



ANNUAL REPORT 2002-2003



ENVIRONMENTAL TECHNOLOGY
ADVANCEMENT CENTRE

Enviro-Access...

...fosters the emergence and supports the development of innovative projects and companies contributing to the improvement of the quality of the environment and to sustainable development on a local, national and international scale.

ECONOMIC BENEFIT FOR 2002-2003

- ▶ 49 projects and interventions involving 109 private businesses and 28 organizations;
- ▶ 31 businesses received direct support, generating*:
 - 240 new jobs;
 - increased sales of \$47,296,000 for an average growth rate of 19.2%;
 - \$3,745,460 in export development spending;
 - \$7,508,290 in R&D and capitalization investments.

* According to a survey of 28 client companies

- ▶ 141 requests for information;
- ▶ 2,322,771 visits to Enviro-Access' Web site, an average of 193,563 per month, mainly from Canada, the United States, France, Belgium, Mexico, Great Britain, Spain, Australia, Switzerland and Italy.



Board of Directors (from left to right):

Armand Couture, I.C.I. Environnement – Nathalie H. Tremblay – Richard Royer, Kanitek – Manon Laporte, Enviro-Access – Jean-Maurice Plourde, CQVB – Claude Bégin, Fasken Martineau DuMoulin – Gérard Bouchard, Propage Créativité Marketing – Edwin Bourget, Université de Sherbrooke – Daniel Williams, Raymond Chabot Grant Thornton – Guy Fouquet, Le Groupe S.M. – Serge Pichette, Bélanger Sauvé

MEMBERS

Bélanger Sauvé – Centre québécois de valorisation des biotechnologies (CQVB) Dessau-Soprin – École Polytechnique (affiliée à l'Université de Montréal) – Fasken Martineau DuMoulin – Goudreau Gage Dubuc – Grant Thornton – Groupe Bristol Group – Praxis Stratégie Communication – GSI Environnement – I.C.I. Environnement Jacques Whitford Environnement Limitée – KPMG – Lapointe Rosenstein – Le Fonds de solidarité des travailleurs du Québec – Le Groupe S.M. – Propage Créativité Marketing – Raymond Chabot Grant Thornton – TecSult Environnement – Université de Moncton – Université de Sherbrooke – Université Laval



The Enviro-Access team from left to right, starting with the bottom row:

Madeleine Poisson, Administrative Assistant – Thomas Ryan, Eng., Project Director – Anne Samson, M. Sc., Project Agent – Alain Berrouard, M. Sc., Project Agent Danielle Gélinas, Executive Secretary – Anne-Marie Bourgeois, B. Sc., B. Sc. Soc., International Project Director François Roberge, Eng., M. Sc. A., Project Director Normand Gadoury, Eng., Montreal Office Manager Manon Laporte, B. Sc., M.B.A., President and CEO

SUSTAINABLE DEVELOPMENT TECHNOLOGY CANADA



Sustainable Development Technology Canada (SDTC) is a funding organization mandated to foster the rapid development and demonstration of innovative technological solutions that address climate change and air quality. When it was formed, SDTC received \$100 million from the Government of Canada. It planned to allocate these funds as non-reimbursable contributions for innovative projects until December 31, 2006 and to continue to distribute the funds until December 2008. During the two funding periods in 2002, SDTC received requests from more than 500 consortia for funding totalling over \$876 million representing projects valued at \$2.8 billion. As a result of this demand, the Government of Canada provided \$250 million in supplementary funding to SDTC in its February 18, 2003 budget.

Enviro-Access quickly positioned itself to assist its clients in accessing this new source of financing during the first round of funding in 2002. As a result, two of its client companies, Bio-Terre Systems and Mabarex, received more than \$2 million to demonstrate their technologies on a commercial scale.

Highlights 2002-2003



Enviroclub^{OM}

Go green,
grow profits!



As part of the Pan-American Environmental Technology Trade Show AMERICANA 2003, held in Montreal March 19–21, 2003 and organized by RÉSEAU Environnement, Enviro-Access assisted 73 Canadian businesses in meeting delegates from the Americas, Africa, Europe and Asia. Enviro-Access worked to actively recruit 88 targeted foreign delegates from 26 countries, resulting in 769 business development meetings over the three-day period. Following AMERICANA, 18% of respondents concluded agreements as a result of their participation in the International Matchmaking Forum and 70% mentioned continued negotiations which may lead to firm commitments.



“AMERICANA 2003 was a great opportunity to increase our business reputation on an international scale, especially through our participation in the Matchmaking Forum. We had several meetings with potential clients from South Africa, Saudi Arabia, Bolivia, Brazil, Malaysia and Mexico, some of which led to very interesting opportunities.”

Marcel Ayotte, President, Cansolv Technologies Inc.

“I am pleased to have benefited from Enviro-Access’ expertise in preparing an SDTC funding proposal. Financing of \$1.2 million from the Foundation was secured to accelerate the launch of a demonstration project for our innovative, highly energy-efficient process for drying sludge in the paper manufacturing sector.

