

ENVIRONMENTAL BUSINESS COUNCIL OF NEW ENGLAND, INC.
Information and Schedule of Events for October and November 1994

October:

- 04 **Education/Technology Transfer Committee**, 8:00 am, HNU Systems, John Marshall 617/964-6690
- 04 **EBC Environmental Bowl Committee**, 3:30 pm, Bingham , Dana & Gould
- 05 **Board of Directors' Meeting**, 4:00 pm, 150 Federal Street, 25th Floor , rm 25E
- 12 **Members Meet-the-Agency**, Premiere visit to the US Department of Commerce to discover what programs can help your international efforts. Contact: Christy May at 617/329-7799
- 14 **Human Resource Committee**, 8:00am Contact: Charles Anderson 203/289-8631
- 14 **International Trade Committee**, 8:30 am, Mass Office of Business Dev., Nicholas Humber 617/332-2049
- 15 **Business Development Committee**, 8:00 am, HNU Systems, Arthur Currier 508/465-1822
- 18 **Mexico Committee**, 8:00 am, Raytheon, James Whitehead 617/494-7216
- 19 **Energy & Clean Air Committee**, 8:00 am EPA Region I Office, 90 Canal St. Briefing Series on Clean Air & Transportation, speakers: Nancy Seidman, EPA & Laurel Carlson, DEP, Contact: Mark Cahill 617/424-2242
- 19 **Marine Science Committee**, 8:30 am, UM - Dart, Renato Miele 508/999-8432
- 19 **Waste Management Action Committee**, 7:30 am, Whitman & Howard, 45 William St., Wellesley, Contact: Rodman Forter 508/946-1200
- 21 **Membership Committee**, 8:00 am, Gustin Partners, Jim Poe 617/332-0800
- 25 **Meet-the-Agency**, MBTA, 10:00 - 11:45am, Christy May 617/329-7799
- 27 **BREAKFAST MEETING**, 7:30 am, speaker Gloria Cordes Larson, Secretary MA Executive Office of Economic Affairs, Sheraton Needham Hotel
- 28 **Eastern Europe Committee**, 8:30 am, HNU Systems, Carol Madsen 617/727-3206

November:

- 15 **SBA MA White House Conference-** Sheraton Tara Hotel, Danvers
- 16 **BREAKFAST MEETING**, 7:00 am, Goldstein & Manello
- 16 **Building Globally," Environmental Work Around the Globe"**, 9:00am World Trade Center
- 17-20 **Conference on Contaminated Soils**, UM- Amherst, Contact: Linda Rosen 413/545-2934
- 18 **"Competitive Compensation Strategies for Billable Staff"**, Bay Conference Center, Waltham, 8:00-9:30 am., Contact: Catherine Popper 617/638-3613

PLEASE CALL AND CONFIRM MEETING DATES AND TIMES

SIGN UP NOW TO JOIN THE EBC IN OUR FIRST VISIT TO THE US DEPARTMENT OF COMMERCE, ON WEDNESDAY OCTOBER 12. The EBC Business Development Committee agency tours announces a premiere tour of the US Department of Commerce. Take note of your last memo and its explanation of DOC's significant role in environmental legislation. Help us set an interactive international agenda. If your interested, complete the following and fax back to Christy May, D/M Communications Fax (617) 461-8266 or Phone (617) 329-7799.

Name: _____ Company: _____ Phone: _____
Address: _____ Fax: _____

Additional Items of Interest

Meet the Agency-Department of Commerce

The objective of the joint program is to provide EBC companies with an opportunity to create international partnerships and identify international customers who have the need and budget for environmental services or products. During the two hour meeting US DOC will discuss the US & FCS facilitation services, worldwide networking, marketing expertise and identify possible projects. Members will be asked to give feedback on services and help develop an action plan for partnership cooperation. **October 12, 1994. 9:00-11:00 am.**

"Competitive Compensation Strategies for Billable Staff "

Join the Human Resource Committee of the Environmental Business Council and Towers Perrin for a presentation on the how-to's of creating a *compensation strategy* for your billable staff. In today's competitive marketplace, salary, and benefits are not enough- bonuses, incentives, spot awards, pay structures (such as competency versus skill-based pay) and other strategic compensation programs must be put into place in order to attract and retain a strong technical staff while maintaining competitive pricing positions on professional services. Various compensation plans and their components will be discussed. **November 18, 1994. 8:00-9:30 am.**

International Opportunities

Canada-Strathclyde Business Development of the Strathclyde Region of Scotland invites all EBC Members to use its booth, facilities and support staff at CETECH, the Canadian Environmental Exposition, October 18-20, 1994, Toronto. For more information contact Harlan Doliner at (617) 439-8900.

Korea-The World Trade Center -Chicago, the International Consulting Group, the National Association of State Development Agencies in association with the Korean Ministry of Environment, are organizing a trade mission to Korea for US firms specializing in environmental equipment. Industries targeted by the Korean government include electroplating, medical waste, chemical/petrochemical-painting, dyeing and coating industries, waste water treatment, recycling, incineration and aeration equipment. For further information contact Val Zillig or John Zukosky at (312) 467-0607.

United Kingdom-The Massachusetts Office of International Trade and Investment (MOITI) and Massport will co-sponsor a trade Mission to the United Kingdom and Ireland the week of December 10-16, 1994. MOITI and Massport will work as consultants to help participating companies penetrate the market. Interested parties should contact Victoria Mills, Assistant Director, Europe at (617) 367-1830.

World Trade-Secretary of Commerce, Ronald Brown has outlined a national network of regional and district export assistance centers to coordinate and consolidate trade finance and export marketing services. Boston will be the regional hub for New England. For more information contact Frank O'Connor, Boston Office Director, US Department of Commerce (617) 424-5990.

Employment

Public relations firm seeks *account manager* with minimum of 7 years **Environmental Communications** experience working on strategic environmental marketing communications for consumer product, envirotech and non-profit government accounts. Send resume and letter to Dawn DeRoche, Cone/Coughlin Communications, 90 Canal Street, Boston, MA 02114. EOE.

A non-profit organization seeks 2 part-time *research assistants* with good research, writing, telephone and organizational skills to assist Research Director in the functioning of the Research Department. Send resume and letter to Jobs & Environment Campaign, 1168 Commonwealth Ave., Boston, MA 02134. Attn: Research Department. EOE.