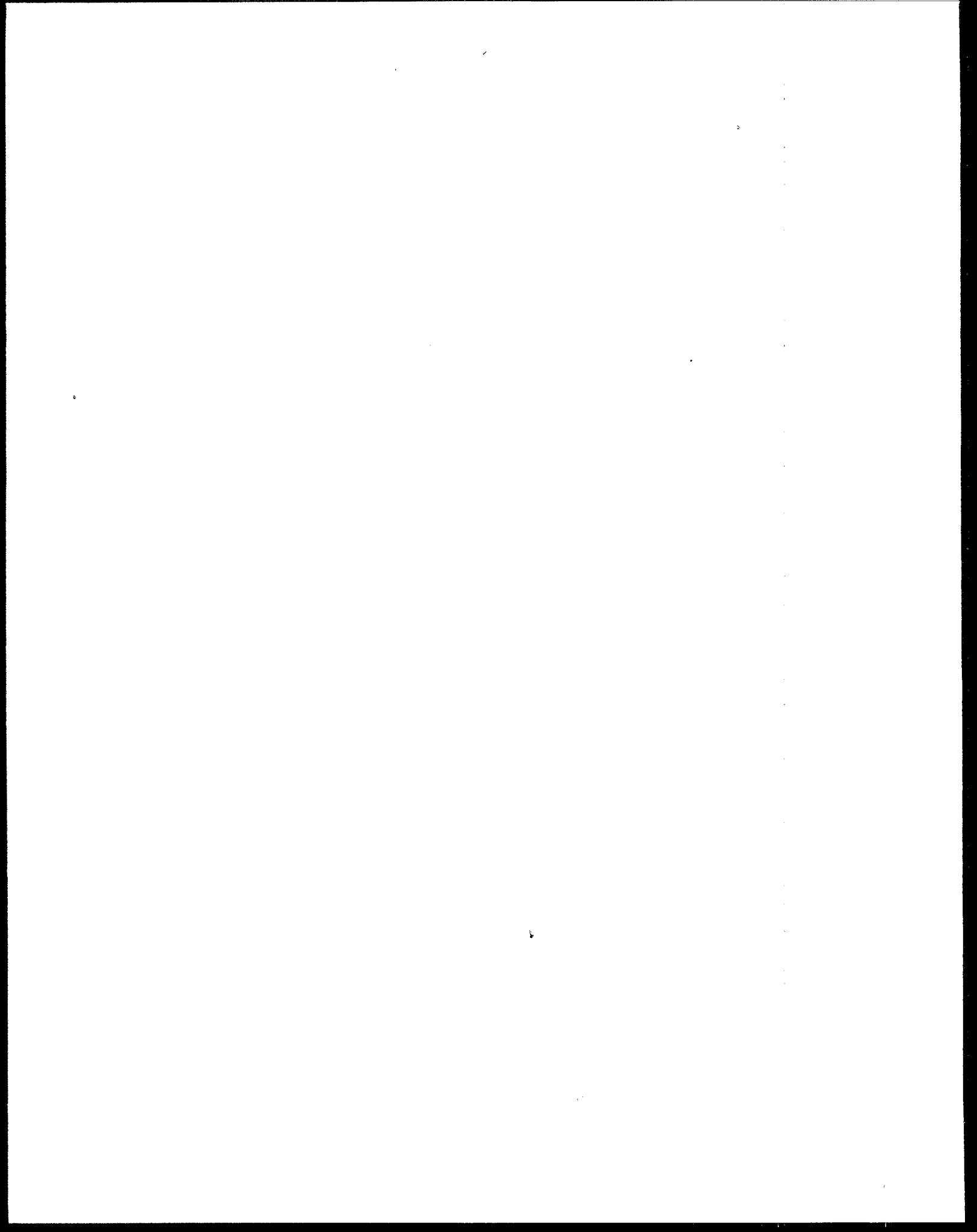


Environmental Business Council Resources





Environmental Business Council Resources

U.S. Environmental Protection Agency
Office of Solid Waste and Emergency Response
Technology Innovation Office
Washington, D.C. 20460



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Foreword

The purpose of this document is to summarize the activities of organizations that are involved in supporting the development and transfer of innovative environmental technology through such activities as barrier reduction, economic development, and marketing. We welcome your comments on and updates of this directory and its summaries. We see the directory as an important first step in compiling information about these organizations, which we are calling environmental business councils.



INTRODUCTION

The U.S. Environmental Protection Agency (EPA) advocates the development and use of innovative treatment technologies for remediation and corrective action related to hazardous waste. To that end, the Technology Innovation Office (TIO) of EPA's Office of Solid Waste and Emergency Response (OSWER) has collected information about organizations that, as their primary function, contribute to economic development and marketing of these technologies. For this report, we are calling the organizations "environmental business councils." On the following pages, that information is presented as individual summaries for each council. The summaries include the following information:

- Name and address (electronic mail and Internet/World Wide Web addresses are included when available), including a principal contact person
- Profiles of the council, including such information as time in existence, type of council, membership, major goals and objectives, types of achievements to date, and major efforts planned for next year
- Functions, such as barrier reduction, research and development, economic development, and development of U.S. and international markets
- Phase of technology development and transfer, such as feasibility analysis/technology information exchange, technology transfer/engineering assistance, adaptation/prototyping, and commercialization/startup assistance (when applicable)

The organizations are presented in alphabetical order as a means of indexing them for ease of reference.

The information in this report was obtained through a variety of approaches. TIO collected information that included, in some cases, printed materials sent to TIO by the individual councils. Additional information was collected from World Wide Web sites on the Internet, in cases in which councils provided an Internet or World Wide Web address. The summaries presented in this report are not intended to be all-inclusive for each individual business council, and the report may not include all such organizations that exist. In some cases, certain information was not available; each summary provides all available information. This draft report represents a first step in learning about these organizations.



