

JOURNAL ^{OF} Environmental Management

Practical and Current Information for Environmental, Health and Safety Professionals

ARIZONA

LESSONS FROM THE **SUSTAINABILITY** TRENCHES

WILLIAM (BILL) WILEY PG 4

New Orleans



SAEMS 2010 RCRA

PHOTO REPORT PG 6

A GHG ACTION PLAN THAT WORKS FOR ALL

DR. NICK HILD, PG 12

"GREEN CHIPS"

ADEQ Dir. BENJAMIN GRUMBLES PG 13

**IT'S TIME! Update your
Subscription Information:**

Update your free subscription
online at: www.ehshomepage.com
or call 480-422-4430 x42



A World Leader In Environmental Services and Chemical Distribution

ChemCare® is a comprehensive waste management and disposal service from Univar USA

You can depend on Univar to help you select the most economical and environmentally sound waste disposal technology available anywhere. We manage and dispose of your hazardous and non-hazardous waste products safely, quickly, and efficiently.

Univar | Phoenix

50 S. 45th Street
Phoenix, AZ 85043-3907
1-800-909-4897



Univar | Tucson

3791 E. 43rd Place
Tucson, AZ 85713-5403
1-800-909-4897



For more information, please call us or visit our Web sites
www.univarusa.com or www.chemcare.com



© 2010 Univar USA Inc. All rights reserved. Univar, the Univar logo, the hexagon, ChemCare, and the three barrel logo are registered trademarks of Univar USA Inc.

Airtech Environmental Laboratories



TO-15 VOC Air Lab
including modified methods
BTEX, Gasoline & Jet Fuel Range,
Naphthalene, Sulfides, and LEED™ TVOC's

Soil Vapor Extraction (SVE),
Landfill Gas, Vapor Intrusion
Indoor Air Quality (IAQ)

On-site consulting available

On-site soil air sampling
meets DEQ requirements

Low Volume Purge Pump Rentals

High Canister and Flow
Controller Inventory

Most experienced
TO-15 lab staff in AZ

AIR IS ALL WE DO.

OUR GOAL IS TO SET THE STANDARD
IN AIR SAMPLING AND ANALYSIS.

www.azairlab.com

4620 East Elwood Street, Suite 13 Phoenix, Arizona 85040 Phone: (480) 968-5888

BELFOR ENVIRONMENTAL

**Providing the
Finest in
Environmental
Service**

- 24 hour emergency spill response
- Soil remediation
- Storage tank cleaning and removal
- Vapor extraction system installation
- Asbestos abatement
- Waste management
- Bulk chemical transfer
- Industrial decontamination
- Lab packing



Offices in Phoenix, Denver, Atlanta, Portland,
Colorado Springs 480-632-2119 800-930-0011

BELFOR

JOURNAL OF Environmental Management

Contents ARIZONA

June / July 2010

Volume 8 Number 3

FEATURES AND ARTICLES

4 LESSONS FROM THE SUSTAINABILITY TRENCHES

WILLIAM (BILL) WILEY

6 SAEMS RCRA 2010 PHOTO REPORT

COLUMNS

8 IT'S ALL ABOUT CHEMISTRY

SUSTAINABLE WATER USE, LARRY OLSON, PHD.

12 SUSTAINABILITY AND SUSTAINABLE DEVELOPMENT

A GHS ACTION PLAN . . . , NICHOLAS R. HILD, PHD.

13 FROM THE DIRECTOR, ADEQ

"GREEN CHIPS", ADEQ DIRECTOR BEN GRUMBLES

10 REGULATORY DEVELOPMENTS

RIP, MATT JACOBS MICHAEL C. FORD, ATTORNEY

14 PROSPECTING: FOR ENVIRONMENTAL BUSINESS

SALES PERSON TO SALES MANAGER, JOE C. HOLMES, ATC ASSOCIATES

DEPARTMENTS

3 FROM THE EDITOR

9 NEWS BRIEFS

10 ASSOCIATIONS PAGES

15 OBITUARY: MATTHEW (MATT) JACOBS



Proudly serving clients since 1976



CONESTOGA-ROVERS
& ASSOCIATES

Environmental
Water / Wastewater
Compliance / Permitting
Construction / Design-Build
Brownfield Redevelopment
Hydrogeology

4050 East Cotton Center Blvd., Suite 49
Phoenix, Arizona 85040
Phone: (602) 749-9400 Fax: (602) 749-9500

1670 East River Road, Suite 100
Tucson, Arizona 85718
Phone: (520) 623-9221 Fax: (520) 623-3065

REGISTERED COMPANY FOR
ISO 9001
ENGINEERING DESIGN

3,000 Staff in 90+ Offices

www.CRAworld.com

Worldwide Engineering, Environmental, Construction, and IT Services

From the Editor



Sadly, our Arizona environmental community has lost several leading members over this past year, and once again, all too soon, we are experiencing the loss of an outstanding member of our community. Matt Jacobs, environmental manager at Belfor Environmental, and board member of AHMP Thunderbird, has recently passed away. His loss was deeply felt and he will be missed (please see pages 14 & 15).

Several environmental events are coming up soon. The AMC Environmental & Sustainability Summit will be held in Prescott, August 11-13 (see back cover). The 2010 Arizona Hydrological Society Symposium will be held in Tucson, September 1-4 (see page 9). And the SAEMS annual P2 Sustainable Growth seminar will be held in Tucson, September 23rd, with a golf tournament following on September 24th (see ad, this page).

How long has it been since you contributed an article to the Journal? If it's been a while, please consider writing an article or column. It's a great way to help other Arizona professionals by sharing your experience, and also lets readers know who the experts are when they need to seek out more information.

As always, thank you to our authors and columnists for your contributions, and especially to our advertisers who make this Journal possible.

Sincerely,

Jim Thrush, M.S. Environmental Management

Journal of Environmental Management Arizona
EDITORIAL Publisher & Editor: James Thrush, M.S. Env. Mgt., jimthrush@cox.net or 480-422-4430. **SUBSCRIBE:** ehshomepage.com or 480-422-4430. **RATES** FREE to qualified EHS Professionals; others call. **MAILING ADDRESS:** JEMA, 3145 E. Chandler Blvd., Suite 110-641 Phx, AZ 85048. **ADVERTISING:** 480-422-4430 x42. Published 6 times/year. Copyright ©2010 by JEMA. All rights reserved. **LEGAL DISCLAIMER:** Information presented in JEMA originates from sources presumed to be accurate and complete. Due to the rapidly changing nature of regulations and the law and our reliance on information provided by various sources, we make no warranty or guarantee concerning the accuracy or reliability of the content of JEMA. Readers are encouraged to contact authors, agencies, and advertisers directly for verification/clarification. Content for informational purposes only, and should not be considered legal or professional advice. Consult your legal counsel or environmental consultants for advice. **WARNING:** Serious legal, environmental, and/or safety consequences can result from non-compliance with environmental and safety regulations and standard safety, environmental, and professional practices.

COVER IMAGE: GULF OIL SPILL CREEPS TOWARDS NEW ORLEANS. NASA SATELLITE PHOTO APRIL 29, 2010. COURTESY OF NASA EARTH OBSERVATORY



Save The Dates!

September
23 & 24

P2 Sustainable Growth to Reduce Our Carbon Footprint

Thursday, September 23rd

Manning House - Tucson

1st Annual Golf Tournament

Friday, September 24th

Reid Park, Tucson

Speakers and Sponsors are Welcome!

