



WNY SUSTAINABLE BUSINESS ROUNDTABLE

ANNUAL REPORT 2019





OUR MISSION

“The mission of SBR is to foster collaboration that enables our member businesses to build and act on sustainability goals, maintain profitability, and promote healthy communities.”



PRESIDENT'S STATEMENT

We are a place-based not-for-profit organization of sustainable businesses, working together to create an environmentally and economically resilient Western New York. We provide leadership to create competitive advantage and contribute to a thriving, sustainable future for the Western New York region.

We are deeply committed to our mission and our region. We believe our organization's work is more important than ever before, and we are looking forward to offer you a seat at our table!

Let us know if and how our work resonates with you, and we would be happy to explore ways to collaborate.

Together, let's help companies **INVEST** in their economic and environmental future, **CONNECT** organizations to resources, educate businesses and communities so we can **LEARN** best practices for sustainability, and **RECOGNIZE** achievements!

KRIS ANN BOLT

SBR President

OUR IMPACT

We grew our membership by 18%. New members included ARCA, Chudy Paper, Green Home Innovations, Hillcrest, McCallum Sather, NYPA, Niagara Chocolates and Nottingham Advisors. At the end of the fiscal year we had 53 dues paying members in total.

8 new members

13 educational events

6 recognition program applications

15 sustainability projects reported



PROJECT THEMES

Six organizations submitted 2019 recognition program applications and were recognized for their outstanding work in sustainability during the 2019 Summit. Together, they reported 15 sustainability plan and implementation projects, showcasing best practices and innovative methods.

energy

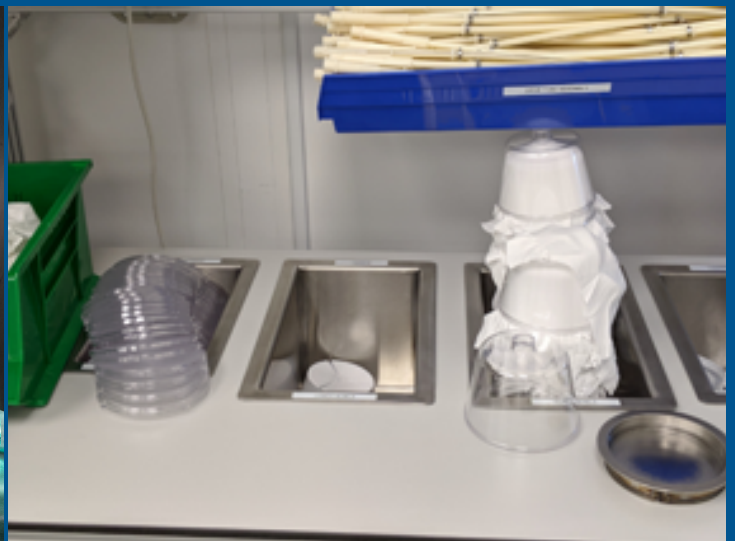
"In 2018 we used approximately 8,302 less KWH per month (compared to the previous year) following the replacement of our lightbulbs with LED bulbs" *Curbell*

"In 2017 we saw a 3% reduction in energy consumption and in 2018 we saw another 2% reduction" *Harmac Medical Products*

"Data indicates that we have reduced the weight of our waste destined for the landfill by 43% over the past two years" *Buffalo Zoo*

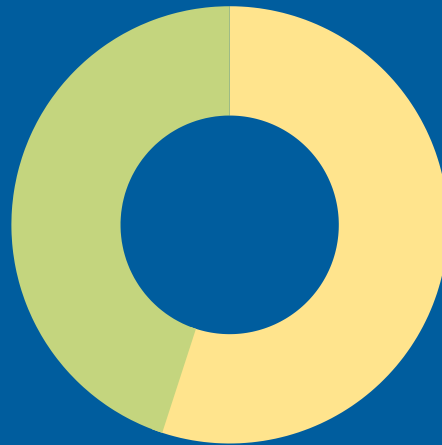
waste

"Reduction of the use of most disposable items, saved money and reduced waste. Overall annual net savings from this change is estimated at \$20,000" *Erie County*



OUR REACH

501 event attendees



"Good" event rating
45%

"Excellent" event rating
55%

982
email contacts

7,500
website users

1,200
social media/month





MEMBER TESTIMONIALS

“The Dumpster Dive – a Solid Waste Assessment at Tri-Main Center, was an eye opening demonstration of the need for better public understanding about what can be recycled. By attending this SBR event and others I am gaining valuable insight that I can share with my colleagues and clients and in my own day-to-day life.”