Economic Development/Marketing California Environmental Business Council, Inc. (CEBC)

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Santa Clara, CA 95054

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Profile of business council: The CEBC is a nonprofit trade and business association that promotes and assists California's environmental technology and services industry at the state, national, and international levels. Founded in 1994, the CEBC currently has more than 100 member companies and other organizations throughout the state that represent all segments of the environmental industry. Those members are technology developers and manufacturers, engineers and consultants, laboratory professionals, and financiers. The goal of the CEBC is to advance "rational environmental protection" that balances the need for a cleaner environment with the need for a healthy business climate, particularly for end users of environmental goods and services. To achieve that goal, CEBC focuses on seven areas of concern: the future of the environmental industry in the state, business development, regulatory reform, technology certification, financing and access to capital, promotion of exports, and education and training. CEBC has supported legislation that facilitates technology development, represented the industry in the state's review of its hazardous waste management program, and conducted a campaign to educate members of the state legislature about the needs of the industry. CEBC also has represented the industry on a state trade mission to China and worked with the Western Partnership for Environmental Technology Education and the Los Angeles Jobs Environmental Training Consortium to develop and recognize educational and training efforts for minorities in environmental fields. In the future, the CEBC plans to continue its support for legislative and regulatory reform, as well as to continue its pursuit of educational outreach programs.

Functions: Barrier reduction, economic development, and U.S. and international market development

Phase of technology development/transfer: Technology information exchange and technology transfer

Colorado Center for Environmental Management (CCEM)

999 18th Street, Suite 2750
Denver, CO 80202

Dawn Kabeck

Telephone: (303) 297-0180

Facsimile: (303) 297-0188

Home Page: <http://www.doegjpo.com/ccem>

Profile of business council: CCEM is a private, independent association of environmental professionals representing government, business, academic institutions, and citizen groups. It is recognized by the Internal Revenue Service as a nonprofit educational organization under section 501(c)(3) of the Internal Revenue Code. Since its establishment by the governor of Colorado in 1990, CCEM's mission has been to improve the environment of the state and the nation by facilitating collaborative programs to solve environmental problems, while stimulating economic development. For example, CCEM has worked closely with the Western Governors' Association's Demonstration of On-Site Innovative Technologies (DOIT) Committee to support several technology demonstrations. The center also has collaborated with the DOIT Committee in the Interstate Technology Regulatory Cooperation (ITRC) Group. The ITRC group is intended to streamline acceptance by regulators of innovative technologies by involving the regulators early in the technology development process and by promoting cooperation among the agencies of various states.

CCEM also is working on the development of an environmental business networking initiative called the Colorado Center for Environmental Excellence (CCEE). The CCEE will promote and coordinate partnerships among its members and facilitate communication, identification, and implementation of common goals; sharing of services; and development of partnerships to encourage environmental quality and the sustained growth of the state's environmental business community. CCEM is working with the mining industry to accomplish



voluntary cleanup of abandoned mining sites. Demonstrations of innovative technologies are a key aspect of that effort. In addition, CCEM works with local businesses to establish a waste exchange, the Rocky Mountain Materials Exchange, based on the concept that the waste stream of one business can be the feedstock of another.

Functions: Barrier reduction, economic development and U.S. and international market development

Phase of technology development/transfer: Feasibility analysis/technology information exchange, technology transfer, and commercialization

Environmental Business Council of Maine

c/o The Maine Chamber and Business Alliance,
120 Exchange St., P.O. Box 189
Portland, ME 04112

James S. Atwell, P.E., Chairman
Telephone: (207) 829-5016
Facsimile: (207) 775-6716

Profile of business council: The council is a private-sector trade association of environmental businesses that has functioned since 1994 under the aegis of the Maine Chamber and Business Alliance. Its approximately 50 members represent organizations of all sizes, with the median staff size of those organizations approximately 20. All members of the council are environmental organizations that focus primarily on providers of environmental products and services. The council has developed a strategic plan for the growth and development of the environmental business community that sets forth the council's goal of increasing the net revenues and profits from environmental goods and services produced by businesses in Maine by 50 percent over five years. To achieve that goal, the council plans to develop promotional materials for the environmental business community to support the expansion of markets; to build and diversify its membership; and to assist in the commercialization of new technologies. The council also is initiating efforts to develop an environmental business "incubator" program.

Functions: Economic development, U.S. and international marketing and market development

Phase of technology development/transfer:
Technology information exchange and commercialization

Environmental Export Council (EEC)

P.O. Box 77287
Washington, DC 20013

John F. Mizroch, Executive Director
Telephone: (202) 466-6933
Facsimile: (202) 789-1623
E-mail: 73174.502@compuserv.com

Profile of business council: The EEC is a nonprofit business association created in 1994 through the consolidation of the U.S. Environmental Technology Export Council (US ETEC) and the Environmental Business Council of the U.S. (EBC-US). The 140 members of the EEC represent large and small corporations in all sectors of the environmental business market, along with several national laboratories, universities, and trade associations.

The goal of the EEC is to be the leading business and trade organization representing the U.S. environmental industry. EEC maintains several programs designed to promote export, represent the industry nationally and internationally, negotiate agreements with environmental business groups in other nations, and work with the federal government to develop international markets for U.S. environmental goods and services. For example, the EEC has developed a program with the U.S. Agency for International Development to help U.S. companies enter the market for municipal wastewater treatment services in Brazil. The EEC also conducts visits to the U.S. by Asian buyers and public officials who wish to consider the purchase of U.S. environmental technology, goods, and services. EEC works with the federal government on issues related to the environmental component of the Free Trade Agreement of the Americas and on negotiations related to greenhouse gas emissions. EEC conducts study tours, an annual conference, regional seminars, and workshops. EEC also publishes a quarterly newsletter and monthly member bulletins.