If you would like to be a speaker please contact:

Pamela Beilke at (520) 720-2114 or PBeilke@ApacheNitro.com

If you would like to be a sponsor or for information contact:

Heather Shoemaker at (520) 770-1789 or hpshoemaker@terracon.com

If you would like to be a sponsor or for additional information on the golf tournament contact:

Fred Narcaroti at (520) 577-7600 or fnarcaroti@ninyoandmoore.com



Lessons from the Sustainability Trenches



14 Tips To Achieve Sustainability

by William (Bill) Wiley

With “sustainability” the latest craze in all sectors of our society, what are some of the key lessons to consider as an organization moves forward on this journey? These lessons come from my last four years as a practitioner at a mid-size utility, but they are also based on interaction with companies throughout the country. The tips are not comprehensive, but are intended to make you aware of some of the opportunities and pitfalls of this process. *Note: this article presumes a broader definition of sustainability which includes economic vitality, environmental performance and social commitment. If you are not financially viable, you cannot be sustainable!*

1. Obtain real support from the CEO

Without real support for the effort you will not be able to entrench the concept within the company. At best you will have an initiative with a limited lifetime. Corollary to this concept is that with change in the CEO, anticipate change in support.

2. Baseline yourself against your competitors

This provides the justification for going forward as well as identifying your company's key areas of weakness. As a best practice, you must also benchmark overall sustainability leaders, as your industry or agency will be heading there soon.

3. Choose a few critical but important metrics to track and set stretch goals

Setting unimportant metrics hurts your credibility, while soft goals such as “reduce our footprint” or “value our employees” do not convey real action.

4. Create a good corporate responsibility report

Look at Global Reporting Initiative (GRI) guidelines and develop responses for those significant to your organization.

5. Create buzz!

Early visible actions are critical to get momentum and credibility for your program. So find those low hanging fruit and publicize them internally. Make sure these are more than environmental or you will brand your program as just “green”.

6. Provide interactive mechanisms for employees (and other stakeholders if your lawyers allow)

Blogs, discussion boards, internal websites, etc. will encourage ideas and actions. Make sure you track results, and be as interactive as possible. Consider a Facebook site and Twitter account.

7. Be prepared to deal with the myths and misconceptions

Address paper vs. plastic, local vs. worldwide, Prius vs. Hummer, etc. A good basic reference is the Consumer's Guide to Effective Environmental Choices by the Union of Concerned Scientists. Note you can never win these arguments, but you can set a framework for discussion on more meaningful items.

8. Have things everyone can do

To engage your employees make sure you have simple things that they all can do. So have them turn off monitors, participate in volunteer activities, as well as work on their personal health. These are just as important as major construction activities that reduce GHGs or water use or large PR campaigns.

9. Integrate sustainability into to your organization's business plan

If not, your sustainability program will not be taken seriously.

10. Think outside the box

What really do you provide your customers? Do you have to have a physical office to serve them? Likewise are there new IT technologies that can increase your efficiency or reduce emissions?



RECOVERING TODAY'S RESOURCES FOR A CLEANER TOMORROW

We specialize in the treatment of non-hazardous liquid waste through physical separation, chemical treatment, biological treatment and sludge de-watering technologies.

- Waste disposal solution that is both economical and environmentally sound.
- On-site laboratory for profiling waste / sample technicians.
- After treatment, reclaimed water is returned to Arizona.
- Manage liquid waste for thousands of clients including some of Arizona's largest companies.
- Ask us about a cost effective alternative to your current waste disposal method.

liquid

ENVIRONMENTAL
SOLUTIONS

Call Us Today
602-278-3442
www.liquidenviro.com

11. Understand Life Cycle Analysis (LCA) or Life cycle thinking and "Sustainability Return on Investment" (SROI)

You will need to use these concepts to be successful. Note that where you set your boundaries (i.e. your fence) for LCA is critical. While SROI for your project may not meet your organization's normal standards, it should show at least a reasonable payback period.

12. You will meet resistance!

People are "too busy", it's a "waste of money", or they are unwilling to change, etc. So, develop/leverage the real leaders in your organization. These can be a janitor, a mid manager, a techno-nerd or a secretary. Also, use new employees. They already embrace these concepts and will energize others to act.

13. Engage your stakeholders in your Journey (even your critics)

They may see all your warts, but can also be your best allies in times of crisis. People will support you if they were part of the plan.

14. Perseverance

It isn't easy, especially when it requires culture change, but change does happen.

In an upcoming article I will review some of the common mistakes made in the pursuit of sustainability.

References:

Brower, PhD, Michael and Warren Leon PhD. 1999. The Consumer's Guide to Effective Environmental Choices, Practical Advice from the Union of Concerned Scientists. Three Rivers Press, NY, NY.

William (Bill) Wiley P.E. was Senior Manager for Sustainability for Arizona Public Service Co. from 2007 through 2010. He is also adjunct professor for University of Phoenix, teaching science and ethics classes. From 1991 through 1994, he was Deputy Director of the Arizona Department of Environmental Quality. He is registered Professional Engineer in Arizona and has several publications on water, business process improvement and environmental management. Bill can be reached at wileywun@gmail.com.

7 Terminals
throughout the
Western states



Hazardous/Non-Hazardous Transportation
Environmental Remediation Services
Waste Management
Emergency Response Services - 24 Hrs



3045 South 51st Avenue, Phoenix, AZ 85043
602-278-6233 800-833-7602 Fax: 602-278-2884
www.mpenviro.com

Environmental, Health & Safety Seminars

See website for Course
Schedule, Class Descriptions,
and Registration Fees
www.poly.asu.edu/seminars/



OSHA, DOT, and EPA COURSES

Courses provided include:

- HazWOPER (40-Hr. & 8-Hr. Refresher)
- Hazardous Materials Transportation (49 CFR & IATA, Initial & Refresher)
- RCRA Regulation & Compliance (Initial and Refresher)
- Clean Air Act Regulatory Compliance
- Water Quality Laws & Requirements
- Emergency Response Technician Level
- EPA Method 9 (Smoke School)

Please contact Chad Geelhood (480) 727-1869 for
information on site specific courses. For registration
information please contact Denise Kolisar @ (480) 727-1825

Register online @ www.poly.asu.edu/seminars/

Providing regulatory compliance training courses for more than 20 years

ASU ARIZONA STATE
UNIVERSITY
POLYTECHNIC CAMPUS



More than remediation.

Asbestos, Lead and Mold Assessments
Property Condition Assessments
LEED™ Services
Industrial Hygiene Services
Geotechnical Engineering
Construction Materials Testing

PHONE: 480-894-2056



www.atcassociates.com



SAEMS 2010 RCRA



Over 140 environmental professionals gathered for the 2010 SAEMS RCRA Seminar at the Manning House in Tucson on May 20th. This seminar provides an annual update on RCRA related regulations and practices, with an opportunity for attendees to interact with and question regulators and other professionals, as well as listen to presentations on a range of current topics.

Vendors displayed their services at booths set up outside the presentation room, and interacted with current as well as potential clients.

