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# Society for Women Environmental Professionals Massachusetts Chapter

NOV. 2007

ISSUE ONE

## Massachusetts Professionals Form SWEP Chapter

The Society for Women Environmental Professionals (SWEP), a national non-profit organization, has formed a new chapter in Massachusetts, joining other SWEP chapters in New Jersey, Pennsylvania, Connecticut, and other areas. The organization's mission is to encourage and promote women's careers in the environmental field. A "steering committee" comprised of a core group of local women environmental professionals is working on the development and promotion of this new chapter. The members of SWEP-MA include attorneys, consulting scientists and engineers, and government employees. Gail Batchelder, a Licensed Environmental Professional in Connecticut and member of the Massachusetts Board of Registration of Hazardous Waste Site Cleanup Professionals, is on the SWEP-MA steering committee. "We believe the Massachusetts chapter of SWEP will be an important tool in the professional development of women in the environmental fields," said Batchelder. She is a former co-chair of the Connecticut chapter of the organization. "SWEP has provided tremendous opportunities for education and networking among various sectors of the environmental professions," said Batchelder. "I look forward to helping the organization grow in Massachusetts," she added. Lynne Welsh, a supervisor at the Massachusetts Department of Environmental Protection, is also a member of the steering committee. The Massachusetts chapter is working to identify other professionals who are interested in becoming members of the chapter. The organization held its inaugural meeting on May 9, 2006. The event was attended by more than 100 environmental professionals.

## Upcoming Events

### December 2008:

- ✚ SWEP-MA will be co-hosting the 9th Annual EBC/AIM Winter Garden Party

*When:* Wednesday, December 5, 2007  
*What Time:* 5:00 PM - 9:30PM

Join us for an evening of cocktails, hors d'oeuvres and networking!

### What to Look Forward to in 2008:

- ✚ *Meet and Greet Social Events*
- ✚ January: Movie Night  
*An Inconvenient Truth*  
Thursday, January 17, 5:30-8:30pm  
at the Tech Environmental office in Waltham, MA.
- ✚ Joint Business Practice Forum with LSPA:  
Tuesday, February 12, 2008  
5:30-8:15pm  
Doubletree Hotel, Westborough, MA



## Help Us Name Our Newsletter!

This is SWEP-MA's first Chapter newsletter and we're asking you, our Members, to name our newsletter. The winning entry will receive a free pass to our next Annual Dinner Event. Other SWEP chapters have the *Sentinel*, *Network NJ*, *The Bonnet*, and *The Ptarmigan*. Please email your suggestions to Karen Brody (Karen.Brody@erm.com).

*The newsletter editors are Karen Brody and Katie Newhall, ERM.*

# SWEP-MA Programs Update

By Alyson Fortune

Our first two SWEP-MA events of the 2007-2008 season were both a great success with over 40 attendees at each event!

On October 10, we had this season's first event—a "Networking Night" featuring Liz Lynch, Executive Director of the Center for Networking Excellence, LLC

([www.networkingexcellence.com](http://www.networkingexcellence.com)).

Generously sponsored by Wheatstone Engineering & Consulting, Inc. ([www.wheatstonecorp.com](http://www.wheatstonecorp.com)), this evening event was held at the beautiful Garden in the Woods in Framingham, MA.

According to our member survey, the number one reason people attend a SWEP event is to network with other environmental professionals. At our Networking Night, Liz Lynch led members through several fun, hands-on activities, allowing guests to meet

new people, laugh, practice networking skills and find things in common with one another. She reviewed the three crucial steps of networking and shared some insight on how men and women may network differently. Finally, Liz concluded the evening with a giveaway of her book "102 Secrets to Smarter Networking". See Liz' article "The Little-Known Secret to Successful Marketing" on Page 15 of this newsletter.

On November 2, our second event of the season took place at the first Leadership in Energy and Environmental Design (LEED) Gold Rating laboratory "green" building in New England: the EPA New England Regional Laboratory in Chelmsford, MA. This breakfast meeting began with a tour (given by EPA employees

Please see *SWEP-MA Programs Update* on page 3

NEWSLETTER  
ARTICLES AND  
MEMBER  
NEWS SOUGHT



Your input is crucial to a successful and interesting newsletter. SWEP-MA members are encouraged to provide content for our newsletter. We're happy to use excerpts from articles that you've written or if you're interested in writing an article on a timely regulatory, legal, or technical topic, don't be shy, we want to hear from you. Also, don't forget to send us your news, photographs, job postings and announcements. Please forward all information to Karen Brody at [Karen.brody@erm.com](mailto:Karen.brody@erm.com)

## SWEP "Dress for Success" Donations

By Jo Ann Burns

SWEP will begin to collect and donate women's business clothes and attire for the non-profit organization Dress for Success. Dress for Success Worldwide is an international non-profit organization dedicated to improving the lives of women by providing professional clothing, employment retention programs and ongoing support to help women be self-sufficient and successful in their careers.