EEC plans to focus its future efforts on strengthening ties developed under a 1995 memorandum of agreement (MOU) with Brazil that includes an exchange of public and private sector officials to follow up on opportunities in the wastewater treatment sector and on establishing an



MOU with India's International Environment Federation-Industrial Alliance to foster networking and joint project development. To promote U.S. exports, EEC will conduct several national and international conferences, including the Environmental Technologies for Latin America Conference in November 1996 in La Jolla, California.

Functions: Economic development and U.S. and international market development

Phase of technology development/transfer: Technology information exchange and technology transfer

Idaho Environmental Industry Association (IEIA)

904 W. Fort Street, Suite 300
Boise, ID 83702

Chas Ariss

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Profile of business council: IEIA is a member association of E-Net Northwest, a collaborative effort of the environmental industry associations of the states of the Pacific Northwest. E-Net matches domestic and international buyers of environmental technologies, services, and products with providers of such services located in the Pacific Northwest.

Functions: U.S. and international market development

Phase of technology development/transfer: Technology information exchange and technology transfer

Market Strategies International

905 Duncan Lane, Suite A
Austin, TX 78705

Patricia Jacobs, President

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Facsimile: (512) 480-8608
E-mail: pjenviro@aol.com
Home Page: <http://www.enviotech.org>

Profile of business council: Market Strategies is a private-sector market research firm that specializes in the environmental field. It is not a membership organization, but has clients in the environmental field that range from private firms to government agencies. The firm has been involved in international marketing since its founding in 1988. Its goal is to identify the types of environmental information small and medium-size companies need and provide that information to them. The company has experience in international market research for environmental firms and operates a full-service office in Mexico. The firm's future plans include work in cooperation with the U.S. Department of Commerce to develop an on-line clearinghouse of environmental technologies.

Functions: International market development

Phase of technology development/transfer: Technology information exchange

The North Carolina Environmental Technologies Consortium (NCETC) of the North Carolina Alliance for Competitive Technologies (NC ACTs)

P. O. Box 14482
Research Triangle Park, NC 27709-4482

Walter H. Plosila, Ph.D., Executive Director

Telephone: (919) 248-4100
Facsimile: (919) 248-4105
E-mail: plosila@mcnc.org
Home Page: <http://www.ncacts.nc.state.us/>
NCACTs

Profile of business council: The NCETC is a major initiative of NC ACTs, a state-sponsored organization. NC ACTs undertook the consortium effort after conducting a survey of the state's producers and users of environmental technologies and providers of environmental services. The survey was intended to profile the industry in the state and assess its technical resource needs. The survey revealed that the industry in the state is made up primarily of small firms; some 70



percent are consultants or service providers, and the rest are manufacturing or research and development firms. Respondents to the survey identified the uncertain regulatory climate as the most significant impediment to the growth of their industry. They identified needs for information about business development, assistance in securing funds, assistance in identifying and developing markets, and assistance in technology transfer. The consortium, developed in response to those needs, is intended to design and implement programs that foster the growth and development of environmental technology businesses in the state and to stimulate the commercialization of environmental technologies developed by the state's university research community. The consortium also is designed to foster the reduction of adverse effects of industrial activities on the state's limited natural resources, thereby protecting the environment. To support the consortium, NC ACTS has published the North Carolina Environmental Technology Business Directory, which provides information about such businesses in the state. More recently, an inventory of research and development capability in the state has been undertaken under the aegis of the consortium.

Functions: Barrier reduction, research and development, and U.S. and international market development

Phase of technology development/transfer: Technology information exchange, technology transfer, and commercialization

Montana Environmental Technology Services Network (METSNET)

2104 Reserve
Missoula, MT 59801

Wade Johnston, President

Telephone: (406) 728-7755
Facsimile: (406) 728-7367
E-mail: mcswade@ism.net
Home Page: <http://www.ism-metsnet>

Profile of business council: METSNET is a nonprofit organization for the state's environmental industry. Members of the five-year-old association are suppliers of environmental products and services, environmental and engineering consultants, laboratories, and users of such services. Its approximately 75 members include individuals and firms of all sizes. The goals of

METSNET are to disseminate information about business opportunities to its member firms, to promote team-building and communications among its members and with members of environmental trade associations in other states, and to serve its members as a conduit for information about regulatory issues and environmental services. METSNET produces an annual directory of its member organizations and their products and services and provides a monthly bulletin by facsimile to approximately 200 firms and individuals throughout the nation. The association plans to organize roundtable discussions for regulators and representatives of its member companies. METSNET is a member of E-Net Northwest, a collaborative effort of the environmental industry associations of the states of the Pacific Northwest. E-Net matches domestic and international buyers of environmental technologies, services, and products with providers of such services located in the Pacific Northwest.

Functions: U.S. and international market development

Phase of technology development/transfer: Technology information exchange and technology transfer

Oregon Environmental Technology Association (OETA)

One World Trade Center
121 S.W. Salmon, Suite 300
Portland, OR 97204

David W. Welsh, Executive Director

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Facsimile: (503) 222-5050
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Home Page: <http://www.oeta.org>

Profile of business council: OETA is a private association of companies in the environmental industry that offers its members services ranging from electronic information exchange to technical assistance in marketing and managing government contracts. The association produces an annual directory of resources that identifies companies in the environmental industry; supports Oregon Telecom, an on-line communication system; maintains a World Wide Web site, and sponsors an annual conference and a variety of workshops and seminars throughout the year.



