chartered Professional Accountant
Certified General Accountant

AUDITOR'S REPORT

To the Members of:
Newfoundland and Labrador Environmental Industry Association

I have audited the statement of financial position of Newfoundland and Labrador Environmental Industry Association as at October 31, 2016 and the statements of operations and net assets and cash flow for the year then ended. These financial statements are the responsibility of the organization's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with generally accepted auditing standards. Those standards require that I plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In my opinion, these financial statements present fairly, in all material respects, the financial position of the organization as at October 31, 2016 and the results of its operations and its cash flow for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Deborah A. Muir

CHARTERED PROFESSIONAL ACCOUNTANT

March 14, 2017
St. John's, NL

NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION

STATEMENT OF FINANCIAL POSITION
AS AT OCTOBER 31, 2016

ASSETS

	2016	2015
CURRENT		
Cash	\$ 16,329	\$ 15,789
Guaranteed investment certificates (Note 4)	84,849	84,211
Accounts receivable (Note 2)	86,901	184,555
Prepaid expenses	4,095	16,499
	192,174	301,054
CAPITAL ASSETS (Notes 1 & 3)	16,023	21,139
	\$ 208,197	\$ 322,193

LIABILITIES

CURRENT		
Accounts payable and accruals (Note 5)	\$ 9,318	\$ 30,717

NET ASSETS

UNRESTRICTED NET ASSETS	198,879	291,476
	\$ 208,197	\$ 322,193

APPROVED ON BEHALF OF THE BOARD:

_____ Director

_____ Director

NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION

STATEMENT OF OPERATIONS AND NET ASSETS
FOR THE YEAR ENDED OCTOBER 31, 2016

	2016	2015
RECEIPTS (Note 6)	\$ 664,971	\$ 779,234
EXPENDITURES		
Advertising and promotion	36,478	8,616
Amortization	5,856	8,984
Conferences, workshops, seminars	95,762	105,363
Fees and dues	2,888	2,632
Insurance	3,900	4,169
Interest	3,435	2,422
International consultants	159,172	173,245
Municipal taxes	3,567	3,211
Office and administration	15,955	10,236
Professional development	3,582	11,027
Professional fees	37,685	25,319
Rent	67,308	55,746
Salaries and benefits	265,919	268,939
Travel	56,721	49,728
	758,228	729,637
EXCESS OF RECEIPTS OVER EXPENDITURES	(93,257)	49,597
OTHER INCOME (EXPENSES)		
Interest income	660	835
NET (LOSS) INCOME	(92,597)	50,432
NET ASSETS , beginning of year	291,476	241,044
NET ASSETS , end of year	\$ 198,879	\$ 291,476

NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION

STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED OCTOBER 31, 2016

	2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES		
Excess of receipts over expenditures	\$ (92,597)	\$ 50,432
Adjustments for:		
Amortization of tangible assets	5,856	8,984
Other	636	1,005
	(86,105)	60,421
CHANGES IN NON-CASH WORKING CAPITAL BALANCES		
Increase in marketable securities	(637)	(1,004)
Decrease (increase) in accounts receivable	97,654	(88,043)
Decrease (increase) in prepaid expenses	12,404	(6,751)
(Decrease) increase in accounts payable and accruals	(21,399)	25,067
Increase in deferred revenue	-	-
	88,022	(70,731)
	1,917	(10,310)
CASH FLOWS FROM INVESTING ACTIVITIES		
Increase in capital assets	(739)	(1,444)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	1,178	(11,754)
NET CASH AND CASH EQUIVALENTS, beginning of year	100,000	111,754
NET CASH AND CASH EQUIVALENTS, end of year	\$ 101,178	\$ 100,000
CASH IS COMPRISED OF:		
Cash on hand	\$ 125	\$ 125
Cash in bank	16,204	15,664
Guaranteed Investment Certificates	84,849	84,211
	\$ 101,178	\$ 100,000

NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION

NOTES TO FINANCIAL STATEMENTS
OCTOBER 31, 2016

2016

2015

GENERAL

The Newfoundland and Labrador Environmental Industry Association is a provincial organization offering programs to promote the growth and development of the environmental industry in Newfoundland and Labrador. It is incorporated under the laws of the Province of Newfoundland and Labrador and is exempt from income taxes as a not-for-profit organization pursuant to paragraph 149 (1)(l) of the Income Tax Act.