SWEP-MA and Dress for Success feels there is a strong connection between our goals for women. Donations will be collected at all SWEP events and organized drives are anticipated to begin in year 2008. Please review the Dress for Success website ([www.dressforsuccess.org](http://www.dressforsuccess.org)) for the appropriate donations. All donations must be clean and hung. **Please begin to clean out the closets and bring the donations to the next SWEP event!**

If you have any questions please contact JoAnn Burns at CDW Consultants, Inc. at 508.875.2657, extension 11.

## *SWEP-MA Programs Update from page 2*

Nora Conlon and SWEF member Karen Way) which highlighted the laboratory's green building features such as Photovoltaic window shades, natural light skylights & solar tubes, and even waterless urinals! The meeting concluded with an inspiring talk given by Lucy Edmondson, leader of EPA New England's Energy and Transportation Team. In her current position, Lucy works to promote innovative strategies to improve clean energy and to reduce air pollution from both the building and transportation sectors. She described the agency's Community Energy Challenge, which is promoting energy efficiency and renewable energy in New England cities and towns. Her informative talk and handouts for SWEF members provided several incredible statistics, such as:

- Energy demand in New England is growing at 2% per year
- An estimated 30% of energy used in commercial, institutional and public buildings is wasted
- If every American home replaced just one light bulb with an ENERGY STAR qualified bulb, we would save enough energy to light more than 3 million homes for a year, more than \$600 million in annual energy costs, and prevent greenhouse gases equivalent to the emissions of more than 800,000 cars.
- Energy savings of 10% or more are well within the reach of every community and school district. A 10% reduction across New England could save \$100 million, prevent billions of pounds of carbon dioxide emissions, and save enough energy to power tens of thousands of homes for one year.

For more information and success stories from the EPA's Community Energy Challenge, please visit their website:

[www.epa.gov/ne/eco/energy/energy-challenge.html](http://www.epa.gov/ne/eco/energy/energy-challenge.html)



*1<sup>st</sup> Annual SWEF Golf Outing  
Left to Right: Temi Correll, Andrea Stiller, Jennifer Bosselman, and Alyson Fortune*

Mark your calendar for our January Environmental Movie Night, where we'll watch the Oscar winning documentary, "An Inconvenient Truth", on Thursday, January 17, 5:30-8:30pm at the Tech Environmental office in Waltham, MA. Continue the "green" theme of our last event by watching the movie where Al Gore brings awareness to the issue of climate change. Send us your "green" tips to share with other SWEF members at this event! All tips will be compiled into a handout and may be featured in future editions of this newsletter.

Also stay tuned for more exciting SWEF-MA events in 2008: Various "Meet and Greet" and social events, the February "Business Practice Forum" joint event with LSPA, spring dinner meeting, and 2<sup>nd</sup> annual SWEF-MA golf event next summer.

Have an idea for a future SWEF-MA event? Interested in getting more involved with SWEF-MA? Is your business interested in hosting or sponsoring a future SWEF-MA event? Volunteers are always needed to sponsor and/or help out with all of our events! Please contact Alyson Fortune, Programs Committee chair by phone (978-501-2735) or email ([afortune@caslab.com](mailto:afortune@caslab.com)) for more information.

# Program Committee Update

## Successful January and February Events 2007

By Janet Keating-Connolly, LSP

More than 50 people attended the January Meet and Greet hosted by ICF International in Lexington. The topic for the evening was Environment, Engineering and Rebuilding Perspectives on Hurricane Katrina. Alex Sherrin of EPA Region I, Francisco Silva-Tulla, Ph.D., and Amy Rosenstein of ICF International shared compelling photographs and descriptions of their experiences in the aftermath of Hurricane Katrina. Thank you to Amy Rosenstein ([arosenstein@icfi.com](mailto:arosenstein@icfi.com)) who created this event for SWEP and hosted a successful evening at her company's office.

On February 8th, SWEP-MA co-hosted the 2007 Business Practices Forum with the Licensed Site Professional Association at the Westin Waltham-Boston Hotel in Waltham. Our speakers provided timely and valuable information on:

- Assessing environmental insurance needs,
- Mitigating the risks of information technology,
- Following a user-centered website design process, and
- Making the shift to conversational marketing.