In 1995, OETA received a grant from the U.S. Environmental Protection Agency to administer **E-Net Northwest**. E-Net is a collaborative effort of the environmental industry associations and federal and state agencies in the states of Alaska, Idaho, Montana, Oregon, and Washington. The goal of E-Net is to foster the growth of the environmental technology and services industry in the Pacific Northwest. To achieve that goal, E-Net is focused on the following objectives:

- Build a reputation for the Pacific Northwest as a leader in environmental technology and services
- Provide to firms in the region information about business opportunities, grants, and contracts
- Create opportunities for networking with other members of the industry, regulators, and the regulated community

Under the project, the environmental associations of the five member states provide international and domestic trade leads from federal, state, and local government agencies; the regulated community; and international sources, both government and private.

Functions: Economic development and U.S. and international market development

Phase of technology development/transfer: Technology information exchange and technology transfer

Pittsburgh High Technology Council

2000 Technology Drive
Pittsburgh, PA 15219

Robert Hurley, Director

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E-mail: bhurley@PHTC.org
Home Page: <http://www.tc-p.com>

Profile of business council: The council is a trade association for the high-technology and advanced manufacturing segment of the private sector in western Pennsylvania. Established in 1994, the council is an umbrella organization that includes an environmental business network. Of the council's approximately 1,200 member companies in western Pennsylvania, some 250 are environmental firms, including suppliers of environmental products, and consulting and engineering

firms. The council concentrates its efforts in four areas: international trade, resources and alliances, public policy development, and technological innovation and transfer of technology. The Environmental Business Network (EBN), a major initiative of the council that also was founded in 1994, fosters the development of southwestern Pennsylvania as a world-recognized center of excellence in environmental technology. Members of EBN are senior executives of some 150 manufacturing and supply firms; technology firms; utilities; engineering and consulting firms; companies in the solid and hazardous waste management fields; remedial and emergency response contracting firms; law firms; environmental analytical laboratories; investment firms; and lending, financial, and educational institutions. EBN focuses on communication, peer exchanges, dissemination of information about policy, and development of alliances. It uses those approaches to foster the domestic and international competitiveness of the region, serve as a public voice for the environmental technology industry, and facilitate development of that industry and of cleaner and more cost-effective environmental technologies and manufacturing processes. The council, through the EBN, will concentrate its future efforts on expanding its membership to include all the approximately 800 environmental companies in the region and on working with the state of Pennsylvania to strengthen the state's environmental technology certification program.

Functions: Research and development, economic development, and U.S. and international market development

Phase of technology development/transfer: Technology information exchange

Virginia's Center for Innovative Technology (CIT)

CIT Tower, Suite 600, 2214 Rock Hill Rd.
Herndon, VA 21070-4200

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Environmental Technology & Energy

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Home Page: <http://www.cit.org>

Profile of business council: CIT is a nonprofit



corporation created by the Virginia General Assembly in 1984 that serves approximately 2,500 environmental organizations in the state, including providers of environmental goods and services, laboratories, consulting firms, and entrepreneurs. Through its eight regional directors throughout the state, CIT works to develop relationships with banks and venture capitalists that will support its efforts to help companies bring new technologies to the marketplace and support technology-based economic development throughout the state. CIT maintains technology development centers at several state universities to provide resources and expertise to businesses, as well as the Technology Applications Center, which focuses on short-term development and creation of prototypes of technologies. CIT maintains partnerships with federal laboratories to assist in research and development efforts and to support technology transfer. Its four entrepreneurship centers provide business planning, marketing, financing, and personal consulting assistance to small and emerging technology firms. In addition, CIT's three manufacturing centers assist in the implementation of new manufacturing technologies, the development of buyer or supplier networks, and the development of solutions to manufacturing problems. CIT offers seminars on topics related to entrepreneurship; provides businesses with publications that offer guidance in business planning and marketing of technology products and services; and serves as a means of access to more than 600 commercial databases of suppliers, parts, services, and equipment. On a related front, CIT's environmental technology and energy program develops and implements activities and makes investments in projects that reduce regulatory, financial, marketing, social, and technological barriers to the commercialization of innovative products and services. Among its achievements in that area are the establishment and funding of the Center for Advanced Ship Repair and Maintenance in Norfolk and participation with state agencies, electric utilities, recycling companies, and environmental groups in a successful effort to modify existing regulations to encourage the use of incinerator ash in a number of products and processes. CIT's future plans include expanded efforts, in partnership with the Virginia Department of Economic Development, to encourage exports.

Functions: Barrier reduction, research and development, economic development, and U.S. and international market development

Phase of technology development/transfer:

Technology information exchange, technology transfer, and commercialization/startup assistance

Washington Environmental Industry Association (WEIA)

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Seattle, WA 98105

Alice M. DeVault, Executive Administrator

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Facsimile: (206) 528-3409

E-mail: weia@weia.seanet.com

Home Page: <http://www.weia.org>

Profile of business council: WEIA is a nonprofit trade association for firms in the environmental industry. Its members include suppliers of environmental products and services, consulting firms, and attorneys. Established in 1990, WEIA focuses on networking to share the views of the environmental industry in the state with state and federal agencies that have environmental responsibilities. The association has sponsored roundtable discussions between business and regulatory entities and works with the environmental technology program sponsored by the state. WEIA is a member association of **E-Net Northwest**, a collaborative effort of the environmental industry associations of the states of the Pacific Northwest. E-Net matches domestic and international buyers of environmental technologies, services, and products with providers of such services located in the Pacific Northwest.

Functions: Barrier reduction and U.S. and international market development

Phases of technology development/transfer: Technology information exchange and technology transfer



Alaska Association of Environmental Industries (AAEI)

600 West 58th Avenue, Suite J
Anchorage, AK 99518

Scott Vuillemot, President

Bob Fitzpatrick, Operations Manager

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Facsimile: (907) 562-5426

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Profile of business council: AAEI is a two-year-old trade association for the state's environmental industry. Its 20 member firms are providers of environmental products and services. AAEI currently is undertaking outreach to government agencies and users of technologies to strengthen contacts that will advance its marketing goals. The association has sponsored a conference on innovative technologies and is exploring the possibility of obtaining grants to support technology demonstrations. AAEI is a member association of E-Net Northwest, a collaborative effort of the environmental industry associations of the states of the Pacific Northwest. E-Net matches domestic and international buyers of environmental technologies, services, and products with suppliers of such services located in the Pacific Northwest.