***Chuck Emerson, Account Manager,
Chudy Paper***

“Greif joined the SBR because we wanted to be part of a group of local like-minded individuals. We were trying to gain knowledge from other companies and stumbled onto the SBR. We immediately had access to innovative projects, idea sharing, and the opportunity to connect with local business professionals that all had a common goal of making Western New York more sustainable.”

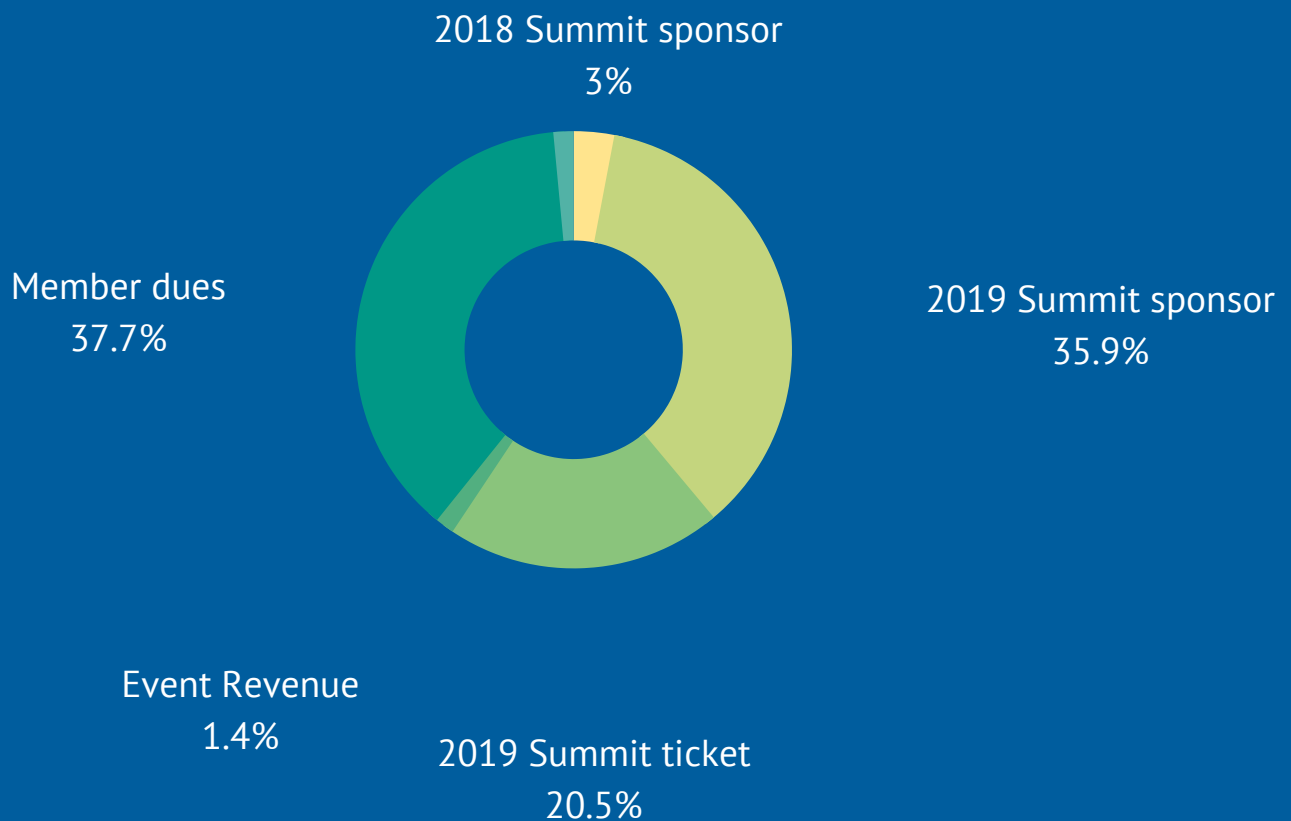
***Daniel Healy, Complex Manager,
Greif***

FINANCIAL STATEMENT

INCOME BY PERCENTAGE

Total revenue: \$65,924

FY October 1st 2018 to September 30th 2019. Please see SBR's 990-EZ for more details.

