



Newfoundland and Labrador
Environmental Industry Association



2011 ANNUAL REPORT

The Business of the Environment

The Newfoundland and Labrador Environmental Industry Association (NEIA) is a not-for-profit association of businesses that promotes the growth and development of the environmental industry in Newfoundland and Labrador, Canada.

NEIA members are industry leaders solving some of today's most complex environmental challenges with innovative thinking and state of the art solutions.

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Our Board of Directors

Susan Sherk, *Acting Chair*
AMEC Environment & Infrastructure

Don Drew, *Director*
Newco Metals

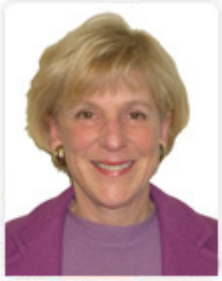
Andrea Lundrigan, *Vice-President*
AMEC Environment & Infrastructure

Frank Ricketts, *Director*
Nalcor Energy

Dale Decker, *Director*
Submariner North Atlantic

Perry Trimper, *Director*
Stantec Consulting Ltd.

From the Acting Chair



NEIA is now 20 years old. This significant milestone has provided the Board of Directors with an opportunity to reflect on the Association's past two decades.

As part of this process, your Board is charting a new course for NEIA by carefully reviewing the by-laws with a view to opening up the membership. It also plans on broadening the Association's scope to take advantage of the many opportunities associated with both the environmental industry and the green economy.

A draft of the new by-laws will be presented at our AGM and a strategic Development Plan is now well underway that will reflect this broader membership and scope. We are finalizing the preliminary plan and will spend April and May consulting with members, refining objectives and establishing action steps. The final document will provide us with a clear, concise and focused guide for the next five years.

During the past year, the promise of a future plan hasn't slowed down your Board and staff. They have been energized, brimming with ideas, and delivering monthly events on relevant topics to full houses. They have brought you workshops on the latest trends in environmental assessments and the booming Labrador economy; provided important industry training (HAZWOPER) and stimulated discussion through breakfast and luncheon speakers on environmental opportunities (Muskrat Falls, exports, new markets, recycling and retention of employees and career services). Knowing that NEIA can't do everything alone, it has partnered with a number of agencies and institutions on research projects and educational opportunities. NEIA even looked after your social life with an annual Christmas social and summer golf tournaments. And to ensure that you are always well informed, the Website has been revamped and is updated daily to provide the latest information on relevant provincial and national events, calls for proposals, articles and papers, member profiles, legislation, and research.

Given that the provincial economy is buoyant and that sustainability and the environment are now integrated into virtually all mandates and activities of government, business, labour and non-profit agencies, opportunities for our members are endless. This, plus a renewed mandate, a growing membership, and a forward thinking, hardworking staff and Board means that the future of NEIA has never looked brighter. But we can always improve. Please be sure to let us know how we can serve you better.

Susan Sherk
Acting Chair

From the Executive Director



NEIA has had a robust and dynamic year! Momentum is growing in the environmental industry in this province and there is tremendous potential to create business opportunities as a means to solve environmental problems and to create win-win opportunities for everyone.

NEIA has a small staff contingent with a lot of passion and a strong desire to serve.

This year produced a number of milestones. We launched a new interactive website as part of our ongoing commitment to provide current industry-related information to you. We sift through newsfeeds from across the country and identify highlights so that you don't have to. We also send you a weekly newsletter which identifies industry events, trade missions, funding opportunities, regulatory changes and other business related information that we want you to know about.

It has also been a banner year for NEIA events. We have had upwards of 150 attendees at our larger events and media coverage has been at an all-time high. In addition, 70 participants took part in our HAZWOPER (Hazardous Waste Operations & Emergency Response) training and refresher courses.

This year, a new co-op option in the environmental science graduate program was launched at Memorial University; the first for the province. Through this MUN/NEIA initiative, job placements will start in April 2012 and there will be a crop of potential employees for NEIA businesses.