Functions: Barrier reduction, economic development and U.S. and international market development

Phase of technology development/transfer:

Technology information exchange and technology transfer

The Eastern Pennsylvania Technology Council

435 Devon Park Drive, Suite 300
Wayne, PA 19087

Carol Wright, Director

Telephone: (610) 975-9430

Facsimile: (610) 975-9432

Home Page: <http://www.techcouncil.org>

Profile of business council: The council is a nonprofit organization of six industries in Pennsylvania, New Jersey, and Delaware that includes a biotechnology and

environmental component. It is an umbrella organization that unites the Technology Council of Central Pennsylvania, the Technology Council of Greater Philadelphia, and the Technology Council of Northeastern Pennsylvania. Among the members of the council are some 45 firms in the environmental area, including consultants and providers of remediation products and services. The goal of the council is to provide its members opportunities to make contacts and build relationships with other executives in the technology industry and to help them gain access to venture capital. Through its various member organizations, the council supports seminars and special programs that provide networking opportunities for executives of its member firms. The council also has sponsored conferences on digital technology and procurement practices in state and local government, as well as a conference focused on technology training needs. The council supports the Center for Information Technologies Excellence (CITEC), which focuses on technology transfer through seminars, demonstrations of new products, and lectures (contact: Alex Dixon at [610] 975-9430, extension 3162).

Functions: U.S. market development

Phase of technology development/transfer: Technology information exchange, technology transfer, and startup assistance

Environmental Business Association of New York State (EBA/NYS)

1223 Peoples Avenue
Troy, NY 12180

Ira S. Rubenstein, Executive Director

Telephone: (518) 276-2164

Facsimile: (518) 276-6380

E-mail: info@eba-nys.org

Home Page: <http://www.eba-nys.org>

Profile of business council: The EBA/NYS is a trade association dedicated to supporting the growth of the environmental industry in New York state. It has more than 100 member firms of various sizes, including manufacturers, environmental consultants, and attorneys, all involved in the environmental industry. The goals of the association are to stimulate business development through networking, services to members, and seminars;



to serve as an information clearinghouse for market, regulatory, technical, and financial information important to the environmental business community; to coordinate effective partnerships among environmental businesses and other businesses and research, government, and nonprofit organizations; inform government and business leaders about the needs and economic opportunities of the environmental industry; and to assist in the development of policy that both protects the environment and promotes a strong economy. Over its two-year history, EBA/NYS has worked to foster projects that create opportunities for New York's environmental industry. For example, the association has supported the redevelopment of "Brownfields" properties, as well as the effort to identify a base group of environmental technologies suitable for use in cleaning up such properties. EBA/NYS also has established the Environmental & Energy Technology Exchange World Wide Web Site. The web site provides information about research and development in environmental and energy technology in the state and includes an on-line catalog of innovative technologies. The catalog spotlights technologies developed by private companies, research institutions, and universities. In addition, EBA/NYS, in partnership with the New York State Energy Research & Development Authority, is assisting in the development, licensing, and commercialization of environmental and energy technologies in the state, under a project known as the Environmental & Energy Technology Transfer (E2T2) Initiative. The goal of the E2T2 project is to improve the efficiency with which such technologies are transferred from concept to commercial project.

Functions: Economic development and U.S. and international market development

Phase of technology development/transfer: Technology information exchange, technology transfer, and commercialization

Environmental Business Council of New England (EBC-NE)

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North Quincy, MA 02171

Betty J. Diener, President

Telephone: (617) 847-1731
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Home Page: http://www.ebc_ne.org

Profile of business council: EBC-NE is an association of environmental and energy firms. Its membership includes equipment manufacturers; engineering and consulting firms; solid and hazardous waste management companies; remedial and emergency response contractors; providers of professional services; analytical testing laboratories; investment firms; and lending, financial, and educational institutions in the field of environmental technology. The goals of EBC-NE are to advance the competitiveness and growth of the environmental industry in New England and to help its members build partnerships in the marketplace to achieve a clean, productive, and sustainable environment.

To achieve those ends, EBC-NE works to establish a partnership between industry and academic institutions to ensure the availability of trained workers; to develop and transfer technology; and to provide sound information on environmental and industry issues to news media, regulatory bodies, policymakers, and the general public. EBC-NE sponsors a wide range of activities, including small-scale meetings with key purchasers of environmental services for both state and federal agencies, presentations by key government policy makers and other officials, presentations by major corporate purchasers of environmental services, coordination of initiatives and export activities, and opportunities for networking and building strategic alliances among its members. In addition, EBC-NE provides its members a means of participating in legislative development to support responsible environmental and energy policies, programs, and regulations, as well as the opportunity to participate in training and education programs designed to ensure that a highly skilled work force is available in New England.

In the future, EBC-NE will pursue greater involvement in public policy issues of importance to the industry. The council already has espoused positions on Superfund reauthorization and funding for EPA.

Functions: U.S. and international market development

Phase of technology development/transfer: Technology information exchange and technology transfer

Environmental Technology Industry Cluster (ETIC)



c/o TNT Technology Company
2121 West University Drive, Suite 123
Tempe, AZ 85281

Victoria Allies, Northern Arizona Vice-Chairman

Telephone: (602) 966-9891
Facsimile: (602) 968-9469
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Profile of business council: ETIC is a private-sector market development organization, founded in 1993 to support the growth of the environmental technology industry. A member of the Governor's Strategic Partnership for Economic Development (GSPED), ETIC works to establish Arizona as a leader in environmental technology in regional, national, and global markets. The organization has approximately 100 members, including innovators and developers of high-technology applications, engineering and consulting firms, academics and researchers, and firms that focus on energy and alternative fuels. Member companies of ETIC, all of which have an environmental focus, range in size from one-person operations to large concerns that have extensive national and international projects.