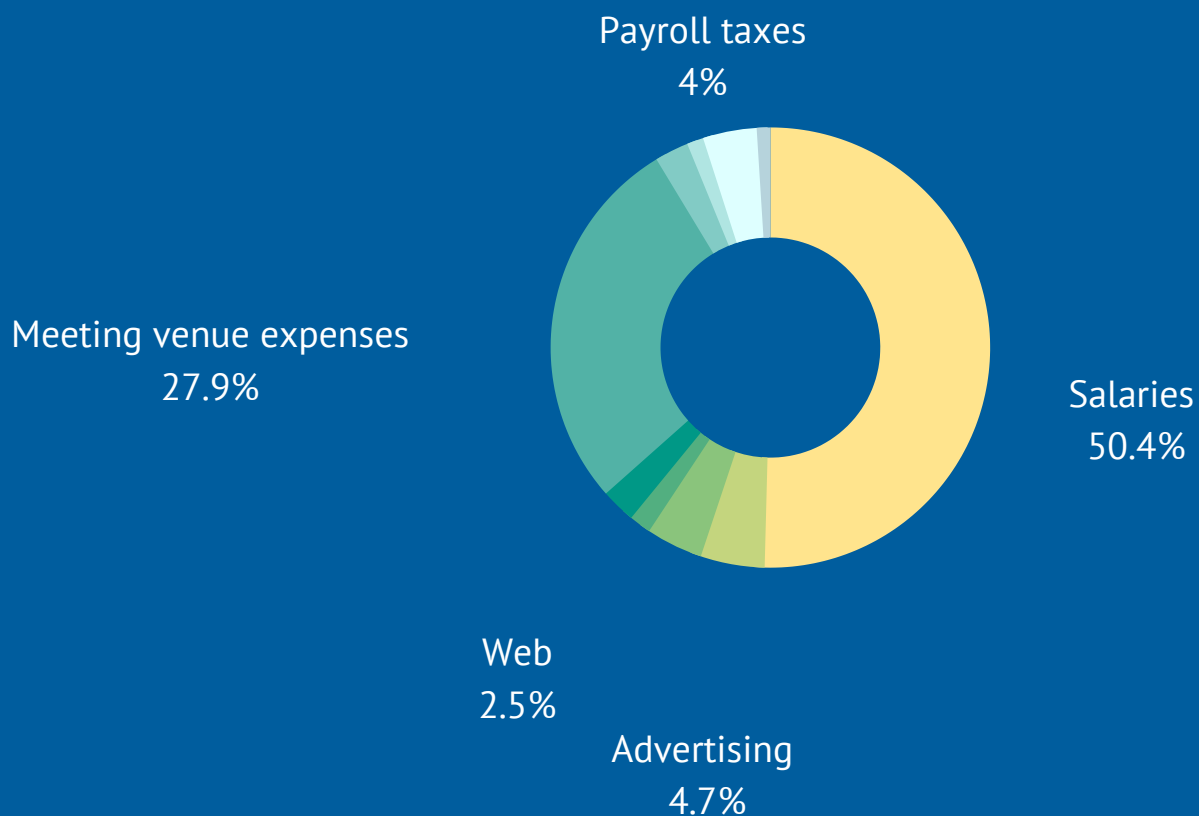


FINANCIAL STATEMENT

EXPENSES BY PERCENTAGE

Total expenses: \$67,233

FY October 1st 2018 to September 30th 2019. Please see SBR's 990-EZ for more details.