Thanks, Enviro-Access!”

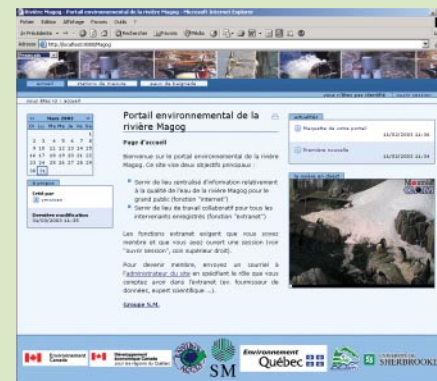
Louis Barré, President, Mabarex Inc.

In December 2002, Enviro-Access began the recruitment and coordination of four Quebec-based Enviroclub^{OM}* projects. These Enviroclubs will help 60 manufacturing firms to increase their awareness of pollution prevention and environmental management and how these can improve profitability and competitiveness. Projects to be undertaken will reduce pollutant emissions and optimize use of raw materials and energy. This initiative is financially supported by Canada Economic Development and the National Research Council Canada’s Industrial Research Assistance Program, with Environment Canada providing technical and scientific support.

* Enviroclub^{OM} is an official mark of Environment Canada.

Support for watershed water quality monitoring

Enviro-Access collaborated with Aménatech Inc. to conduct a \$175,000 feasibility study investigating the implementation of an automated management system to monitor water quality in watersheds. Such a system would allow direct, continuous, Internet-capable water quality data display. Data transmission speed would improve decision-making among water managers. The study led to the launch of a pilot project on the Magog River and initiated two research projects for the automated monitoring of innovative water quality parameters.



Project partners include Canada Economic Development, the Conseil régional de développement de l’Estrie, Environment Canada, the Ministère de l’Environnement du Québec, Université de Sherbrooke and the Regroupement des Associations pour la protection de l’Environnement des lacs et des cours d’eau de l’Estrie et du haut bassin de la Saint-François (RAPPEL).

Financial Statements

Year ended March 31, 2003

Statement of Income and Surplus

Year ended March 31, 2003

	2003	2002
	\$	\$
REVENUE		
Environment Canada	400,000	450,000
Fees	799,940	754,732
Contributions	192,357	193,879
Interest	8,486	10,561
Other revenue	6,574	10,155
	<u>1,407,357</u>	<u>1,419,327</u>
DIRECT EXPENSES		
Subcontractors	268,463	483,666
Travel expenses	26,062	18,508
Miscellaneous expenses	30,594	15,519
	<u>325,119</u>	<u>517,693</u>
NET INCOME	<u>1,082,238</u>	<u>901,634</u>
EXPENSES		
Salaries, bonuses and fringe benefits	722,637	690,771
Consultant fees	70,594	88,050
Insurance	15,648	11,049
Communication	23,174	25,872
Conventions, training and seminars	2,654	2,952
Memberships and associations	1,771	3,108
Bad debts	14,616	29,009
Bank charges	741	622
Travel expenses	16,225	20,187
Entertainment expenses	11,201	10,201
Rent	44,592	44,084
Office supplies and stationery	14,937	15,670
Advertising	20,071	19,402
Loss on sale of capital assets	-	204
Taxes and permits	6,364	6,320
Amortizations		
Computers and software	10,561	12,616
Office equipment	5,147	5,626
Leasehold improvements	2,700	6,329
	<u>983,633</u>	<u>992,072</u>
EXCESS OF REVENUE OVER EXPENSES (EXPENSES OVER REVENUE)	<u>98,605</u>	<u>(90,438)</u>
SURPLUS, BEGINNING OF YEAR	<u>449,784</u>	<u>540,222</u>
SURPLUS, END OF YEAR	<u>548,389</u>	<u>449,784</u>

Balance Sheet, as at March 31, 2003

	2003	2002
	\$	\$
ASSETS		
CURRENT		
Cash	-	62,575
Short-term investments	406,894	286,426
Accounts receivable	398,359	419,404
Prepaid expenses	29,548	17,479
	<u>834,801</u>	<u>785,884</u>
CAPITAL ASSETS	<u>47,286</u>	<u>61,632</u>
	<u>882,087</u>	<u>847,516</u>

AUDITORS' REPORT

To the Directors of Enviro-Access Inc.

We have audited the balance sheet of Enviro-Access Inc. as at March 31, 2003 and the statements of income and surplus and cash flows for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we 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 our opinion, these financial statements present fairly, in all material respects, the financial position of the Organization as at March 31, 2003 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.



Chartered Accountants

May 23, 2003

LIABILITIES		
CURRENT		
Bank overdraft	5,991	-
Accounts payable and accrued liabilities	182,467	286,307
Deferred revenue	145,240	111,425
	<u>333,698</u>	<u>397,732</u>
SURPLUS	<u>548,389</u>	<u>449,784</u>
	<u>882,087</u>	<u>847,516</u>