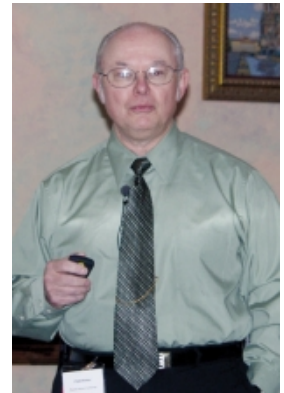
Speakers included Dave Mack (SAEMS RCRA Co-Chair), who both welcomed attendees in the morning and provided closing remarks at the end of the day; Fred Brinker (Tucson Airport

Authority, *see photo at right*), speaking on RCRA



Basics; Aleks Woodroffe (ADEQ), with a regulatory RCRA update; Mrs. Green (Mrs. Green's World), Keynote Speaker and Radio Show Host; Dana Barka (RBRC Call2Recycle) on recycling Batteries and Cell Phones; John Wisner (Pima County), on Local Emergency Planning Committees; Don Meeker (Integrity Automotive), on the Green Business Automotive Program; Dale Suter (City of Tucson), on Storm water and the Pollution Prevention program; and Dirk Berard (Honeywell), and Henry Darwin (ADEQ) speaking together on "Building a Productive Regulatory Relationship: An Arizona Example".

The 2010 RCRA Seminar is organized each year by



REMEDIATION | TRANSPORTATION & BIN SERVICE

CT

Chemical Transportation inc.
ENVIRONMENTAL SERVICES



Your partner on the road to a Cleaner Tomorrow

ct-environmental.com

PO Box 397	1945 E. Jackson St.	400 Inglewood Dr., Suite E
Rillito, AZ 85654	Phoenix, AZ 85034	El Paso, TX 79927
800-362-4952	833-444-7077	888-999-2260
tel: 520-624-2348	tel: 480-784-4833	tel: 915-860-1161
fax: 520-682-3509	fax: 602-275-1666	fax: 915-860-1401

INDUSTRIAL SERVICES | WASTE MANAGEMENT



SAEMS volunteers, who have worked hard to put on a great conference, as usual! Committee members include: David Mack, Co-Chairperson; Lisa Cuestas, Co-Chairperson; Tim Alvarado; Ken Asch; Pamela Beilke; Frank Bonillas; Craig Boudle; Jeff Christensen; Derek Koller; Carlos Lopez; Gerardo Mayoral-Pena; Barb Ricca; Catherine Schladweiler; Heather Shoemaker; Sarah Sillman; and Thomas Sisterman. For more information visit www.saems.org.



REPUBLIC SERVICES

Republic Services is an industry leader in Special / Industrial Waste disposal.

We service a variety of industries including: mining / mineral processing, automotive / transportation, food beverage, pharmaceuticals, power generation, refining, reclamation / remediation, construction / demolition, chemical processing and military as well as general manufacturing.



Arizona Office
623-241-8427

Visit our websites at:
www.specialwaste.info
www.republicservices.com

GREEN ARIZONA

Arizona Environmental Strategic Alliance Sponsors Educational Youtube Video Contest

On Wednesday, May 12th, Green Arizona Youtube Video Contest winners and their families gathered with Alliance members and judges for a viewing of the Youtube video finalists and for the presentation of awards. Contestants from across the state participated by selecting an environmental issue from five categories, and explaining in a video how they (or we) could improve Arizona's environment. First prize in both the Adult and Youth categories was \$1000, 2nd Prize was an Apple I-Pod Touch, and Honorable Mentions

received a \$50 Gift Card. Links to the winning videos can be found on the Alliance website (www.azalliance.org, click on the Green Arizona link at the top right). For more information contact the Alliance at 480-422-7392.



ABOVE: Left to right: Dominic Esposito, Elena Pierson, Austin Michaels, Devon Wilcox, Brian Cagle, Ian Dokie, Edwin Ramos, Danielle Wells. FRONT, Left to Right: Matt Wells and Jacob Wells.



WWW.KARYENVIRONMENTAL.COM

ROC151767 L-05 ROC218820 C-05

24 Hour Emergency Spill Response

Phone: (480) 945-0009

Fax: (480) 945-8599

- Emergency Response • Soil Remediation • Lab Packing
- Training, Including: HAZWOPER; RCRA; and Confined Space
- Asbestos, Lead, and Mold Abatement • Confined Space Rescue Certified
- Temporary Technical Personnel • Clandestine Drug Lab Remediation





Larry Olson, PhD.

It's All About Chemistry

Sustainable Water Use

In the previous column we discussed the fact that as much as 2/3 of the world's population could be living in areas of moderate to high levels of water stress by 2025. More than 5 billion people will be living in urban areas by this time. How will we adapt to that new reality? We looked at some innovative new technologies for water purification, but the fact is that other strategies such as conservation and reuse need to be employed as well.

In communities that have reached the limit of the readily available supply, water reclamation by treatment of wastewater or other non-potable sources can extend existing drinking water sources. The key is that in many places we can no longer afford to use water just once. We need to preserve the highest quality sources for drinking water and use alternative sources for purposes that don't require the same level of purity. At the individual household level, this could be gray water collected from washing machines, bathtubs, showers or sinks as distinguished from black water from toilets, dishwashers

and kitchen sinks that cannot be reused. Gray water can be used for landscape irrigation, but needs to be done in such a way that does not create droplets or mists and keeps the water from contact with anything intended for human consumption. On a larger scale, examples of water reclamation sources include irrigation tailwaters, industrial process waters, and poor quality groundwater as well as municipal wastewater discharge. The goal is to match the level of treatment of these water sources to their intended use and not to use a higher quality of water than is necessary.

The 2004 EPA Guidelines for Water Reuse showed that four states (Florida, California, Texas and Arizona) account for the bulk of water reuse in the United States, which was 1.7 billion gallons per day in 2004. Direct reuse as potable water is not practiced in the U.S. but other options could be agriculture and landscape irrigation, industrial cooling water or boiler make-up water, industrial process water, fire protection, groundwater recharge, regeneration of wetlands habitat, or injection to prevent salt water intrusion into potable water aquifers. Palo Verde Nuclear Generating Station, outside of Phoenix, is one of the best examples of such reuse in the world, utilizing some 20 billion gallons of treated effluent each year.

The Arizona Department of Environmental Quality has established 5 classes for reclaimed water (A+, A, B+, B, and C) with Class A required for applications where human contact is likely. Blending reclaimed water with other sources can allow for different reuse applications. Reuse in urban areas generally requires secondary treatment, filtration and disinfection. Contaminants of concern in reclaimed water include pathogens, Total Dissolved Solids, pharmaceuticals and health care products, salinity, metals, nitrogen and other nutrients.

In 1995, 65% of total global water withdrawal for human use was for irrigation. In the United States, agricultural irrigation is estimated to represent 40% of the total water demand, although in California it is more than 80%. This makes agriculture a prime target for new methods of water conservation or reclamation and reuse.

Groundwater recharge can take either surface waters or wastewater and store it in aquifers. There is a natural *in situ* mechanism for water purification, but our knowledge of the fate of contaminants in groundwater recharge is limited and the potential exists for contaminating existing aquifers. The Aquifer Protection Permit Program requires a permit from ADEQ before treated wastewater can be used to recharge an aquifer.

For more than thirty years Arizona has been a national leader in managing the quality and quantity of groundwater. Given all the controversy Arizona has garnered in recent weeks, it is nice to be known for something so innovative and far reaching.

An advertisement for RED J Environmental. It features a large white Kenworth dump truck in the foreground. In the background, there's a smaller white truck and some industrial equipment. The text 'RED J Environmental' is prominently displayed in a stylized red font. Above it, a tagline reads 'Providing Environmental & Waste Management Solutions'. To the right, contact information for Phoenix and Northern Arizona offices is listed, along with a list of services including Vacuum Truck Services, Roll-Off Containers, Hazardous Waste Disposal, Waste Transportation, Remediation Services, Dry Well Cleaning, and Soil Excavation. A 'GSA Contract Holder' logo is also present.