We leverage our resources where possible. Our partnerships and collaborations with such varied groups as Memorial University (water and waste management), the NL Business Coalition, and others - and our presentations to diverse groups (Hebron Commission, Canadian Environmental Industry Associations, the East Coast Trail) - help us achieve our goal of keeping the business of the environment in the forefront.

Culture is very important to NEIA. Our history is part of our story and we feel it is important to honour those who have gone before us and to build upon their legacy. NEIA's annual golf tournament is now dedicated to Charlie Riggs, a former Executive Director, and this year we donated more than \$2000 to a scholarship fund set up by AMEC, at Memorial University, in his name.

Our financial performance is on a healthy path and we have been fortunate to have had continued support from ACOA. Nevertheless, we know that we must work towards financial viability and a plan is underway to move the organization forward in this direction.

We continue to improve the quality of our initiatives, stretching our goals and raising the bar for ourselves. Transparency and accountability are important to us as everything we do leaves a mark, environmentally, economically and socially.

This is an exciting time for NEIA. Our membership is diversifying which brings new ideas and perspectives. As our economy shifts towards less carbon intensive solutions and longer term sustainability based planning and programming NEIA will continue to be a leader and a champion for the business of the environment.

Linda Bartlett
Executive Director



2011 in Review

Highlights

- Launched a new interactive website for NEIA. It has been designed to be a go-to portal for the environmental industry.
- Transitioned to a weekly newsletter. 1650 Recipients.
- Disseminated 25 newsletters in 2010-2011; 100% increase over previous year.
- Participated in and responded to government policy action and initiatives
- Focused on quality in all initiatives. Results reflected by increased attendance at events, increased profile, and a renewed interest by members for the organization.
- Seating area at most NEIA events filled to capacity.
- Highest media coverage ever at a NEIA event.
- Rewrote NEIA's bylaws to allow all members to be full members. (Waiting for ratification by the membership).
- In partnership with Memorial University, launched a new co-op option in the environmental science program. First job placements to take place in April 2012.
- Welcomed new members Alderon Iron Ore Corporation, Altius Minerals, Worley Parsons, Benson Buffett, Deloitte, Newco Metal Auto Recycling, Canada Green Building Council, Public Works and Government Services

LUNCHEONS

DATE	EVENT	PRESENTERS	ATTENDEES / LOCATION	PAST EVENT MEDIA COVERAGE
March 2011	Annual General Meeting	Steve Kent, Parliamentary Secretary, Dept of Natural Resources	33 Holiday Inn	
May 2011	Gilbert Bennett Luncheon	Gilbert Bennett, VP of Nalcor Energy	96 Capital Hotel	VOCM Radio
May 2011	Let's Talk Exports	Peter Hall, Senior Economist, Export Development Canada	122 Sheraton Hotel	Telegram Newspaper VOCM Radio
August 2011	Programs & Services Available To Access New Markets	Tonya Norman, Rebecca Hefferton & Susan Vaughan, Trade Officers, Dept. of Innovation, Trade and Rural Development	26 NEIA Boardroom	

BREAKFASTS

September 2011	Accessing Professional Employees Through The Association For New Canadians	Sheri Watkins & Danni Yetman, AXIS Career Services	18 NEIA Boardroom	
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TRAINING

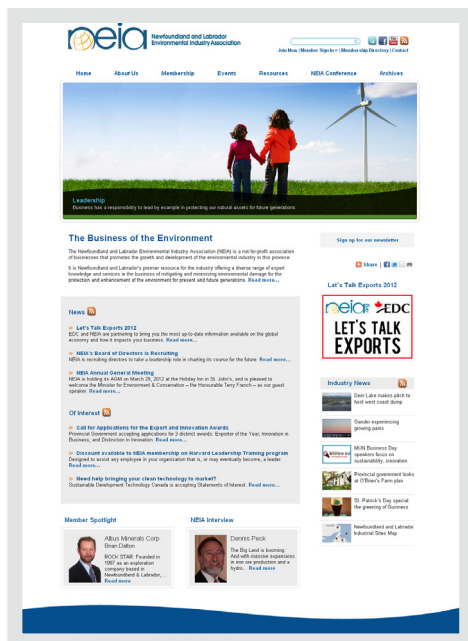
November 2010	8-Hour HAZWOPER Refresher Training Course	Atlantic Environmental Training and Onsite Services	24 Capital Hotel	Telegram Newspaper: Business Section
November 2010	40-Hour HAZWOPER Training Course	Atlantic Environmental Training and Onsite Services	14 NEIA Boardroom, St. John's Fire Station	Telegram Newspaper: Business Section
October 2011	8-Hour HAZWOPER Refresher Training Course	Atlantic Environmental Training and Onsite Services	19 Capital Hotel	(same week as Booming Labrador)
October 2011	40-Hour HAZWOPER Training Course	Atlantic Environmental Training and Onsite Services	13 NEIA Boardroom, St. John's Fire Station	(same week as Booming Labrador)

