



GREENLAND®

Group of Companies



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www.grnland.com 



Enterprise Overview

GREENLAND® operates as an **integrated environmental, municipal infrastructure, water resources and urban land development engineering enterprise** and **serves public sector, utility, ICI and land developer clients** in Canada.

Founded in 1994, this unique enterprise brand combines municipal and environmental engineering, water resources, landscape architecture, and urban land development expertise through **Greenland International Consulting Ltd. (GICL** and 'aka' Greenland Consulting Engineers) and its affiliated business **Urban Watershed Group Limited (UWGL)**. While the two entities share overlapping director ownership, their management teams differ in composition. Together, both of the companies support complex, multi-year mandates requiring coordinated delivery, regulatory alignment and technical depth.

The enterprise also integrates proprietary and intelligent (A.I.) decision-support system technologies, **CANWET™**, **THREATS™** and **ISWMS™**, for many projects to support data-driven decision making, regulatory compliance and long-term planning across a range of environmental, infrastructure design and master plans for large "greenfield" community development applications.

Collectively, the enterprise represents a diversified, asset-light consulting platform with strong client continuity and multiple avenues for organic growth within all regions of Canada.

Company Website: www.grnland.com



Key Fact Sheet

Below are key facts about **GREENLAND®**:

01

Year Founded

Founded in 1994, the current ownership structure was established in 2006. The company operates from its head office in Collingwood, Ontario, with GTA and Atlantic Canada satellite offices.

02

Core Services

Municipal infrastructure, environmental and water resources engineering, urban land development, watershed and climate-related services.

03

Sector Coverage

Public sector and municipalities, Indigenous communities, utilities, and select resource and infrastructure-related industries.

04

Team Credentials

Led by senior team with (collectively) over 100 years of consulting engineering industry experience, including Designated Consulting Engineers able to practice throughout Canada.

05

Specialized Expertise

Watershed cumulative effects analysis, low impact development strategies, asset management, expert witness testimony and ESG-aligned engineering services.

06

Geographic Reach

Licensed engineering firm in Ontario and Alberta, with project delivery across Canada.

07

Recurring & Relationship-Driven Revenue

High proportion of repeat land development, municipal and public-sector clients with multi-year engagement history.

08

Growth Opportunities

Proprietary software platforms (CANWET™, THREATS™, ISWMS™), AI-enabled tools, and expanding demand for infrastructure resilience and climate-focused solutions.

Greenland International Consulting Ltd.



Greenland International Consulting Ltd. (GICL) is an award-winning, environmental and municipal consulting engineering firm **providing water resources, environmental, infrastructure, and landscape architecture** services to public sector, utility, and infrastructure clients across Canada.

Founded in 1994, **GICL** supports complex, multi-year mandates through a combination of engineering analysis, regulatory advisory, and program management, with a focus on watershed-based planning and infrastructure resilience.

The firm's capabilities span water resources and stormwater management, environmental assessment and permitting, flood risk and shoreline management, infrastructure planning and design, and site planning and landscape architecture. **GICL** typically serves as the primary client interface on large projects, coordinating technical inputs and regulatory requirements across planning and implementation phases.