Providing Environmental & Waste Management Solutions

RED J Environmental

Phoenix Office:
1465 N. Fiesta Blvd., Ste. 106
Gilbert, AZ 85233
(480) 557-7371

Northern Arizona Office:
P.O. Box A
Joseph City, AZ 86032
Toll Free: (877) 571-0313

**Vacuum Truck Services
Roll-Off Containers
Hazardous Waste Disposal
Waste Transportation
Remediation Services
Dry Well Cleaning
Soil Excavation**

GSA Contract Holder

Larry Olson, PhD., Associate Professor, Arizona State University Environmental Technology Management Program. Dr. Olson holds a Ph.D. in Chemistry from the University of Pennsylvania, and is an environmental chemist with interests in remediation technologies and international env. mgmt. He can be reached at 480-

News Briefs

Fundraising Efforts Underway for Injured Former Member of ADEQ Border Program

❖ In November of 2009 Craig Tinney, a member of the Border Program for the Arizona Department of Environmental Quality was in a serious motorcycle accident. Craig has a high level spinal cord injury and is now a quadriplegic, with no feeling below his neck.

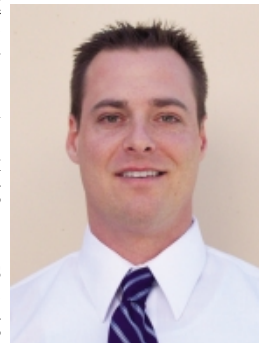
Throughout his career as a professional engineer in Arizona for over 20 years, Craig has assisted many rural communities develop water and wastewater infrastructure projects. Since 2001, with ADEQ and the Arizona Water Infrastructure Financing Authority (WIFA), Craig has helped communities identify their water and wastewater needs, develop proposals, and secure funding for construction. He has provided technical assistance for design, contracting, and construction as well as helped troubleshoot operation and maintenance problems. In the nearly 10 years that he has partnered with EPA's Water Border Infrastructure Program, Craig has helped guide 16 projects costing \$230 million and benefiting over 500,000 residents of the Arizona-Sonora border region through development and construction. Most notable has been Craig's devotion and tenacity with the projects to revive the Santa Cruz River. From new wastewater services in Yuma to arsenic treatment for Benson, Craig's selfless commitment resonates throughout the region. Craig's positive outlook on this major change in his life is an inspiration to his wife Jackie, his two daughters Leah and Ariel and his friends and co-workers. However, the financial hardships associated with this type of disability including making his house wheelchair accessible, getting special healthcare equipment, finding a vehicle equipped with a wheelchair lift, and finding caregiver help among other things is daunting. If you would like to contribute a check can be written directly to Jackie Wohl (Craig's wife), 5948 E. Third Street, Tucson, AZ 85711. This is not



tax deductible, however Craig and Jacquie will keep all of the donation. Or, if you prefer your donation to be tax deductible you can send a check to: NTAF Southwest Spinal Cord Injury Fund; in the Memo section put: In honor of Craig Tinney. Mail to: NTAF, 150 N. Radnor Chester Road, Suite F-120, Radnor, PA 19087. Craig and Jacquie will get the amount minus a 4-7% surcharge. Any donation would be most appreciated. NTAF contacts is Jerry Weinert, 520-731-6001, jrweinert@cox.net. Background information for this article was provided courtesy of Philip Amorosi, ADEQ.

Ninyo & Moore Appoints Engineers

❖ Ninyo & Moore Geotechnical & Environmental Sciences Consultants recently announced the appointment of **Bradley Sohm, E.I.T.** as **Project Engineer – Air Quality Specialist** in the Phoenix office. Bradley will be responsible for management of air quality and other compliance related projects, mentoring staff, and assisting with development of new client relationships. "Mr. Sohm brings to the firm more than six years of practical air quality consulting experience," noted Dwight Clark, Environmental Division Manager of Ninyo & Moore. "Bradley's experience includes various aspects of air quality permitting and compliance at ethanol plants, refineries, manufacturing facilities, and electric utilities. His air quality expertise will enhance our current air quality practice and broaden our service capabilities across the firm." Before joining Ninyo & Moore, Bradley provided air quality and environmental assessment and compliance services at URS Corporation. He can be contacted at 602-243-1600, Ext. 6293 or by email at bsohm@ninyoandmoore.com.



Ninyo & Moore also recently announced the appointment of **Michelle Fowler, P.E., as Senior Engineer** in the Phoenix office. Michelle will be responsible for management of public and private sector environmental projects including due diligence assessments, soil and groundwater characterization and remediation, and facility permitting and compliance. "The addition of Ms. Fowler to our environmental group further strengthens our ability to meet client needs and our commitment to provide high quality consulting services," noted Dwight Clark. "Michelle has over 20 years professional experience in Arizona. Her comprehensive knowledge of the local regulatory environment will greatly benefit our team and our clients." Before joining Ninyo & Moore, Michelle managed due diligence, subsurface assessment, and environmental compliance efforts at Scott, Allard & Bohannon, Geotechnical and Environmental Consultants, and Western Technologies, Inc. Michelle can be contacted at 602-243-1600, Ext. 6260 or by email at mfowler@ninyoandmoore.com. For more info, visit www.ninyoandmoore.com.





www.cartercare.com/care

- * Hazardous Waste Management
- * Pollution Prevention Programs
- * Environmental Consulting / Regulatory Support
- * Waste Reduction / Recycling Equipment
- * Compliance Audits / Training

(520) 323-1100
715 N. Belvedere Ave., Tucson, AZ 85711




September 1st - 4th, 2010

2010 Arizona Hydrological Society Symposium
Co-hosted with the International Association of Hydrogeologists

**Dryland Hydrology:
Global Challenges
Local Solutions**

Westin La Paloma, Tucson
www.hydrosymposium.org





Associations Pages

The Journal of Environmental Management Arizona invites environmental, health and/or safety organizations in Arizona to contribute news articles about their associations. Contact the editor at 480-422-4430 x42.



www.azhydrosoc.org

The three chapters of AHS have each awarded their 2010 intern-scholarships: the Phoenix chapter awarded Matthew Monte, ASU, the Herman Bouwer Intern-Scholarship, the Flagstaff chapter selected Mary Carson, NAU, the Flagstaff Intern-Scholarship, and the Tucson chapter awarded David Bernard, U of A, the Leonard Halpenney Intern-Scholarship out of a record number of applicants. In June the scholarship committee will select three recipients for AHS' traditional scholarship, which will be awarded at the annual symposium.

And speaking of the annual AHS Hydro Symposium, planning is reaching a fever pitch. This year's symposium is being held September 1-4, 2010 at the Tucson Westin La Paloma with support of the International Association of Hydrogeologists (IAH). Technical Program sessions include Regional water planning, Hydro-philanthropy, and western Arizona/Lower Colorado River. There are still a few exhibitors spaces available so please visit our symposium web site at www.hydrosymposium.org/ and sign up today! Registration is open!

On July 10th The Flagstaff Chapter is hosting a field trip - Hops, Stops, Lakes and a Dam BBQ, 2010: Hydrology, Geology, Forest and Watershed Health of Mormon Lake and Lake Mary Area. Please check www.azhydrosoc.org for additional details.