WORKSHOPS AND FORA

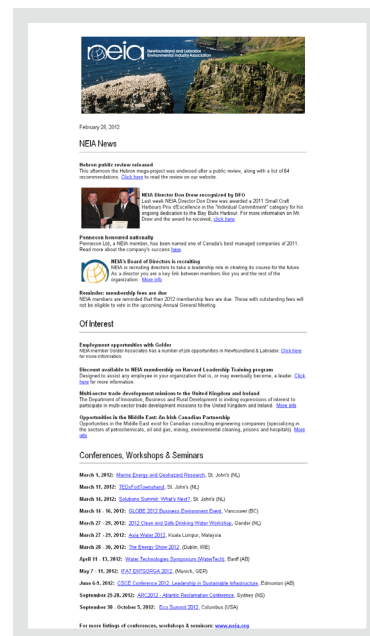
January 2011	Everything You Want to Know About Environmental Assessment	<p>Bill Coulter, Project Manager, Canadian Environmental Assessment Agency</p> <p>Bas Cleary, Director of Environmental Assessment, Dept. of Environment and Conservation</p>	92 Holiday Inn	<p>Telegram Newspaper: Business Section</p> <p>VOCM Radio</p>
October 2011	Booming Labrador	<p>Leo Abbass Mayor, Goose Bay</p> <p>Janice Barnes Mayor, Labrador City</p> <p>James Thorbourne, President & CEO of the Nunatsiavut Group of Companies</p> <p>Francis, Clarke Manager, Innu Business Development Centre</p> <p>Fred Hall, Development Officer, Innu Development Limited Partnership</p> <p>Dennis Peck, former Director of Planning, Ft. McMurray; former Director of Economic Development, Happy Valley- Goose Bay</p>	164 Holiday Inn	<p>CBC TV: Here and Now</p> <p>NTV: 6:00 O'clock news hour</p> <p>CBC Radio Interview: On The Go</p> <p>CBC Radio Interview: Labrador Morning Show</p> <p>CBC Radio Interview: Fisheries Broadcast</p> <p>Telegram Newspaper: Front Page</p> <p>Telegram Newspaper: Business Section</p> <p>VOCM Radio</p>

ADDITIONAL NETWORKING

December 2010	Christmas Networking Event	Partners: AMEC, Compusult, BAE-Newplan Group, Cormorant Ltd., Sikumiut, Quality Matters, Enviromed, Dray Media, PF Collins	80 The Crow's Nest	SNAP St. John's Magazine
August 2011	Charlie Riggs Memorial Golf Tournament	Partners: Enviromed, exp., Pinchin LeBlanc Environmental, SNC Lavalin, BAE-Newplan, Newfoundland Power, Waste Management, Abydoz, Hi-Point Industries, AMEC	52 Clovelly Golf Club \$1055 in proceeds donated to Memorial University Scholarship fund (\$2,055 total)	
November 2010	Mineral Resources Review Conference and Trade Show	NEIA sets up a booth		
March 2011	Americana, Quebec	NEIA ED presents to Provincial Environmental Industry Associations		
April 2011	East Coast Trail Association	NEIA ED speaks at awards night on business of the environment		
	Hebron Commission	NEIA ED makes formal presentation		
	Launch of Co-Op Option in MUN Environmental Graduate Science Program	Partners: Memorial University		Telegram Newspaper The Gazette Newspaper