We continue to receive positive feedback from attendees about the relevance of the speakers' presentations to current business challenges. Thank you to the speakers: Dan Borgna of Frenkel Environmental Insurance; Kerry Ryan of Tarlow, Breed, Hart & Rodgers, P.C.; Steve Mammone of Getfused, Inc.; and Janet Swaysland of Foghound Communications.

Thank you also to our sponsors and supporters who provided a wonderful venue and menu for this event. The sponsors for the forum included A.G. Edwards, the Creative Forms Company, ERM, Frenkel Environmental Insurance, Getfused, Groundwater Analytical, and Mackie Shea & O'Brien, P.C. Supporters included GZA GeoEnvironmental; O'Reilly, Talbot & Okun; Sanborn Head & Associates, Inc.; and Wheatstone Engineering & Consulting.

Many SWEP members helped to make this event successful. Thank you to Andrea Dogon Stiller for helping to plan the event through the LSPA Ad Hoc Committee; to Cynthia Cogan for publicizing the event; to Karen Brody, Theresa Kennedy, and Jennifer Bridges for creating posters for the event; to Alyson Fortune and Stacey Gugliuzza for printing the highly coveted name badges, staffing the SWEP table, and taking pictures at the event and to Robin Swift for handling registration for the event.



2007 Business Practices Forum  
Left to Right: Harry Swift, Karen Brody and Stacey Gugliuzza

## Networking Success Stories

By Janet Keating-Connolly, LSP

At the Inaugural Event of SWEP-MA in May 2006, I knew this organization was going to be successful just by the energy of the crowd. You could feel the excitement, hear the hum of many conversations, and see the future of the chapter unfold; in a word, networking. Throughout this first year, SWEP-MA has brought together professional women working in the environmental sector of the fields of science, engineering, governance and law to share their experiences and interests. This space of the newsletter is reserved for networking success stories of members who have made a connection through SWEP that helped their career. Please tell us how SWEP has been a benefit to you by submitting a brief description to Janet Keating-Connolly at [jkconnolly@sanbornhead.com](mailto:jkconnolly@sanbornhead.com).

# SWEP-MA Members' Efforts Earn the 2007 EPA Phoenix Award

The EPA Phoenix Awards are given annually to outstanding Brownfield projects from each of the ten U.S. EPA regions. The 2007 Region 1 Winner is Gateway Park of Worcester, MA. The project participants will be honored at an Awards ceremony during the EPA National Brownfields Conference in May 2008 in Detroit, MI.

SWEP-MA member **Meghan Lynch**, of the Worcester Business Development Corporation (WBDC), is the Project Manager for WBDC's Gateway Park development. SWEP-MA member **Kathy Campbell, PE, LSP** of CDW Consultants, Inc., as the LSP-of-record, has worked with Meghan since 2002 on the investigation and remediation of the 55-acre Gateway Park parcels. In June 2007, the Gateway Park/WPI Life Sciences and Bioengineering Center had its grand opening.

Created in 1997, the prestigious Phoenix Award honors individuals and groups who are working to solve the critical environmental challenge of transforming blighted and contaminated areas into productive new uses. The Phoenix Awards are widely recognized as the outstanding award for achievement of excellence in Brownfields redevelopment, and often are called "the Brownfields equivalent of Hollywood's Oscar." Criteria for The Phoenix Awards focus on the magnitude of the project, innovative techniques, solutions to regulatory issues, and impact upon the community.

The multi-acre Gateway Park was the location of one of the original boom industries in Worcester, MA, the Washburn & Moen Wire Manufacturing Plant. After over 100 years of economic enterprise, and the founding of the Worcester Polytechnic Institute, the metals manufacturing industry declined, the buildings fell into disuse, and the area became a visual reminder of the economic ruin of post-industrial Worcester. Through WBDC's vision and partnership with WPI, the Gateway Park development has succeeded in bringing both economic and aesthetic rebirth to the City of Worcester.



*Before*



*After*

# Highlights of 2006 & 2007

The Program Committee successfully completed a series of programs in 2006 and 2007 that enlightened and entertained. Topics of our meetings ranged in character from the very small (nanotechnology) to the very large (Hurricane Katrina), from the invisible (indoor air contamination) to the highly visible (web site design), from the personal (conversational marketing) to the organizational (building women-friendly companies). Read on to learn about the variety of our programs to date.