Christine O'Day
Executive Director



www.EPAZ.org

Those attending our April luncheon meeting were informed how to protect against costly violations of the Toxic Release Inventory requirements. Mike Ford, of Polsinelli Shughart PC related experiences with this sometimes challenging environmental reporting obligation, including actions to take to prevent getting entangled in an enforcement action.

During our May meeting, Greg Dozer of Four Corners Environmental and Brian Jones of ADEQ gave presentations on the on-going concerns and compliance obligations regarding asbestos. Contrary to popular opinion, asbestos-related illnesses continue to rise. Many products on the market today contain asbestos. Consequently, the need to take precautions when working with demolition and renovation of structures is still valid.

EPAZ normally holds monthly luncheon meetings on the 2nd Thur. of the month from 11:30 am to 1:00 pm. at the SRP PERA Club. However, for July we are planning to meet in Flagstaff for our traditional northern Arizona get away. For details and reservations, please go to our website. EPAZ also gathers on the last Wed. of the month for a casual cocktail mixer at various locations throughout the valley. Visit our website to find the location of our next mixer or contact Mannie Carpenter at (480) 829-0457.

Mannie Carpenter
President



www.awma-gcs.com

AWMA Grand Canyon Section (AWMA-GCS) heard from Eric Massey, acting Deputy Director of the Air Quality Division at the Arizona Department of Environmental Quality, at their annual meeting held on May 20 at SRP. Massey presented an overview of recent accomplishments and challenges, as they pertain to the Air Quality Division of ADEQ.

The next AWMA meeting is tentatively scheduled for Thursday, September 23 at noon. Professor Jean Andino from ASU will speak on waste-to-energy research. Please check our website for additional information on meetings and for membership information. Also, feel free to contact Darcy Anderson at darcy.anderson@redhorsecorp.com or 520-360-2641 with questions or suggestions for meeting topics.

Darcy J. Anderson
Chair



www.azchamber.com

The Arizona Chamber of Commerce and Industry and the Arizona Manufacturer's Council's Environment Committee's May 12th breakfast meeting focused on new fees being proposed by the Arizona Department of Environmental Quality. Henry Darwin, ADEQ Deputy Director, and Jeff Gray from R & R Partners addressed the group on new fees and significant increases in existing fees for registrations and permits that the agency is proposing as part of legislative action taken this year to cut state expenses. Those involved in seeking or maintaining registrations and permits from ADEQ are urged to go ADEQ's web page to review the proposed fee increases.

The Arizona Chamber and Manufacturer's Council has scheduled its 2010 Environmental and Sustainability Summit for August 12, 2010 at Embry Riddle University in Prescott, Arizona. This event will consist of an evening reception on August 11th, a full day of presentations and speakers on August 12th and a golf tournament on August 13th. Speakers will include senior officials from ADEQ addressing current issues and trends at the agency. Those interested in attending, or sponsoring can go to http://www.azchamber.com/events/view_event.cfm?ID=77 for more information.

Jeff Homer
Co Chairman
Environment
Committee



American Society of Safety Engineers

Janet Gallup, CSP, was selected as the 2010 Safety Professional of the Year (SPY). Gallup was honored at the group's Annual Awards banquet on May 21 at the Biosphere near Tucson. Ms. Gallup

is a strong advocate for all safety professionals, and is an outstanding role model and resource for women in safety. She maintains a strong commitment to furthering safety behavior on and off the job. She is a certified instructor for Traffic Survival School, and CPR/First Aid/ AED. She has organized numerous classes for the group, including fall protection training, and has spoken at numerous safety events on Fleet Safety and how to be a safety professional. Gallup will become the President of the organization July 1, 2010. She was previously president of the group in 2003 and currently holds the office of Vice President. Gallup consistently demonstrates a commitment to safety through her words and actions. Ms. Gallup is employed by Metro Water District.

Shari Di Peso
Secretary



www.eia-az.org

The Environmental Information Association would like to extend a warm invitation to attend our free asbestos seminar July 16 in Prescott and Show Low August 20th. What better way to beat the heat and gain some knowledge? The seminars begin at 8 am and end at 4 pm with continental breakfast and lunch provided. The topics presented are informative, regulatory based, and often times presented by the State regulators. The seminars are interactive and should be attended by property owners, building/property managers, general contractors, school representatives, municipalities, and commercial and multi-residential owners.

Please visit our web site at <http://www.eia-az.org> or call 602-437-3737 ext. 123 for information on all upcoming events sponsored by EIA-AZ and for membership and sponsor opportunities. We encourage participation from members and non-members (environmentally concerned community) involvement with our outreach programs.

Vicky Aviles
Past President



AHMP
Thunderbird

www.thunderbirdchmm.org

Earth Day - A Day of Service - The Salt River Pima Maricopa Indian Community (SRPMIC) refers to Earth Day as "a special day of service". On April 24th, volunteers planted native trees and shrubs, removed trash from structures and roadways, and collected household hazardous waste from residents in the community.

Among them were Thunderbird Chapter volunteers helping to unload cars, trucks and vans of household hazardous material at SRPMIC's annual HHW collection. The Housing Department alone canvassed over 200 homes, sending a parade of vehicles filled with pesticides, oil, fertilizer and other materials. The HHW collection and Earth Day celebration and education have become popular in recent years. "I'm happy to get the participation," said Mark Aaron, Senior Environmental Specialist. "The message gets out

and I hear people talking about it. Thanks to the Thunderbird Chapter for their help."

Any time, Mark. Community volunteering is foundational to the Thunderbird Chapter as well as to the AHMP nationally. To help new members, the Chapter recently voted to pro-rate first year dues, and that benefit is available now. For more information, contact Mike Ford at MFord@Polsinelli.com.

Jeff Page
CHMM
Board Member



www.AzBAS.net

Arizona Businesses for Advancing Sustainability has recently approved a new membership structure. The association which was previously open only to larger corporations has now established an affiliate membership. Affiliate memberships are open to private consultants, law firms and NGOs or academic institutions dedicated towards advancing sustainability through business. As an affiliate, members can attend AzBAS's quarterly educational forums and participate in the organization's various committees. Opening up the association to include affiliate members provides a larger perspective on sustainability for all different viewpoints.

The next AzBAS meeting will be held on June 10, 2010. Individuals interested in learning more about AzBAS and how it can help your company are encouraged to join us. Please see our website for more information.

Richard Condit
Chair



www.seshaonline.org

The Annual SSHA Symposium held in Scottsdale on April 26-29 was a huge success! The attendance numbers to the Professional Development Courses and Symposium Sessions exceeded the expectations of SSHA Board Members. If you missed it this year, you can attend next year in Scottsdale AZ. The Board decided to hold it again locally due to it's high attendance numbers. The Arizona local chapter of SSHA is changing it's leadership team. I served as President, Dave Yost from ASU served as Vice President and Bonnie Peralta was our Secretary for a full term and more! Leadership team volunteers came forward and have been chosen. Geetha Ks from Intel is our new President. Vicky Aviles

from Western Technology is our new Vice President, and Deb Techmer from Freescale is our new Secretary. The transition will occur over the summer months. Stay tuned for our next Chapter meeting and Mini-conference coming in the Fall of 2010. Enjoy a safe summer vacation!