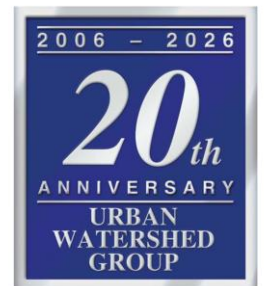


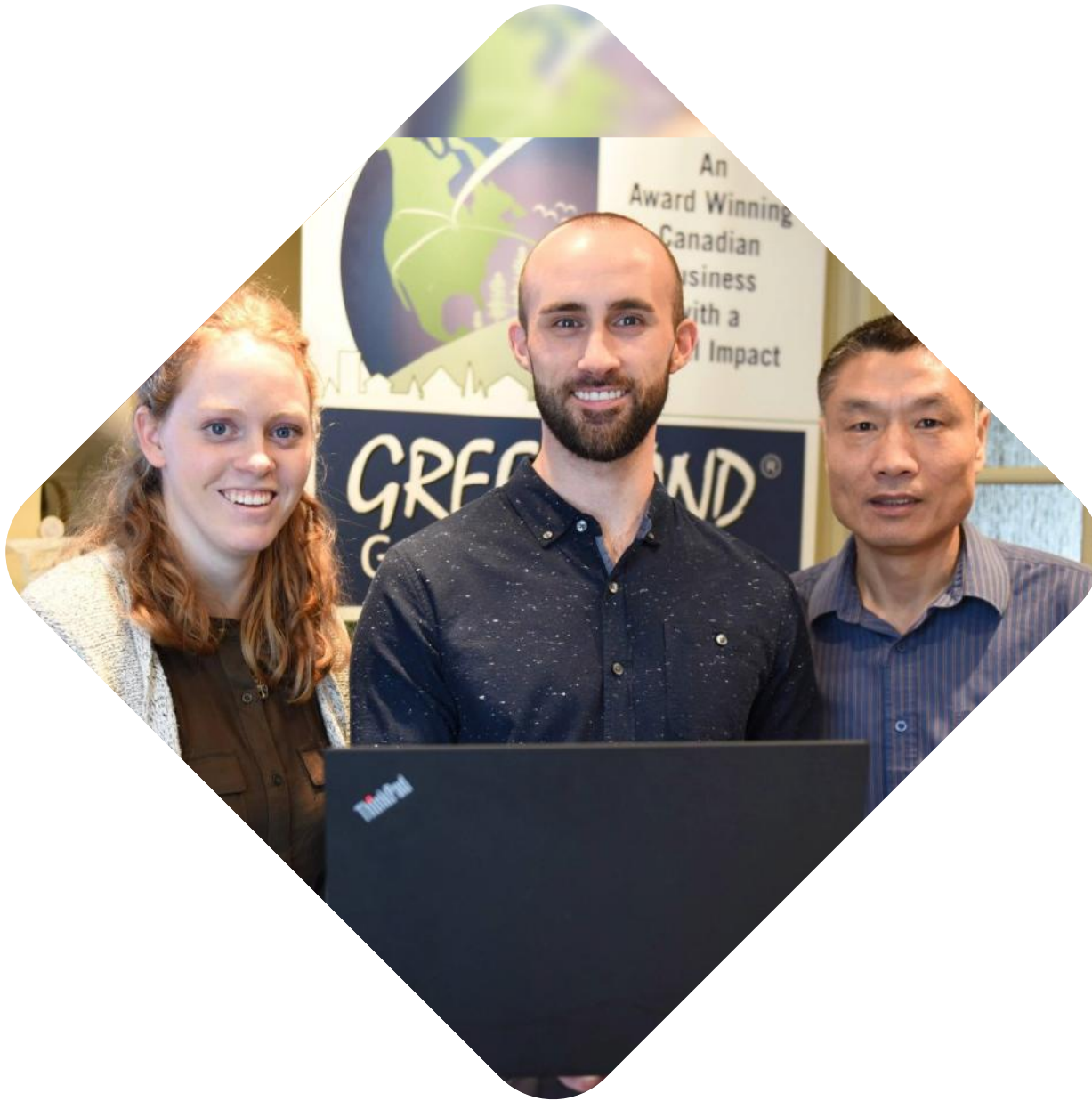
Urban Watershed Group Limited (UWGL) is a well-known civil engineering and construction inspection firm (with a primary operational focus in Southern Ontario) that provides urban land development engineering services (site plans, subdivisions and new communities) with complimentary construction inspection services to Residential (all forms) and ICI industry clients.

Founded in 2002 and joining the **GREENLAND® Group of Companies** in 2006, **UWGL** supports **complex urban and infrastructure projects** through **integrated engineering, environmental services, and regulatory support**. The firm has experience working across a range of project types, including high and low-rise developments, mixed-use developments, municipal infrastructure, and environmentally sensitive sites specializing in low impact development design.