|                   |  |
|-------------------|--|
| May 1, 2006       | Inaugural Event Dinner at Ken's, Framingham<br>Lauren Stiller Rikleen "Ending the Gauntlet: Removing Barriers to Women's Success in the Law"   |
| June 6, 2006      | First Meet & Greet at Geosyntec, Acton   |
| October 12, 2006  | Fall Dinner Event at Ken's, Framingham<br>Sonya Ward, National Chair of SWEP, "Making Contact: Career Growth through Effective Networking"   |
| November 14, 2006 | Chapter Gathering at Seaport Hotel, Boston<br>National Brownfields Conference  |
| December 12, 2006 | Breakfast Meeting with CMBEN, Worcester Regional Chamber of Commerce<br>Arleen O'Donnell, MADEP Commissioner "DEP Priorities"  |
| January 30, 2007  | Meet & Greet at ICF International, Lexington<br>Alex Sherrin, Francisco Silva-Tulla, Amy Rosenstein "Environment, Engineering, and Rebuilding Perspectives on Hurricane Katrina"       |
| February 8, 2007  | 2007 Business Practices Forum with LSPA, Westin Hotel, Waltham<br>Environmental Insurance, IT Risk Identification and Mitigation, Effective Web Site Design, Communications Strategies |
| March 22, 2007    | Meet & Greet at ENSR, Westford<br>Alyson Fortune ("She Blinded Me With Science: Case Studies from the Laboratory") and Bob Falotico (Women in the Workplace)                           |
| April 17, 2007    | Meet & Greet at Cadmus Group, Watertown<br>Jo Anne Shatkin "Assessing Risks of Nanoscale Materials"  |
| May 16, 2007      | One Year Anniversary Dinner Event at Sheraton Framingham<br>Ann Berwick, Undersecretary for Energy MA, "Energy: The View from the Patrick Administration"                              |
| June 12, 2007     | Beach Cleanup, Revere Beach<br>Boston Harbor Association   |
| August 16, 2007   | 1 <sup>st</sup> Annual SWEP-MA Golf Outing, Maynard  |
| October 10, 2007  | Networking Event, Garden in the Woods, Framingham<br>Liz Lynch, Executive Director of the Center for Networking Excellence, LLC  |
| November 2, 2007  | Breakfast Meeting, EPA Region 1 New England Regional Laboratory Building Tour<br>1 <sup>st</sup> Lab in NE to receive the LEED 1.0 Gold rating   |

We greatly appreciate the generosity of our sponsors for these events. Sponsors for our events have included: Alpha Woods Hole Labs, ENSR, ERM, Geosyntec, ICF International, Kleinfelder, LEA, Mackie Shea O'Brien, PC, Regenesys, Sanborn, Head & Associates, Inc., and Wheatsone Engineering.



## Welcome to our Member Spotlight!

### ***Elizabeth Kadlub***

Welcome to our Member Spotlight! With the advent of our inaugural newsletter, we thought it appropriate to introduce to our membership the catalyst behind the Massachusetts chapter, Elizabeth Kadlub.

Originally from the Pacific Northwest, Elizabeth has always had an interest in the “greener” side of life. She relocated from Seattle to Tampa and on to New York City before settling in Boston.

With an undergraduate degree in business, Elizabeth worked in several fields including human resources and securities before continuing her education in the legal field. She is a recent graduate from New England School of Law and is currently consulting on contracts at an engineering firm in Natick.

In law school, she was President of the Environmental Law Society and volunteered at Conservation Law Foundation, an environmental advocacy firm in Boston. She was able to work on compliance and permitting projects specifically for the Ipswich watershed and an industrial waste case in Vermont.

While Elizabeth was seeking opportunities to network with and seek career advice from other environmental professionals, it became apparent that the Commonwealth needed representation unique to women in the field.

She began exploring organizations that would bring together professionals from across the environmental industry and the Society for Women Environmental Professionals was the answer. Coordinating with the national chapter for SWEP, word of mouth spread, and the core of the Steering Committee was formed in December 2005.

It was her initial inquiry that helped to get the ball rolling for the Massachusetts chapter of SWEP which has enabled our members to network and seek support both personally and professionally from other women in the industry. Thanks, Elizabeth!

### ***SWEP-MA Web Site!***

SWEP-MA created and maintains a web site; [www.SWEP-MA.org](http://www.SWEP-MA.org).

We have recently hired ArcLight Web to redesign the web site.

Please look for updates soon!

# Meet Your Steering Committee

SWEP-MA is a volunteer-run organization and needs your help to be successful! SWEP-MA currently has openings on all committees and is also looking for future members of the Board of Directors!

**Karen Brody, PE,  
LSP  
Chair**

Partner, Branch  
Manager  
Environmental  
Resources  
Management

**Committees include:** Programs  
Committee, Communication Committee  
(Newsletter, Press Releases, Website),  
Membership Committee, and Public  
Service Committee. If you are interested,  
please contact Karen Brody  
([Karen.Brody@erm.com](mailto:Karen.Brody@erm.com)) or one of the  
Committee Chairs listed.