SBR TOMORROW

We are working hard on ensuring our own sustainable future. In the past, SBR has been solely dependent on EPA grants, membership dues and event fundraising.

We need to further diversify the organization's revenue streams. One way of supplementing them is our new policy to charge non-members for events.

We are also looking into securing future funding through foundations, corporate sponsors and individual donors.

Sponsorship packages are available upon request. Let us know if we can start a discussion with you and/or your organization!

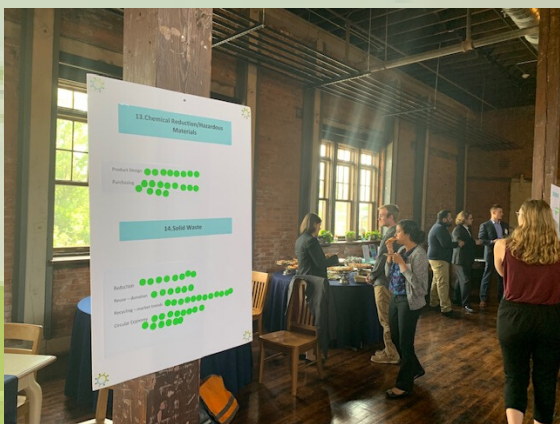
SBR has undergone significant changes during the past couple of years. We did our first ever direct hire when we recruited our Executive Director, Asa Guilamo. We also made changes in board leadership, enabled electronic payments, solidified our social media presence and launched a new member web page etc.

Our funding priorities moving forward are development and communications.

At the time of writing - ahead of the annual meeting in June 2020 - we have adjusted our offering further by moving all of our activities online and finding new ways of supporting our membership community during the global pandemic. Let us know what you would like to see more of as we navigate forward together.



2019 Annual Meeting



WNY SUSTAINABLE BUSINESS ROUNDTABLE 2019 EDUCATION CALENDAR

Quarterly topic perspectives on:

- Challenges & trends
- Local innovators
- The business case for actions
- Resource connections
- By the numbers - metrics matter
- Part of your sustainability plan
- Member showcase & recognition



Western New York
Sustainable Business
Roundtable

WINTER SEMESTER - ENERGY CONSERVATION

- Treasure hunt for conservation opportunities
- Changing culture to create new energy habits
- Demand-side management
- Energy management systems & standards

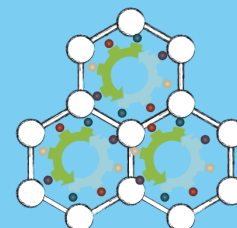
GOAL- REDUCE ENERGY INTENSITY



SPRING SEMESTER - CHEMICAL FOOTPRINT

- Examining product chemistry
- What and where are Chemical of High Concern (CoHC)s
- Beyond regulations, why CoHCs matter
- Green procurement initiatives
- Engaging suppliers

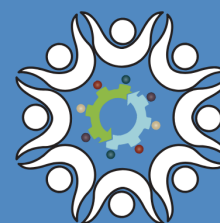
GOAL - INCREASE AWARENESS OF COHCS IN PROCESSES & PURCHASING



SUMMER CAMP - COMMUNITY IMPACT

- Maximizing effectiveness & achieving tangible impacts
- Making a difference in people's lives
- Connecting opportunities for engagement
- Telling the stories
- Value of social capital

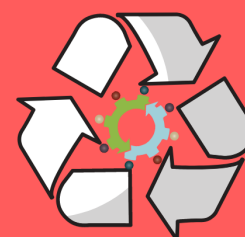
GOAL - CREATE A POSITIVE & MEASURABLE IMPACT



FALL SEMESTER - TRANSFORMING WASTE

- Case studies for reducing material inputs
- Navigating changing markets for recycling
- More packaging than product
- Continued value - repurposing & refurbishing
- Organic waste stream management

GOAL - TRANSFORM WASTE TO RESOURCES





WESTERN NEW YORK SUSTAINABLE BUSINESS ROUNDTABLE



The Knoer Group, PLLC



Green Home Innovations Inc.



Advanced Technology Recycling



Rising Tide Energy Services