Christine Pomeroy
President



Arizona
Environmental
Strategic
Alliance

www.azalliance.org

We have just completed a very busy month at the Alliance. Our Green Arizona Committee hosted the Green Arizona Educational Youtube Video Contest Awards Ceremony on May 12th. Held at the APS building in Phoenix, 8 winning contestants and their friends and family gathered with Alliance members and contest judges to view the finalist videos and receive awards. Both adults and youth from across the state participated in the contest by selecting an environmental issue from a list of categories, and creating a Youtube video demonstration how Arizona's environment can be improved. The videos were very creative. Awards ranged from \$50 Gift cards to a \$1000 check for first prize in both Youth and Adult categories. You can view the winning videos and a list of the contest winners on the "Green Arizona" page of our website.

Ray Saracino recently replaced Tom Kelly as the EPA Region 9 representative serving on the Alliance Advisory Council. At our May meeting, Ray provided members with a detailed update on the EPA's GHG Tailoring Rule. For more information on Alliance activities please contact us at 480-422-7392.

Matt Conway
Chair




Valley Forward

www.valleyforward.org

Those 100+ degree days are upon us and while Arizonans lavish year-round sunshine, what we desperately need is shade! Trees and the shade canopy coverage they provide are a natural solution to the Urban Heat Island and would significantly enhance the livability of our desert region.

It seems pretty basic and logical but we haven't



2445 N. Coyote Dr., #104
Tucson, Arizona 85745
520 882-5880
Fax 882-9788
www.turnerlabs.com

- Drinking Water, Waste Water, Hazardous Waste, Compliance Testing
- Inorganic, Organic, Microbiological Analysis
- MBE/WBE/SBE Laboratory
- Waste Water Sampling Services

TURNER LABORATORIES, INC.
A Full Service Environmental Laboratory
Celebrating Over 26 Years in Tucson

done a stellar job in creating walkable communities featuring trees and shade structures, which are not only aesthetically pleasing but also benefit the environment. For each 10,000 shade trees planted in the Phoenix area, carbon dioxide emissions from power plants would decline by about 15,000 metric tons over a 30-year period, according to a study by Western Resource Advocates.

Our city codes and ordinances should be updated to include tree protection and replacement programs. Landscape installations should be required to conserve our unique environment and precious natural resources.

A healthy environment leads to healthy lifestyles. Let's encourage our children to unplug from their electronic gadgets and plug into nature by planting more trees, community gardens and demonstration projects. Sustainability is not just a buzzword to today's modern day tree huggers but a defining adjective for our generation.

Diane Brossart
President





Hazard Prevention Institute (HPI)
Safety, Environmental & Emergency Management Solutions

Miguel A. Rodriguez
President

Training & Consulting Services

Office: (520) 887-0355
Cell: (520) 440-1352
Fax: (520) 887-0180; Toll Free: (800) 915-2492
E-mail: miguel@hazardprevention.com
Website: www.hazardprevention.com



Environmental Response, Inc.
A Wholly Owned Subsidiary of Spray Systems Environmental
Arizona Contractor's Licenses B-General ROC 130187, ROC AE-101060, ROC C05-101110, EPA-Haz. Materials Trans. Lic. # AZ0000303032

- 24-Hour Emergency Response
- Soil Remediation
- Hazardous Waste Trans. & Disposal
- Facility Decontamination
- Lab Packing
- Excavation and Demolition
- Mold Remediation
- Lead Abatement
- Landfill Closure
- Household Haz. Waste Collection Events
- Vapor Extraction System Installation
- Brownfields Remediation

www.spraysystemseri.com
2202 W. Medtronic Way, Suite 108, Tempe, AZ 85281
Arizona 24 Hours (480) 967-2802



Sustainability and Sustainable Development

Nicholas R. Hild, PhD.

A GHG Action Plan That Works for All!

Climate scientists and the politicians that try to get greenhouse gas (GHG) legislation passed (or not), are all taking the wrong approach. They should listen to the Academy of Science's latest recommendations with just one *small* modification that I am suggesting, to actually ensure that we get a reduction in global GHG emissions.

NASA and NOAA just reported that 2009 was the warmest year, worldwide, in human history...and they expect that situation to get worse in coming years...(see nationalacademies.org for the reports). It is clear that the only way nay-sayers and climate scientists will ever agree on any GHG action will be when a plan is laid out that doesn't appear to cost much money and allows businesses to operate with little or no government restrictions. The Academy of Sciences has weighed in, saying '...*strong actions to curb GHG need to be taken to curb runaway global warming...including taxing carbon emissions.*' I'm suggesting their plan doesn't go far enough.

We need to also cap such emissions and not allow trading excess emission capacity to the BIG GHG emitters, a suggestion you won't find anywhere else but one that might just be acceptable to both sides.

It is clear that taking any action to limit future GHG emissions will require a plan that minimizes both costs and regulatory oversight or it won't be endorsed by the regulated community. So how about a bipartisan approach that supporters and nay-sayers alike, can endorse? This approach relies on the details of cap and trade tactics, without allowing the '*trade*' part.

Sounds impossible, you say? The fact is, putting a cap on the emissions of the various greenhouse gases from just the power producing industry alone will allow climate scientists time to take a breath and monitor the impact. Notice, the key word is "cap" and no mention of "trade" should go into this model—if we "cap" emissions of CO₂ and CH₄ from fossil fueled power plants, where scientists say 40% of all GHG is generated, and we do not allow any more to be emitted than whatever amount was being emitted in a *threshold* year (i.e. 1990 seems to be the most discussed), the impact to the ambient environment over time,

will allow those gases to dissipate worldwide with a resulting concentration of that magic 350 ppm that scientists say is a good ambient concentration for survival.

Of course, the power industry will cry foul! *How*, they will ask, *can we keep up with the ever-increasing demand for more power to be produced if we have a limit on the GHG we can emit, for ever and ever?* They will point out *correctly* that as long as we have a growing population, we will have increasing demand for power. And that requires burning more fuels which means more GHG is going to be emitted.

The answer to that lies in how the power producers are required to integrate alternative energy technologies as part of their *future* power production requirements. If we 'cap' GHG emissions that come from burning fossil fuels, that means we require all ADDITIONAL power production to be accomplished with alternative energy technologies—wind, solar, and even mini-nuclear power production for places that are remote power consumers—we can keep up with increasing demand for power by requiring the power industry to keep increasing their use of alt-energy technologies to meet their power generation needs for the future.

The power industry is already under mandates to use 15% to 20% alt-energy technologies *without* GHG reduction, which they are doing just fine, so it seems logical that a mandate for using alt-energy systems for all *increased* power production demand would eventually produce the majority of all power generated. Over time, that lessens fossil fuels burned which will dramatically lessen GHG emissions...an approach that would be a win-win that is capable of benefiting consumers and politicians of all stripes.

Not to allow '*trading*' of greenhouse gas emissions (i.e. who thought that would be a good idea, the commodity traders?), effectively *caps* ALL power plant GHG emissions which will reduce ambient carbon levels worldwide. This is true ONLY if we 'cap' emissions of ALL power plants at levels they were emitting in that threshold year (1990 or whatever year that is chosen)—we can not allow the higher (than cap) emitters to emit their gasses by 'buying' the 'excess' capacity of lower emitters or we end up with the same *total* amount we started with—basic mathematics; not rocket science!

This approach also minimizes the cost to all power plants; the larger emitters will know exactly what the cost of the emissions reductions technologies will be to meet their 'cap.' Lower emitting power plants (i.e. those found to be emitting GHG at <1990 levels), will not have to install or pay for, additional emissions technology because they have headspace available already that they will NOT be allowed to *trade* to BIG emitters. The combined effect is a reduction of GHG emissions.