**Stacey L. Gugliuzza  
Membership Chair**

Global Marketing  
Specialist  
ENSR

**Kathy Campbell,  
PE, LSP  
Public Service  
Chair**

Vice President  
CDW Consultants, Inc.

**Laura Morales  
Co-Treasurer**

Geosyntec  
Consultants

**Andrea Dogon  
Stiller, LSP  
Secretary**

Associate  
The Geotechnical  
Group, Inc.

**Gail Batchelder,  
PhD, P.G., LEP  
At Large Director**

Technical Director –  
Hydrogeology  
Loureiro Engineering  
Associates, Inc.

**Sheila Warren  
Communications  
Chair**

Business Development  
Boart Longyear E&I

**Robin Swift  
Co-Treasurer**

Environmental  
Engineer  
Geosyntec  
Consultants

**Alyson Fortune  
Programs Chair**

Air Quality Scientist  
Columbia Analytical  
Services, Inc.

**Michelle N. O'Brien,  
Esquire  
At Large Director**

Partner  
Mackie Shea O'Brien,  
PC

**Janet Keating-  
Connolly, LSP  
At Large Director**

Senior Project  
Manager  
Sanborn, Head &  
Associates, Inc.

**Elizabeth Kadlub  
At Large Director**

Consulting Attorney  
Cognex Corporation

**Cynthia L. Cogan,  
PE  
At Large Director**

Business Development  
Manager – Northeast  
Operations  
ENSR

# SWEP-MA Membership Has Grown Steadily

Since our formation as a Chapter, SWEP-MA's membership has grown to 133 strong! We have members from throughout Massachusetts, the majority from east of Route 495. We'd like to thank our Corporate Members!

## Corporate Champion

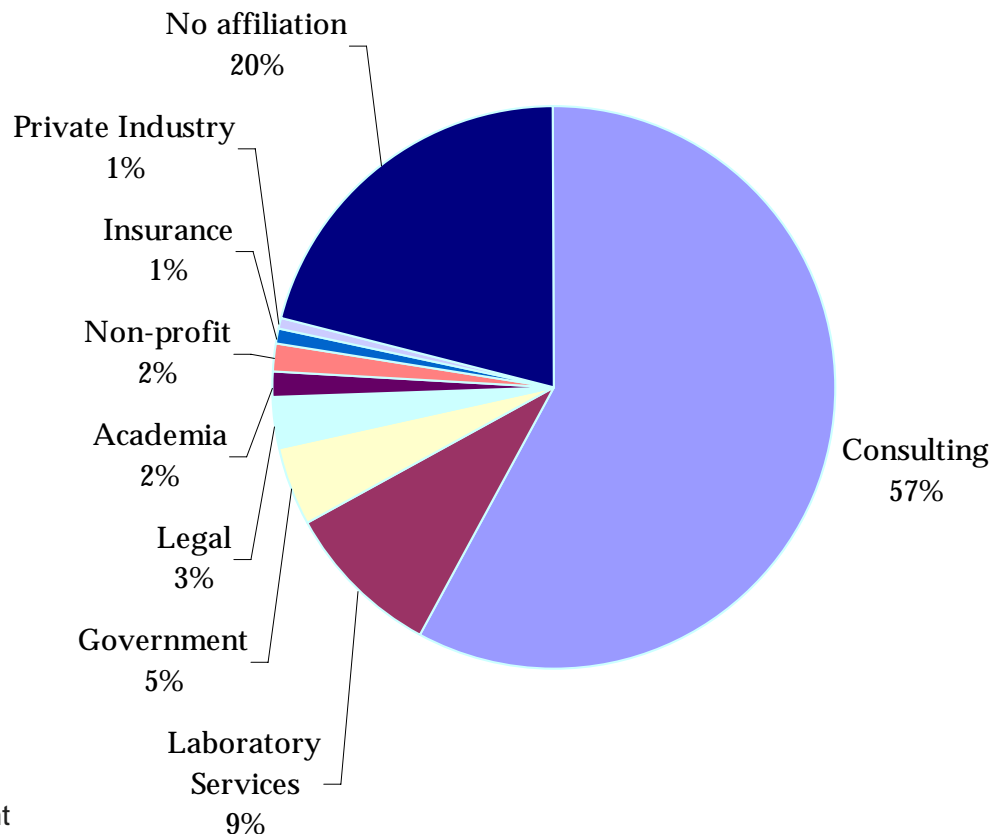
ENSR  
Kleinfelder  
Shaw Environmental

## Corporate Benefactor

Loureiro Engineering Associates  
GZA  
National Grid

## Corporate Basic

Woodward & Curran  
New England Environmental  
AIG Environmental  
Environmental Resources Mgmt  
Alpha Woods Hole Lab  
CDW Consultants



## SWEP-MA Mission

The Mission of the Society for Women Environmental Professionals of Massachusetts (SWEP-MA) is to encourage and promote the leadership, achievement, advancement and professional and personal development of women involved or interested in environmental law, science, engineering, business, education and policy.