NEIA's new website



NEIA's newsletter

NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION
Statement of Financial Position
As at October 31, 2011

	2011	2010
ASSETS		
CURRENT		
Cash and bank	\$ 77,027	\$ 73,857
Marketable securities (Note 2)	80,000	47,722
Accounts receivable	41,703	5,198
Harmonized Sales Tax receivable	-	768
Prepaid expenses	3,007	2,880
	201,737	130,425
CAPITAL ASSETS (Notes 2, 4)	10,667	16,000
	\$ 212,404	\$ 146,425
LIABILITIES AND NET ASSETS		
CURRENT		
Accounts payable and accrued liabilities	\$ 9,175	\$ 22,684
Harmonized Sales Tax payable	3,173	-
	12,348	22,684
NET ASSETS		
Unrestricted	200,056	123,741
	\$ 212,404	\$ 146,425

Draft for discussion purposes only

NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION

Statement of Changes in Net Assets

Year Ended October 31, 2011

	Unrestricted	2011	2010
NET ASSETS - BEGINNING OF YEAR	\$ 123,741	\$ 123,741	\$ 122,644
Excess of revenues over expenses	76,315	76,315	1,097
NET ASSETS - END OF YEAR	\$ 200,056	\$ 200,056	\$ 123,741

Draft for discussion purposes only

NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION

Statement of Operations

Year Ended October 31, 2011

	2011	2010
REVENUES		
Atlantic Canada Opportunities Agency - BDP	\$ 271,442	\$ 160,379
Conferences, workshops and seminars (Note 5)	83,166	92,127
Memberships (Note 2)	36,236	34,967
Rental income	1,026	342
	<u>391,870</u>	<u>287,815</u>
EXPENSES		
Advertising	3,902	12,268
Amortization	5,333	2,424
Bad debts	-	823
Bank charges	551	502
Conferences, workshops and seminars	29,194	32,968
Fees and dues	1,806	1,125
Office and administration	29,767	22,609
Professional fees	49,281	23,989
Salaries and benefits	191,206	187,289
Travel	6,271	2,879
	<u>317,311</u>	<u>286,876</u>
EXCESS OF REVENUES OVER EXPENSES FROM OPERATIONS	<u>74,559</u>	<u>939</u>
OTHER INCOME		
Interest income	130	158
Harmonized Sales Tax rebate	1,626	-
	<u>1,756</u>	<u>158</u>
EXCESS OF REVENUES OVER EXPENSES	<u>\$ 76,315</u>	<u>\$ 1,097</u>

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NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION

Statement of Cash Flow

Year Ended October 31, 2011

	2011	2010
OPERATING ACTIVITIES		
Cash receipts from members, funding and revenue	\$ 360,933	\$ 305,044
Cash paid to suppliers and employees	(325,064)	(276,332)
Interest received	130	158
Bank charges paid	(551)	(502)
Cash flow from operating activities	<u>35,448</u>	<u>28,368</u>
INVESTING ACTIVITY		
Purchase of capital assets	<u>-</u>	<u>(18,424)</u>
Cash flow used by investing activity	<u>-</u>	<u>(18,424)</u>
INCREASE IN CASH FLOW	35,448	9,944
Cash - beginning of year	<u>121,579</u>	<u>111,635</u>
CASH - END OF YEAR	\$ 157,027	\$ 121,579
CASH CONSISTS OF:		
Cash and bank	\$ 77,027	\$ 73,857
Marketable securities	<u>80,000</u>	<u>47,722</u>
	\$ 157,027	\$ 121,579

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NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION

Notes to Financial Statements

Year Ended October 31, 2011

1. DESCRIPTION OF OPERATIONS

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 (Canada).

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Marketable securities

Marketable investments are carried at market value.

Capital assets

Capital assets are stated at cost less accumulated amortization. Capital assets are amortized over their estimated useful lives at the following rates and methods:

Computer equipment	100%	declining balance method
Website development	3 years	straight-line method

Capital assets acquired during the year but not placed into use are not amortized until they are placed into use.

Revenue recognition

Membership fees are recorded as revenue when received.