It doesn't have to involve complicated mathematical models and it doesn't have to be overly expensive for the rate-payer—the technology for GHG capture is available for the BIG emitters and, once installed, can provide transparent operations data that clearly show when a plant is nearing or exceeding their emissions cap, in plenty of time to allow operators to take actions that make the whole system more efficient or reduce the fossil fuel through-put to lower GHG emissions.

There is something to be gained by both sides in making this happen—capping GHG emissions today will ensure we don't have to explain why we didn't do it, sometime in the future, to our children's, children's, children.

Nicholas R. Hild, PhD., Professor, Environmental Technology Management, Arizona State University College of Technology and Innovation, has extensive experience in Environmental Management in the southwestern U.S. Dr. Hild can be reached at 480-727-1309 and by email at DrNick@asu.edu.



ADEQ Director Ben Grumbles: "Green Chips"

Environmental progress and innovation are sprouting up all over Arizona, including in its growing "chip sector," where environmentally savvy companies are producing computer, corn, tire, and wood chips to save water, reduce waste, and produce cleaner energy.

My family and I celebrated the last day of 2007 by touring Intel's Ocotillo facilities and meeting the winners of EPA's coveted corporate Water Efficiency Leader award. Len Drago, who is also currently serving on the Governor's Blue Ribbon Panel for Water Sustainability, gave us a tour of the super-clean computer chip making and washing facility known as Fab 22.

Intel's operations continue to win environmental recognition because they've taken a four-pronged approach to water: reducing, reclaiming, reusing, and replenishing. They reduce water waste by

using efficient technologies and practices at the plant. They save water, energy, and money by reclaiming water and treating it to ultra-clean levels that reduce chip production costs. They also support the community by reusing water from the Chandler reclamation facility for nonpotable uses such as irrigation and landscaping but also by treating Fab 22's process water to such high levels it can then be injected underground to replenish and recharge the area's aquifer.

The future also looks bright for Frito-Lay's Casa Grande facility, which is one of the greenest of its kind in the world. Frito-Lay and parent company PepsiCo have a strong track record of corporate environmental stewardship, so it was fitting that my first visit occur on Earth Day to see how the company is reducing its environmental footprint and tour its new SunChips production line.

Frito-Lay/PepsiCo uses hi-tech equipment like membrane bio-reactors to clean and reuse process water, reducing demand on local supplies. The company is shrinking its carbon footprint, as well, putting in solar panels and reducing fuel use in its truck fleets with anti-idling technologies. The chipmakers take packaging seriously, too, reusing cardboard boxes for shipping as many as 10 times and putting on the market the world's first 100 percent compostable snack bag (SunChips).

The company is embracing environmental management system philosophies. No wonder Frito-Lay won the Arizona Manufacturer of the Year award for 2010. Green chips and jobs with a bright and sunny future!

Crumb Rubber Manufacturers (CRM) operates the world's largest tire recycling facility in Mesa. They slice and shred, freeze dry and pulverize, process and package 50,000 to 60,000 tires a day, all part of the state's \$7.8 million program to handle waste tires. CRM has the capacity to recycle all of the state's estimated 6 million tires disposed of annually. President H. Barry Takallou, the guru of tire recycling, and Bill Thornton, director of Maricopa County's solid waste management department, showed me the operations and described their partnership during a tour in April.

It's a success story that will continue to play out in more theaters throughout the world: reusing and recycling massive numbers of tires to make rubberized asphalt for Arizona's "quiet highways," playground equipment, and fill for synthetic turf to reduce environmental and public health risks. It's a great way to reduce tire fire risks, disease vectors, and visual blight.


Biomass is a promising member of Arizona's team for renewable energy. We're encouraged by current and potential biomass gasification power-producing facilities that burn wood chips and other forest "waste" fuel. Of course, we need to look carefully at the potential air, water, and land permitting requirements and understand environmental impacts.

Arizona, however, must continue to turn up the heat for cleaner and greener energy sources. Gov. Jan Brewer's new jobs cabinet and Arizona's continued membership in the Western Climate Initiative remind me of this every day. Both offer multi-agency forums to promote and pursue clean and renewable energy opportunities, such as biomass, geothermal, and algae biofuels.

Green chip stewardship means doing more with less, making less mess, and getting more profit and progress for cleaner air, water, and land.

Benjamin Grumbles
Director, AZ Department
of Environmental Quality





PSC provides nationwide industrial services, environmental services, transportation and container services, delivered by thousands of skilled and committed professionals throughout North America.

www.PSCNow.com

PSC

PSC is the single source for industrial cleaning services:

- Hazardous Waste Disposal
- Labpack
- Household Hazardous Waste Services
- Soil Excavation/Remediation/Decontamination
- Vacuum Tankers
- Roll-off and Vacuum Bins
- Super Suckers and Jet Rodders

What does PSC stand for?
People, Service and Commitment.
As the industry leader, we don't just promise these qualities. We live them every day.

PEOPLE. PERFORMANCE. PRIDE. PROMISE.
THIS IS PSC NOW.

PSC
2003 W. McDowell
Phoenix, AZ 85009
602.252.1186



Michael C. Ford, Attorney

Regulatory Developments

RIP, Matt Jacobs

The environmental community lost one of its pillars last month with the death of Matt Jacobs. I served with Matt for many years on the Board of our local chapter of the Alliance of Hazardous Materials Professionals, and he impressed me as a leader, a willing volunteer, and a great father. Here is what other environmental professionals offered in tribute to Matt:

"Over the years, I was with him on responses in all corners of Arizona, at all times of the day and night, and with all sorts of hazardous materials and challenges. Matt Jacobs was always a bright spot — always. He never failed to be uplifting. Matt was one of my favorite people, and an inspirational human being. I am lucky to have known him."

Jeff Page, CHMM, Environmental Quality Specialist
Office of Environmental Programs, City of Phoenix

"When I first moved to Arizona, Matt went out of his way to help me make the transition easy for me; coaching me on 'who's who' in the industry, where to look and which phone numbers to call. Matt insisted that I call him if I needed guidance, and despite my numerous calls, he never made me feel like I was bugging him or taking up too much of his time. Matt made me look good to my clients, and never took the credit he deserved. Matt showed a high level of integrity, a positive attitude, a good sense of humor and strong work ethic. I knew that someone who was so willing to help a stranger would be someone I would always treasure."

Laure Preston, CHMM, ARM, CFPS, Executive Loss
Control Consultant, Berkeley North Pacific Group

"One thing I could always rely on Matt for was that he never lost his cool. When the unexpected happened on projects, he was not the kind of person to point fingers. He was always right there to work with the group to make things right and added a sense of calm to the situation. That was one of the reasons I liked doing business with Matt . . . and having the occasional beverage. He will be missed."

Todd Mehal I, LEED GA
Mehal I Contracting, LLC

BP, EPA, and the NCP

All the finger-pointing going on regarding the BP oil spill is a spectacle to behold, particularly for environmental professionals familiar with the Clean Water Act and the National Contingency Plan. A similar oil spill off the coast of Santa Barbara in 1969 was one of the motivating factors behind the passage of major amendments to the Clean Water Act in the early 1970s, and the Exxon Valdez spill led to additional enhancements to the oil spill response provisions of the Act in 1990. The Act and NCP are now pretty clear on federal response authority and responsibility:

The President shall, in accordance with the National Contingency Plan...ensure effective and immediate removal of a discharge, and mitigation or prevention of a substantial threat of a discharge, of oil or a hazardous substance ... into or on the navigable waters [or] on the adjoining shorelines to the navigable waters....