To accomplish this Mission SWEP-MA will: Provide a forum to meet, share and discuss technical information and work experiences in the environmental professions; educate members on new developments and current trends in the environmental field; encourage and support members' involvement in leadership and mentoring; encourage and promote the development of business relationships; and encourage and promote public service in the environmental field.



February 2007 Business Practices Forum with the Licensed Site Professional Association at the Westin Waltham-Boston Hotel in Waltham



## Member News

**Michelle O'Brien, Mackie Shea O'Brien, PC**, was recently selected by her peers for inclusion in the 25th anniversary edition of *The Best Lawyers in America®* in the specialty of Environmental Law. For a quarter of a century, *Best Lawyers®* has been regarded – by both the profession and the public – as the definitive guide to legal excellence in the United States. Selection to *Best Lawyers* is based on an exhaustive and rigorous peer-review survey comprising more than 2 million confidential evaluations by the top attorneys in the country. Michelle is a Partner at Mackie Shea O'Brien, PC.

**Karen Brody, P.E., LSP, Environmental Resources Management**, was recently promoted to Partner of the Company. The promotion recognized Karen's commitment to ERM through her stewardship of the business, excellence with clients, and the development of people. Karen is currently the Branch Manager of ERM's Boston and Mansfield, Massachusetts offices.

**Elizabeth Kadlub, Consulting Attorney, Cognex Corporation**, recently passed the Massachusetts Bar Exam. Elizabeth is now able to practice law in the Commonwealth of Massachusetts. See Elizabeth in our Member Spotlight section!

**Kathy Campbell, P.E., LSP, CDW Consultants, Inc.**, is the Licensed Site Professional of Record for a brownfields project that was recently selected to receive the 2007 EPA Region 1 Phoenix Award. Please see the article describing the project and award.

**Cynthia Cogan, P.E., ENSR**, was named Business Development Manager for ENSR's Northeast Operations, headquartered in Westford, MA. In this new role she is responsible for developing business along ENSR's core service lines including air quality and engineering, capital project permitting, water and natural resources and site investigation and closure.

## Where We've Been



2007 Business Practices Forum  
Pictured from Left to Right: Kathy Campbell, Jo Ann Burns, and Shelia Warren



1<sup>st</sup> Annual SWEF Golf Outing  
Pictured from Left to Right: Sheila Warren, Karen Brody and Gail Batchelder



ENSR Meet and Greet  
Host: Stacey Gugliuzza

## Get ready for the first SWEP – MA Membership Renewal Drive!



Many of our 133 members have inquired about the date for membership renewal; it's coming up in January 2008! Our membership renewal period was extended to January, giving many members an extra 7 months of membership benefits! We are pleased that our members have decided to join and support our growing organization. Our membership boasts attorneys, consulting scientists and engineers, leaders of non-profit organizations, government employees and students. We take pride in the integration of women professionals across

environmental industries who seek to share knowledge and experience in developing our members. We have an exciting year for 2008 and we are looking forward to continuing to partner with you!

Please renew your membership as soon as possible by using the form posted on our web site ([www. SWEP-MA.org](http://www.SWEP-MA.org)) or the form included at the end of this newsletter. Thank you in advance for your continued support of the Society for Women Environmental Professionals!

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## Thanks to Our Corporate Sponsors!



engineers | scientists | innovators



# The Little-Known Secret to Successful Networking

By Liz Lynch



Of all the things that hold people back from networking, one of the biggest is the belief that they don't have a "networking personality." But if being comfortable connecting with others is the most recognizable trait of a successful networker, it's really only one part of the equation.

You still have to know the right thing to say when you introduce yourself, and you also need effective follow up strategies to continue strengthening the relationship after the initial connection.

No matter how much networking I do and how much success I have with it, I'll always be an introvert. But the one trait that helps me immeasurably is my propensity to prepare.

## Why is preparation so important?

Preparation gives you clarity about why you're networking, who you want to meet, what you might want to ask for, and what you might have to offer. You'll have the confidence to walk into a room full of strangers and start conversations, and the confidence to ask for what you want. And why are we networking anyway if it's not to reach a certain goal?