ETIC's goal is to promote and support development and expansion of Arizona's environmental technology industry by providing to that industry a network of public and private resources. To achieve that goal, ETIC has identified several objectives:

- To design and implement a strategy to raise public awareness of the state's environmental technology industry
- To create an industry information exchange
- To develop educational resources on environmental issues and related technologies
- To serve as a resource and focal point in the state for issues related to environmental technology

ETIC will devote some future efforts to building partnerships with venture capitalists and following up on its efforts related to expansion into Asian markets.

ETIC publishes an annual directory of its membership that includes comprehensive information about making contacts, identifying resources, and locating potential customers and vendors. It also conducts biennial targeted studies of the industry to identify trends that can affect the industry's growth. ETIC works to facilitate the transfer of university research into commercially applicable

technologies, maintains contacts with government officials to ensure its members a voice in policy making, and conducts quarterly meetings to foster networking and information exchange. The organization publishes a quarterly newsletter and supports an achievement award program to recognize outstanding contributions to environmental technology.

Functions: U.S. and international market development

Phase of technology development/transfer: Technology information exchange, technology transfer, and commercialization

Kentucky Environmental Marketing Association (KEMA)

c/o Jones Plastic and Engineering Corp.
2410 Plantside Drive
Louisville, KY 40299

Mark Stowers, Vice-President

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Facsimile: (502) 499-2185

Profile of business council: KEMA is an international trade association founded in 1995 as a statewide partnership of professionals in the environmental industry and business working to develop global economic opportunities for its members. A nonprofit organization recognized as such by the Internal Revenue Service under section 501(c)(3) of the Internal Revenue Code, KEMA has approximately 35 members, including providers of environmental services, consultants, attorneys, and representatives of the regulatory community. Its member entities range in size from a single individual to large companies and organizations; approximately 70 percent are environmental organizations.

KEMA's goals include:

- Fostering cooperative efforts to promote the reputation of Kentucky's environmental products, services, and technologies
- Establishing an information clearinghouse that provides networking opportunities to its members
- Creating an interactive environmental information system that links companies with prospective leads in domestic and international markets



Serving as a unified voice to foster the development of a positive image of the environmental industry

KEMA focused its early efforts on obtaining grants and funds to identify sources of and solicit financial support from the public and private sectors; increasing its active membership; developing a mechanism for information exchange among its members and with the general public; and forming an education committee to oversee efforts to meet its members' educational needs. Since its founding, the young organization also has supported a market development visit to India and brought a delegation from that country to Kentucky for discussions of solutions to environmental problems. KEMA supported that effort through the Kentucky International Environmental Trade Initiative, an effort focused on the environmental market in Asia. The organization also has undertaken the development of a directory of environmental companies in the state and the environmental products they offer.

Functions: Economic development and U.S. and international market development

Phase of technology development/transfer: Technology information exchange

Georgia Environmental Technology Consortium (GETC)

Driftmier Engineering Center
The University of Georgia
Athens, GA 30692-4435

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Telephone: (706) 542-8855
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Home page: <http://www.getc.bae.uga.edu>

Profile of business council: GETC, a division of the Georgia Research Alliance (GRA), is a partnership among the state's six research universities, industry, and government established in 1991 by the office of the governor to foster environmentally sound economic growth. Through its partner universities, Clark Atlanta University, Emory University, Georgia Institute of Technology, Georgia State University, the Medical College of Georgia, and The University of Georgia, GETC serves more than 1,000 scientists, academics, and researchers. GETC's goal is to focus the strengths of the

state's research universities on the environmental needs of the state. GETC fosters research in environmental economic policy, land and water quality, outdoor air quality, indoor air quality, toxicology and environmental health, and core technologies. The consortium coordinates and directs some \$7 to \$10 million in state-funded programs in applied research and laboratory analysis, sensor design and development, decision support systems, and geographical information systems. With its member universities, GETC promotes technology transfer of state-of-the-art environmental practices and technologies for use by industry. In addition, GETC advises and assists companies in developing environmentally sound practices for application throughout their processes, from product design to waste reduction and reuse. In the future, the consortium will conduct workshops and roundtable discussions about policy issues and work to develop stronger dialogue between industry and academia to promote technology transfer, as it continues to support research in areas that affect the state's environmental health.

Functions: Research and development, economic development, and U.S. and international marketing

Phase of technology development/transfer: Feasibility analysis/technology information exchange, technology transfer, engineering assistance, adaptation/profiling, and commercialization

The Analytical Instrument Association

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Profile of business council: This trade association focuses on legislative lobbying on issues that affect the chemical instrument manufacturing industry, with the goals of hastening EPA's approval of analytical methods and fostering the use of performance-based methods. Its membership consists entirely of manufacturers of instruments used in chemical analysis.

Functions: Barrier reduction



Phase of technology development/transfer: Technology transfer

Maryland Department of Business and Economic Development

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Profile of business council: The steering committee is the environmental component of a state agency charged with the promotion of economic development in Maryland. As such, it emphasizes issues related to the environment and the economy. The committee addresses regulatory and policy issues in that area. The committee's goals are to encourage the application of innovative technologies in addressing environmental problems and to encourage a climate of flexibility on the part of regulatory authorities in the state.