If a discharge, or a substantial threat of a discharge, of oil or hazardous substance from a ...offshore facility...is of such a size or character as to be a substantial threat to the public health or welfare of the United States (including but not limited to fish, shellfish, wildlife, other natural resources, and the public and private beaches or shorelines of the United States), the President shall direct all Federal, State, and private actions to remove the discharge....

33 USC § 1321(c). The NCP regulations (40 CFR Part 300) provide almost 300 pages of direction on preparing for and responding to oil releases. No doubt the BP spill will trigger the typical federal response: more laws and regulations.

ADEQ Fee Increases

The fallout from the state's budget turmoil will be felt by many facilities subject to APP and air permitting requirements, and that generate hazardous or special waste. The legislature granted ADEQ authority to raise its fees to the extent necessary to generate about \$6M in revenue for fiscal years 2010 and 2011. ADEQ published a notice of exempt rulemaking (not subject to public notice and comment requirements or review by the Governor's Regulatory Review Council), and offered to accept comments until June 7, 2010. ADEQ proposed to raise certain fees as follows effective July 1, 2010: (1) doubling the billing rate and maximum fee for APP permits; (2) a one-time fee for Title V air facilities of \$20.82 per ton of actual emissions of all regulated pollutants during 2008; (3) a seven-fold increase in hazardous waste generation fees; (4) a five-fold increase in special waste generation fees and landfill registration fees; and (5) a doubling of its hourly rates charged for solid waste facility plan review fees. As these fees will be temporary, ADEQ will likely have to begin a formal rulemaking process to implement any permanent fee increases for FY2012 and beyond. More information is available here: <http://www.azdeq.gov/function/laws/draft.html>.

Michael C. Ford is an Environmental and Natural Resources Law Attorney with the Phoenix office of Polsinelli Shughart. His practice is focused primarily on regulatory compliance advice and enforcement defense. He can be reached at 602-650-2321, or by email at mford@polsinelli.com. Check out Mike's blog at envesq.com!



In Memorium
Matt Jacobs

Matthew (Matt) Jacobs, 39, of Mesa, Arizona, died Tuesday, April 21, 2010. He was born March 2, 1971, in Phoenix, Arizona. He is survived by his wife Amy, daughter Kali, and sons Sean, Taylor, Austin, Chase, and Parker, his parents; Thomas and Valerie and siblings; Alex, Natalie, Julie, and Colin, and his grandmother, Nana Lucie, and many aunts, uncles, cousins, in-laws, and friends. He loved the outdoors, especially fishing and dirt bike riding, and he loved spending time doing both with his kids. Matt had an infectious laugh and he loved to reminisce about old family and friend stories, tv shows, movies and music.

Matt served as the Arizona General Manager for BELFOR Environmental and was a Certified Hazardous Materials Manager (CHMM). He was also enrolled in the Master's in Environmental Management degree program at Arizona State University and had completed most of his coursework.

Matt was a dedicated member of the Thunderbird Chapter of the Alliance of Hazardous Materials Professionals (AHMP) and served on the Board of Directors from 2005-2010 in several positions, including President, Vice President, Treasurer, and Director-at-Large. Matt played key roles in a number of Thunderbird Chapter activities, including outreach projects and as a member of the Gatekeeper Regulatory Roundup Planning Committee.

Matt's sense of humor and dedication to the environmental community will be greatly missed!

Jason Bolen

Cell 602.739.0083
jbolen@aerofire.com

623.580.7800

Fax 623.434.0029



21605 N. Central Ave.

Phoenix, AZ 85024

N. Weiss Associates, Inc.

Environmental Compliance Services

Experience Counts

Contact: Norm Weiss @ (602) 870-5504

Web Site: www.nweissassoc.com

PROSPECTING:

For Environmental
Business

**Sales Person to
Sales Manager**



You have heard it before: "everyone is a sales person". It has never been more important to have all hands working on sales and marketing, from CEO to receptionist. But how do you get everyone engaged? If you are responsible, full time, for sales and marketing, I'm sure you have at times felt the entire effort resting on your shoulders. So in the name of working smarter rather than harder, let's look at ways to involve more people in the operation and how to manage the process.

First you need to identify the key people in your organization that either want to participate or are required to be involved. Then define what you want the group to accomplish. Is it more important to secure new business from new clients or existing clients? Do you need to expand into new service lines or stay within your core capabilities? Your answers will most likely be a blend of each, with areas of focus determined by individual circumstances. In most cases though, all those questions should be addressed to some degree and personnel should be given assignments based on how their individual strengths can be matched with the goals of the group. To do this let's go back to Sales 101 and review the four types of sales people.

- **Hunters** are good at prospecting, digging up leads, making cold calls and setting introductory appointments.
- **Farmers** cultivate existing clients to grow work and look for new service lines to offer.
- **Qualifiers** are research oriented and like securing intelligence about a prospect like buying methods, budget and decision makers.
- **Closers** want the deal done. They have little need for details and want to get things moving immediately.

You know best who fits these roles in your organization, so be careful to assign business development duties to properly suited people. Don't be bashful about labeling people. If a person is a Farmer, say so and assign them appropriate duties. Be clear about what needs to be accomplished and how their strengths can be used to get there.

So what does all this have to do with title of this column? You, as the person whose primary role is business development, must build the framework by which these people establish their goals and report their accomplishments. You need to manage it so people stay involved, focused and dedicated to the effort. Your role in the organization changes somewhat and can potentially be elevated to one of management.

Establishing an office-wide effort in no way reduces your responsibilities as a key Business Development person. On the contrary, it adds to them. True, it may cause you to advance within the organization, but you also need to keep your own "boots on the ground" and get out and develop business too. Lead by example, if you will. The decision to

establish such an effort is most likely not going to be directed by upper management, it will come from you. The result will be a more effective program with a broader reach and you, as well as your organization, will benefit in the long run.



Joe Holmes is the Regional Manager of Business Development at ATC Associates. He can be reached at joe.holmes@atcassociates.com.

Joe C. Holmes

AMC Environmental & Sustainability Summit

August 11th-13th, 2010

Embry-Riddle Aeronautical University
Prescott, Arizona

Don't miss this opportunity to get cutting edge information, participate in lively discussions, and network with colleagues and regulators from around the state.



**ARIZONA
MANUFACTURERS
COUNCIL**

Bringing together community leaders for a better, healthier, more sustainable environment.

August 11

Evening Reception and Optional Activities

Held at the Embry-Riddle Aeronautical University Campus

August 12

Environmental & Sustainability Summit

Speakers will include senior officials from ADEQ addressing current issues and trends at the agency, along with highly informative speakers within the industry addressing current environmental and sustainability topics

August 13

Optional Golf Round at Stoneridge Golf Club



ARIZONA CHAMBER
of Commerce and Industry

For sponsorship, ticket or other information, please visit www.azchamber.com/events or contact Katie Whitchurch at kwhitchurch@azchamber.com or 602.248.9172 x126

Accommodations have been reserved at the Prescott Resort and Conference Center. Call 928.776.1666 and mention group name "Arizona Manufacturers Council" for a discounted rate!

- Environmental evaluation and remediation
- Program, project and construction management
- Environmental, health and safety services
- Infrastructure design and engineering
- Environmental impact assessments and permitting

For more information, write us at
environment@arcadis-us.com

PHOENIX SCOTTSDALE TEMPE TUCSON

www.arcadis-us.com

Imagine the result

 **ARCADIS**
Infrastructure, environment, buildings