## What should you prepare?

It won't take much for you to stand out among most people who just show up and wing it. But it'll make a world of difference. The 2 key things to prepare are:

1. **Your introduction.** Be able to describe concisely what you do and what you're looking for from the event. While you can probably answer the first part without much of a problem, most people don't think about the second. Yet that's what will help you get what you want. How will people know if and how they can help you if you don't tell them?

*Example: "I currently work for Acme Environmental Group, but am thinking about starting my own consulting firm and would love to meet people who've already made that leap."*

2. **A standard list of questions.** Connections happen through conversation. But it has to be meaningful. You want to talk about more than just the weather. Asking questions that get people to open up about their goals and needs will help you connect more deeply, and also uncover ways you might be able to help. Start off easy and probe into meatier topics as the conversation progresses.

*Examples: (Easy) "So what brings you to the event?"*

*(More probing) "What's the biggest challenge in your profession right now?" or "What's the single biggest thing that could help advance your business or career?"*

## What are the benefits?

This small bit of preparation will pack a powerful one-two punch in your networking. A clear introduction will make a strong first impression and give others a chance to offer help in response to what you're looking for. The questions you ask will help identify areas where you can help, providing an excellent reason to follow up afterwards. Help in either case could include advice, suggestions, insight or a referral.

When I facilitate structured networking events for companies and organizations, I can lead the group to give their intros in the proper way and ask the right questions of each other so that connections and follow up are easy. But you can accomplish the same effect on your own. Without a lot of effort, a little bit of prep can make your networking much more effective and bring you many more opportunities.

## About Liz Lynch

*Liz Lynch is a sought-after speaker and business networking expert whose products, programs and seminars help entrepreneurs and business professionals get clients, build their businesses, and reach their goals through networking. She is founder of the Center for Networking Excellence and author of 102 Secrets to Smarter Networking. For more tips, tools and resources including a free copy of Liz's e-course, "7 Days to Smarter Networking" visit [www.NetworkingExcellence.com](http://www.NetworkingExcellence.com).*

# Job Opportunities

## Loureiro Engineering Associates, Inc.

Loureiro Engineering Associates, Inc., an employee-owned, full-service multi-disciplinary engineering and construction firm, with offices in Plainville, CT and Merrimack, NH has openings for the following positions in its Environmental Division:

Senior Geologists/Scientists/Engineers  
Project Geologists/Scientists/Engineers  
Project Managers

Responsibilities, depending on the position, range from: performance of field sampling, data management, and reporting on site investigation and remediation projects; preparation of technical drawings and permits; completion of regulatory compliance audits; assignment of project duties while monitoring progress; identification of prospective clients and arranging for proposal submission.

Requirements include B.S. degree in Environmental Science, Geology, or Engineering with 5-8 years relevant experience.

We offer a competitive salary and comprehensive benefits package. Apply online to [Resume@Loureiro.com](mailto:Resume@Loureiro.com).  
EOE/AA

## Sanborn, Head & Associates, Inc.

Sanborn, Head & Associates, Inc. is seeking experienced geotechnical engineers and geoenvironmental engineers and scientists to meet the demands of our growing consultancy. Sanborn, Head & Associates, Inc. is a privately held, multi-disciplinary firm of consulting engineers and scientists providing geoenvironmental and geotechnical services to clients across the United States and internationally. At present our firm includes approximately eighty professionals and support personnel. We are based in office locations in New England, the Midwest, and the United Kingdom. Openings are currently available at both our Westford, MA and Concord, NH offices.

**Geotechnical Project Manager** - Candidates should hold a Master's degree, or another advanced degree, in civil engineering with a focus on geotechnical engineering or related discipline. Broad technical background in various areas of geotechnical engineering including deep and shallow foundations, earth retention systems, dams, groundwater engineering, and earthwork construction is required. Qualified candidates should be able to fully execute a project from proposal preparation, design and execution of subsurface exploration programs through engineering and construction. Four to ten years of related experience, strong quantitative, writing, and verbal communication skills are essential. Professional Engineer registration is preferred.

**Geoenvironmental Project Manager** - Candidates should have broad experience in planning and execution of field investigation programs and development of remedial alternatives for various contaminants in various geologic conditions. Direct working knowledge of, and writing experience for, one or more state regulatory programs is required. Massachusetts Contingency Plan and/or Connecticut Remediation Standards Regulations/Transfer Act experience is desirable. Prior experience with projects that combine environmental remediation with construction is preferred. An advanced degree in environmental engineering or earth sciences and professional registration (P.E., P.G., etc.) are preferred. Four to ten years of relevant experience and strong verbal and written communication skills are essential.

Resumes should be sent to [hr@sanbornhead.com](mailto:hr@sanbornhead.com). For more information about SHA visit our website at [www.sanbornhead.com](http://www.sanbornhead.com).