Functions: Barrier reduction, economic development and U.S. market development

Phase of technology development/transfer: Technology transfer

Minnesota Environmental Initiative (MEI)

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Profile of business council: MEI is a six-year-old private association recognized by the Internal Revenue Service under section (501)(3) of the Internal Revenue Code as a nonprofit educational association. Its more than 600 members, both corporate and individual, include representatives of the environmental industry, vendors of goods and services to the environmental industry, attorneys, public interest groups in the environmental

area, and private citizens. The goal of the association is to bring diverse groups together in a collaborative, noncontentious forum to facilitate solutions to contemporary environmental issues in its region of the country. To achieve that goal, MEI has developed a program to support excellence in environmental management that also provides a networking and educational opportunity. MEI also has established its "Energy Alley" Program, an effort to advance Minnesota's energy-efficient and renewable energy industry; and sponsored a series of 10 seminars on issues affecting that industry. MEI also sponsors technical workshops for the regulated community and roundtable discussion groups. The association also supports the Redevelopment Grant Assistance Program to foster redevelopment of urban properties. Its publications include a member newsletter, fact sheets, and proceedings of its meetings. In 1997, MEI will sponsor a technology fair for both developers and users that will emphasize innovative cleanup technologies.

Functions: Barrier reduction

Phase of technology development/transfer: Technology information exchange

Southern Environmental Business Council (SEBC)

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Profile of business council: SEBC is a trade association of firms that provide environmental products and services. Founded within the past year, it has two recognized chapters, the Tampa Bay and South Florida chapters, and is forming two more chapters, one in Tallahassee and another in Orlando. Modeled after environmental business councils in 15 states, SEBC has 25 member companies, ranging in size from 1 to 2,700 employees. Its member companies include equipment manufacturers; engineering and consulting firms; companies that manage solid and hazardous waste; remedial and emergency response contractors; firms that provide professional services; analytical testing laboratories; investment firms; and lending, financial, and



educational institutions. All the members of the SEBC are organizations actively involved in the environmental sector.

SEBC's goal is to foster an effective and competitive international environmental services and technology industry to enhance and maintain a clean and productive environment. Because the council believes there are business opportunities in restoring and protecting the environment, it focuses its efforts on helping the environmental industry promote its interests and deal more effectively with governments, both domestic and overseas. SEBC sponsors seminars on regulatory developments, the financing of growth, marketing, the export market, and other areas of business development. With academic and nonprofit institutions, it co-sponsors joint education and training programs. SEBC also provides a forum for exchange of information among its members; prepares information about environmental and industry issues and provides that information to news media, regulatory bodies, policymakers, and the general public; and provides its members with a variety of educational programs and activities. SEBC publishes a directory of environmental companies that includes contact information and a description of each company listed. SEBC has established a task force charged with educating legislators, other stakeholders, and its own members about issues related to the redevelopment of "Brownfields," which are abandoned urban industrial properties that, because they may have been contaminated, have been passed over for reuse. The task force will conduct such activities as one-day educational sessions on Brownfields issues and research into Brownfields legislation in other states. The task force also will conduct a legislative workshop in conjunction with the Florida Environmental EXPO. The goal of those efforts is passage of a Brownfields statute during the 1997 session of the Florida legislature.

Functions: Barrier reduction, economic development, and U.S. and international market development

Phase of technology development/transfer: Technology information exchange

Arkansas Environmental Federation (AEF)

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Executive Director

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Profile of business council: The AEF is a private, industry-based organization, recognized by the Internal Revenue Service under section 501(c)(3) of the Internal Revenue Code as a nonprofit organization for the purpose of education. Drawing on its 29-year relationship with manufacturers in the state, AEF serves as an avenue for coordination between its members and the state's Department of Pollution Control and Ecology. Of its more than 390 members, approximately 300 are manufacturers. Some 100 of its members are environmental consultants, research and development professors, and cleanup companies. Along with a small number of individual members, AEF has member companies with several thousand employees; most of its members, however, are small companies.

With environmental education its major goal, AEF strives to serve as the voice of industry in environmental affairs; to educate the industry about environmental legislation; to exchange information and promote cooperation among industries, conservation associations, municipalities, and state and federal agencies; and to inform the public about what is being done to maintain and improve the quality of the environment.

AEF lends its name to efforts that bring people together to achieve the federation's objectives. It works with the small business ombudsman at the Arkansas Department of Pollution Control and Ecology, the Arkansas Center for Technology Transfer, the Technology Transfer Center at the University of Arkansas, and the Arkansas Industrial Development Commission. With the ombudsman program, AEF has co-sponsored a number of workshops designed to assist small businesses in maintaining compliance with environmental regulations. AEF has worked actively to support environmental measures before the state legislature, while pursuing a schedule of workshops and seminars and maintaining dialogue with national and regional staff of the U.S. Environmental Protection Agency. In addition, under its Waste Minimization/Pollution Prevention Awards Program, AEF has recognized five industries in the state for outstanding accomplishments in the preventive approach to waste management. AEF publishes a directory of the professional services offered by its member companies, a



bimonthly newsletter, and a variety of environmental legislative bulletins.

One focus of AEF's future activities will be its Mentor-Protégé Program. Under the program, large companies provide mentors to smaller companies to help the smaller firms establish programs for environmental compliance.

Functions: Barrier reduction and environmental education

Phase of technology development/transfer: Technology information exchange

Missouri Water Environment Association

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Profile of business council: The council is a state-level association, organized under the Missouri Water Environment Federation and made up primarily of individual members. Its goal is to provide technical information to its members.

Functions: Networking and barrier reduction

Phase of technology development/transfer: Technology information exchange

National Association of State Development Agencies (NASDA)

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Profile of business council: NASDA is a national nonprofit organization founded in 1946. A trade

association, it operates through seven divisions: Business and Economic Development Financing, Employment and Training, International Trade and Investment, Investment Attraction, Local/Substate Economic Development, Research, and Tourism Development. Its members include more than 40 state development agencies and development specialists at all levels of government. NASDA also has several dozen private-sector members. The association directs its efforts toward the reduction of regulatory barriers, research and development, economic development, and transfer of information.