All other revenue sources, including interest on investments, are recorded on an accrual basis.

Measurement uncertainty

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Such estimates are periodically reviewed and any adjustments necessary are reported in earnings in the period in which they become known. Actual results could differ from these estimates.

Financial risk management objectives and policies

The association's risk management policies are part of the overall management of the entity's operations. Management's direct involvement in day-to-day operations identifies risks and variations from expectations leading to changes in risk management activities, requirements and actions. Management has not entered into hedging transactions to manage risk. As a part of the overall management of the entity's operations, management considers avoidance of undue concentrations of risk, and employs appropriate investment and credit management policies to manage the association's exposure.

NEWFOUNDLAND AND LABRADOR ENVIRONMENTAL INDUSTRY ASSOCIATION

Notes to Financial Statements

Year Ended October 31, 2011

3. FINANCIAL INSTRUMENTS

The company's financial instruments consist of cash and bank, marketable securities, accounts receivable and accounts payable and accrued liabilities. Unless otherwise noted, it is management's opinion that the company is not exposed to significant interest, currency or credit risks arising from these financial instruments. The fair value of these financial instruments approximate their carrying values, unless otherwise noted.

4. CAPITAL ASSETS

	Cost	Accumulated amortization	2011 Net book value	2010 Net book value
Computer equipment	\$ 2,424	\$ 2,424	\$ -	\$ -
Website development	16,000	5,333	10,667	16,000
	\$ 18,424	\$ 7,757	\$ 10,667	\$ 16,000

5. CONFERENCES, WORKSHOPS AND SEMINARS

	2011	2010
Luncheon and seminar registration	\$ 74,919	\$ 68,337
Funding	8,025	20,605
Rebates	223	3,185
	\$ 83,167	\$ 92,127

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The Website

A Resource for the Environmental Industry



The Latest Business Development Opportunities for your Company

Whether its conferences, trade missions, employment possibilities, RFPs, EOIs, workshops, or training, the NEIA website keeps you up to date with the latest opportunities in the environmental industry.

Membership Information and Special Opportunities at Your Fingertips

The latest news from the NEIA HQ is a click away; also throughout the year NEIA is able to offer you special opportunities and information. You will find the most recent and important right information on our front page every day.

The Biggest Industry News Stories

Each and every weekday morning NEIA compiles the biggest stories of the day impacting the environmental industry in Newfoundland & Labrador. Visit our site every morning and stay informed with our *industry news feed*.