# Job Opportunities

## Environmental Resources Management (ERM)

ERM was ranked as the largest "all-environmental consultancy in the world", ENR (Engineering News-Record, July 3, 2006), for the third consecutive year and now has more than 120 offices in 40 countries employing over 3,000 people. ERM is one of the world's leading providers of environmental, health and safety management and technical consulting services. ERM is looking for:

Desktop Services Specialist  
Due Diligence Project Manager

### **Desktop Services Specialist** Responsibilities/Qualifications include:

- The desktop services specialist will provide both local and remote support to 10+ offices throughout Northeastern US and Canada.
- This position will be a split between support (2/3) and training/inventory management (1/3).
- The desktop services specialist will work with a small regional IT team (part of a world-wide team) in a rapidly growing, fast-paced environment.
- The successful candidate will be responsible for documenting and maintaining our hardware and software inventory, and making purchases to keep adequate supplies in stock.
- Applicants should have a minimum of 5 years experience in a similar role.
- Experience must include providing support and training in an all Microsoft environment.
- A valid drivers license is required and the successful applicant must have (or be able to obtain) a valid passport.

### **Due Diligence Project Manager** Responsibilities/Qualifications include:

- Providing consulting advice to legal, corporate and venture capital clients.
- Performing environmental due diligence assessments consistent with ASTM Phase I standards.
- Performing broad-based compliance assessments at industrial and commercial facilities.
- Preparing concise reports that assess potential environmental liability risks, compliance and operational status at various manufacturing facilities and managing regional and global projects of all sizes.
- Applicants must have a BS or BA in a scientific discipline, multiple years of direct experience in environmental due diligence, extensive knowledge of ASTM Phase I standards and an understanding of core business and legal concepts of business transactions, and a broad environmental background, with strong experience in, and continued interest in working on transactions.
- A valid drivers license is required and the successful applicant must have (or be able to obtain) a valid passport.

Apply on-line at [www.erm.com](http://www.erm.com).



**SOCIETY FOR WOMEN ENVIRONMENTAL PROFESSIONALS (SWEP)  
 MASSACHUSETTS CHAPTER  
 2008 Membership Application Form**

*Please complete this form to renew your membership or to become a new member.  
 If you have any questions regarding membership, contact Stacey Gugliuzza at 978-589-3419.*

**A. Membership Status (check one):**

New  Renewal

**B. Type of Annual Membership (check one):**

| Type of Membership    | Annual Membership Fee             | Benefits   |
|-----------------------|-----------------------------------|--|
| Individual            | <input type="checkbox"/> \$50.00  | One year membership  |
| Government/Non-Profit | <input type="checkbox"/> \$30.00  | One year membership  |
| Student               | <input type="checkbox"/> \$10.00  | One year membership  |
| Corporate Champion    | <input type="checkbox"/> \$500.00 | Ten members, your company's logo on SWEP's website homepage, and a hotlink to your company's webpage.  |
| Corporate Benefactor  | <input type="checkbox"/> \$300.00 | Six members, your company's logo on SWEP's website homepage, and a hotlink to your company's webpage.  |
| Corporate Basic       | <input type="checkbox"/> \$200.00 | Four members, your company's logo on SWEP's website homepage, and a hotlink to your company's webpage. |

**C. Check here if you would like to participate on a Committee:**

Membership  Communications  Programs  Public Service

**D. Please check the demographic area that best describes the location of your office:**

Boston/Cambridge  North Shore  South Shore  Metrowest  Central/Western

**E. Contact Information**

Name and Title: \_\_\_\_\_  
 Firm: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_

**Corporate Members (use back if needed)**

| Name | Title | Phone/Ext/Fax | Email |
|------|-------|---------------|-------|
|      |       |               |       |
|      |       |               |       |
|      |       |               |       |
|      |       |               |       |

**F. Field of Employment (check one):**

|  |   |
|--|---|
| <input type="checkbox"/> Academia            | <input type="checkbox"/> Legal                  |
| <input type="checkbox"/> Consulting          | <input type="checkbox"/> Lobbyist               |
| <input type="checkbox"/> Financial           | <input type="checkbox"/> Non-Profit             |
| <input type="checkbox"/> Government          | <input type="checkbox"/> Private Industry       |
| <input type="checkbox"/> Insurance           | <input type="checkbox"/> Real Estate            |
| <input type="checkbox"/> Laboratory Services | <input type="checkbox"/> Other (please specify) |

**Return the completed form with a check made payable to SWEP Massachusetts to:  
 Robin Swift, Geosyntec Consultants, 289 Great Road, Suite 105, Acton, MA 01720**