NASDA currently focuses on providing to its members practical information that will enhance state economic development programs. To advance that goal, NASDA distributes publications in both electronic and print formats; conducts conferences, workshops, and professional training; and provides on-site consulting services to its members. With the Global Environmental Technology Enterprise (GETE), NASDA has formed the GETE/NASDA Environmental Technology Network of providers of environmental technology services at the state level. The goal of the network is to promote the commercialization of environmental technologies through interactive communication among the states. In January 1996, the organizations conducted a meeting of service providers to discuss the role of those providers and the future role of the network in addressing three major factors that affect the commercialization of environmental technologies: capital, regulation, and information sharing and marketing to improve the pace of commercialization.

NASDA and GETE plan to conduct a meeting in October 1996 as a follow-up to the January meeting. In preparation for that event, NASDA is conducting a survey of state technology organizations to determine their approaches to identifying potential technology users and successful examples of commercialization of environmental technologies.

Functions: Barrier reduction, economic development, research and development, information dissemination, and U.S. market development

Phase of technology development/transfer: Technology information exchange, technology transfer, and commercialization

Oklahoma Environmental Association



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Profile of business council: A small organization of approximately 30 members, the association focuses its efforts on exchange of information among its members--companies and individuals interested in Oklahoma regulations governing asbestos and lead contamination. After many years of concentration on issues related to asbestos contamination, the association, some three years ago, expanded its area of concern to include lead. From time to time, the association publishes updates on Oklahoma legislation relevant to the two issues.

Functions: Barrier reduction

Phase of technology development/transfer: Technology information exchange

Washington Environmental Council

Olympia, WA

Scott Merryman

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Profile of business council: The council is an environmental public interest group, with a membership made up of private citizens. In its 28-year history, it has focused on teaching organizational development and advocacy skills.

Functions: Environmental public interest and education

Missouri Waste Control Coalition

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Sandra Sebanske, Executive Director

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Profile of business council: Since it was established some 25 years ago under the sponsorship of the Missouri Department of Natural Resources, the coalition has served as a forum for discussion among various parties concerned with issues related to waste control. Its members include representatives of industry, citizens, regulators, and environmental consultants. The major goals of the coalition are to present the views of individual citizens, citizen groups, regulators, and environmental consultants and to support exchange of views among interested parties. To fulfill those goals, the coalition sponsors an annual conference and supports efforts to educate the general public.

Functions: Information dissemination and barrier reduction

Phase of technology development/transfer: Technology information exchange

Missouri Water and Wastewater Conference (MWWC)

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Profile of business council: MWWC is a statewide, nonprofit organization founded in 1925 as a forum for the exchange of ideas among water and wastewater system operators throughout Missouri. MWWC is organized into six sections based on geography: northwest, southwest, southeast, northeast, east central, and midwest. The more than 1,900 members of the association are water and wastewater operators, managers, engineers, and consultants, as well as manufacturers' representatives, state officials, and representatives of local government agencies. MWWC seeks to serve those members by providing training programs, meetings at the section level, and annual conferences. The association conducts educational programs throughout the state, most of which satisfy requirements for renewal of certification for certified water and wastewater operators. MWWC publishes a quarterly newsletter for its members and an annual journal that spotlights the proceedings of the



association's conference. MWWC also reprints technical papers presented during the conference.

Functions: Information dissemination and barrier reduction

Phase of technology development/transfer: Technology information exchange

Suburban Maryland High Technology Council

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Profile of business council: The council is a private environmental network for Maryland industries operating in the environmental sector. Recognized by the Internal Revenue Service under section 501(c)(3) of the Internal Revenue Code as a nonprofit educational association, the council has more than 540 member organizations, including high-technology firms, government laboratories, institutions of higher education, and business support firms. Approximately 5 percent, or some 20 member entities, are environmental organizations. The goal of the association, as a proponent of professional development, is support for higher education. It works as a catalyst that brings together federal laboratories, universities, and the private sector in support of that goal. The council conducts more than 100 informational meetings and seminars each year, including roundtable meetings for high-level officers of its member companies, business seminars, and a technology showcase. Among the resources it has provided its member companies are a business "incubator" program for startup companies and the Defense Reinvestment Program to assist member companies in moving technologies into the civilian marketplace. The council established the Suburban Maryland Technology Development Fund to help provide working capital for technology companies, as well as a network of private investors. It offers both training and awards programs to its member companies and their employees. The council also involves itself in advocacy activities to espouse the views of high-technology

industries. During the academic year, the council sponsors monthly meetings at which companies present programs on such subjects as new technologies.

Functions: Information dissemination, education, barrier reduction, research and development, and U.S. and international market development

Phase of technology development/transfer:

Technology information exchange, technology transfer, and commercialization/startup assistance

Ben Franklin Technology Center of Western Pennsylvania (BFTC/WP)

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Home Page: <http://www.bftc.org>

Profile of business council: The BFTC/WP is a private nonprofit organization, one of four regional centers sponsored by the Commonwealth of Pennsylvania, that links public, private, and educational resources to help small businesses develop and commercialize new technology. Founded in 1983, the BFTC/WP focuses on efforts to increase the number, size, and international competitiveness of small and mid-sized technology-based manufacturing companies in southwestern Pennsylvania. The center supports the commercialization of new products and processes and enhancement of the manufacturing capabilities of such companies. BFTC/WP supports a number of grant programs that offer funds for research and development of new products and processes, early-stage technology development, development of prototype devices and products, integration of new technologies into manufacturing operations, and development of new products from recycled materials or improvement in the processing of recycled materials. BFTC/WP also supports entrepreneurs through education and training programs. Through contracts with a number of organizations in the region, the center provides business development assistance to entrepreneurs and small manufacturing firms.



Functions: Economic development, research and development, and education

Phase of technology development/transfer:
Adaptation/prototyping and commercialization/startup assistance

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