1. SIGNIFICANT ACCOUNTING POLICY

The accounting policies of the organization are in accordance with Canadian accounting standards for not-for-profit organizations applied on a basis consistent with that of the proceeding year. Outlined below are those policies considered particularly significant.

(a) Government funding is recognized as revenue when funding is approved by the respective government agency.

Funds received from sponsorship and event funding and luncheon and seminar registration are recorded as revenue immediately upon receipt.

Rental income is recognized in the period covered by the rental payment which is on a monthly basis.

(b) Newfoundland and Labrador Environmental Industry Association follows the restricted fund method of accounting for contributions.

The General Fund accounts for all of the organization's program delivery and administrative activities. This fund reports unrestricted resources and restricted operating grants.

(c) Amortization of Capital assets is recorded on a declining balance basis at the undernoted rates except in the year of acquisition when one half such rates are applied to the cost of additions. No amortization is recorded in the year of disposition.

Furniture & fixtures	20%
Computer equipment	55%

2. ACCOUNTS RECEIVABLE

Trade and other receivables	\$ 7,713	\$ 16,223
Funding receivable	72,812	154,473
Receivable from employees	-	9,496
HST receivable	6,376	4,363
	<u>\$ 86,901</u>	<u>\$ 184,555</u>

3. CAPITAL ASSETS

	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net 2016</u>	<u>Net 2015</u>
Furniture & fixtures	\$ 23,803	\$ 9,777	\$ 14,026	\$ 16,701
Computer equipment	15,235	13,238	1,997	4,438
	<u>\$ 39,038</u>	<u>\$ 23,015</u>	<u>\$ 16,023</u>	<u>\$ 21,139</u>

NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION

NOTES TO FINANCIAL STATEMENTS
OCTOBER 31, 2016

	2016	2015
4. GUARANTEED INVESTMENT CERTIFICATES		
The balance consists of the following:		
(a) A guaranteed investment certificate with a principal balance of \$31,577 at an interest rate of 0.6% per annum, maturing on May 12, 2017.		
(b) A guaranteed investment certificate with a principal balance of \$53,272 at an interest rate of 0.85% per annum, maturing on May 12, 2017.		
5. ACCOUNTS PAYABLE AND ACCRUALS		
Trade and other payables	\$ <u>9,318</u>	\$ <u>30,717</u>
6. RECEIPTS		
Atlantic Canada Opportunities Agency - BDP	\$ 171,694	\$ 199,462
Conferences, workshops and seminars	70,496	107,328
Labour Market Partnerships funding	90,000	103,207
Memberships	51,491	63,024
Miscellaneous	2,457	-
Project grants, Globe/Caribbean	244,199	269,064
Rental income	<u>34,634</u>	<u>37,149</u>
	<u>\$ 664,971</u>	<u>\$ 779,234</u>
7. ECONOMIC DEPENDENCE		
The Association's Core Funding is received from the Atlantic Canada Opportunities Agency, the loss of funding from this Agency could have a material adverse effect on operations.		

2016-2017

EVENT SPONSORS



Business, Tourism, Culture and Rural Development



Leslie Grattan & Associates Inc.



NEIA would like to thank the Atlantic Canada Opportunities Agency (ACOA) and the Department of Business, Trade, Culture, and Rural Development (BTCRD) for their financial contribution to NEIA and their continued support of the growth of the green economy in Newfoundland and Labrador.



**Business, Tourism, Culture and
Rural Development**



**Atlantic Canada
Opportunities
Agency**

**Agence de
promotion économique
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**Newfoundland and Labrador
Environmental Industry Association**