Our Success Stories

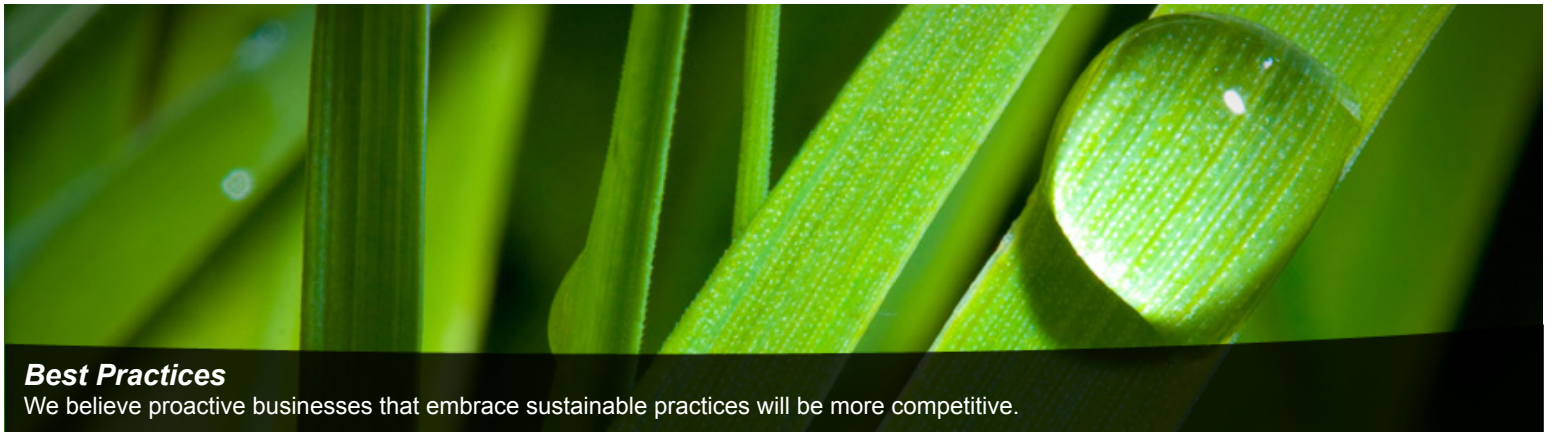
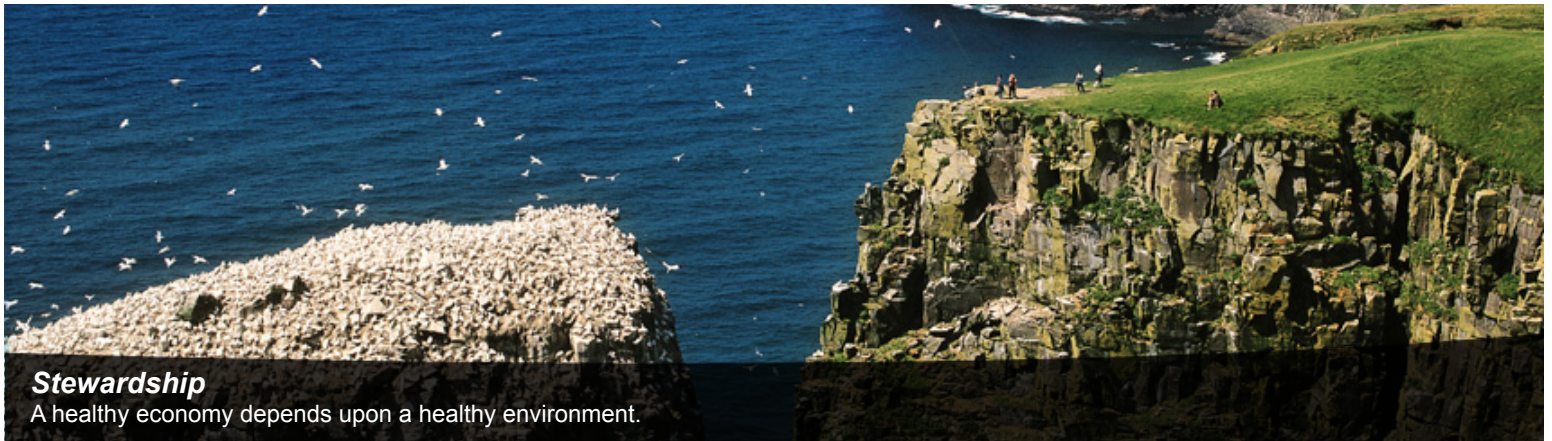
Twice a month we talk to one of our members about their experiences and highlight their successes in the environmental industry in our province - for all of the internet to see! If you want us to help share your successes, get in touch with us.

The Environmental Industry Interview

Every month we reach out to environmental industry experts across the continent for their take on the challenges and opportunities facing our members in a growing economy. Be sure to stay informed by keeping up to date with the *NEIA Interview*.

www.neia.org

Building the Business of the Environment



The Business of the Environmental is Growing...

- Waste Management
 - Hazardous Waste
 - Special Waste
 - Diversion
 - Landfill
 - Incineration
- Wastewater Treatment
- Air Pollution Control
- Natural Resource Management
- Fisheries
- Agriculture, Land and Marine Wildlife
- Air Quality
- Effects Monitoring
- Assessment
- Eco-Efficiency
- Energy Management and Energy Generation
- Environmental Law
- Environmental Engineering
- Environmental Consulting, monitoring, research, studies, education
- Recycling
- Remediation
- Composting
- Water Quality
- Clean Energy and Supply
- Energy Efficiency and Green Building
- Environmental Protection and Resource Management
- Clean Transportation
- Clean Technology
- . . . and more!



Newfoundland and Labrador
Environmental Industry Association

The Business of the Environment



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