UWGL's capabilities span land development and site engineering, low impact development, environmental assessment and monitoring, and field services and contract administration.

The firm operates with **direct principal involvement on client engagements**, providing hands-on project oversight, effective coordination, and technical leadership. Urban Watershed also brings deep familiarity with local regulatory and permitting requirements, **supporting efficient project approvals and execution**.





Culture

GREENLAND® maintains a collaborative and inclusive workplace grounded in professionalism, integrity, and public service. The firm emphasizes diversity, equity, and accessibility across its business practices, employee training programs, and hiring processes, providing equal employment opportunities to all qualified applicants.

GREENLAND® also extends these commitments beyond its workforce by actively seeking to engage diverse suppliers, vendors, sub-consultants, and sub-contractors, including minority-owned, women-owned, Indigenous-owned, and veteran-owned businesses. This values-driven culture supports thoughtful collaboration, ethical decision-making, and long-term relationships with clients, partners, and communities.

Company History

Founded in 1994, **GREENLAND®** is an Ontario-based, award-winning consulting engineering enterprise serving municipal infrastructure, environmental and water resources, urban land engineering, and attainable housing initiatives across Canada.

2002

Enterprise Creation

Mark and Jane Palmer purchased the original assets of **Greenland International Consulting Ltd.**, establishing the current owner-led consulting engineering organization.

2003

Headquarters Relocation

Following the acquisition, head office operations were relocated to the **Town of Collingwood, Ontario**, while maintaining a presence in the Greater Toronto Area.

2006

Group Expansion

Urban Watershed Group Limited was incorporated and added as a **GREENLAND®** Group affiliate under the leadership of Peter Ellis, expanding the enterprise's land engineering and construction inspection capabilities, with the initial GTA office established.

2010s

Technology Enabled Delivery

GREENLAND® began developing and integrating proprietary, intelligent software tools built on validated open data to support water resources management strategies, municipal infrastructure (asset) planning, and cumulative effects analyses projects.

2025

Institutional Scale & Platform Maturity

GREENLAND® was awarded multi-year mandates by the **Government of Ontario** under the **Conservation Authorities Act**, **Infrastructure Ontario**, **Ontario Clean Water Agency** and **Municipalities**, with proprietary technology embedded, when needed, to support regulatory review and long-term public-sector programs.



"A Canadian engineering enterprise driving meaningful, lasting change for the greater good."

GREENLAND® Services Overview

Municipal Infrastructure & Urban Land Development



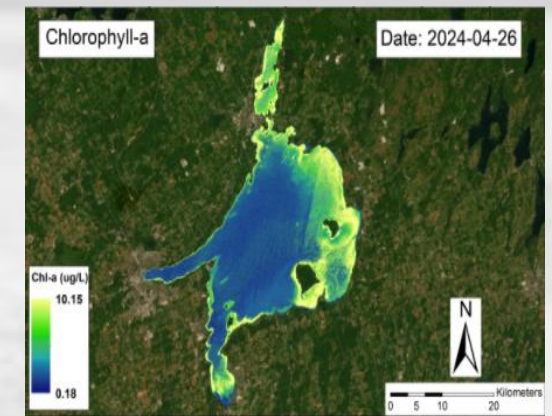
Water Resources & Watershed Management



Environmental Regulatory Advisory



Technology Enabled Analysis & Decision Support Platforms



- Municipal servicing and public infrastructure design
- Urban land development engineering
- Development approvals and coordination
- Engineer of Record and construction review

- Watershed & sub-watershed studies
- Stormwater & floodplain analysis
- Source water protection & resilience planning
- Hydrologic & hydraulic modelling

- Environmental assessments & permitting support
- Conservation Authority coordination
- Peer review & regulatory advisory
- Stakeholder & Indigenous engagement

- Cumulative effects analysis
- Asset management and infrastructure planning tools
- Scenario modelling & data-driven advisory
- Municipality and utility condition assessments of watermains and forcemains

Notable Projects

Below are select (and very recent) projects from **GREENLAND®** that demonstrate the firm's ability to deliver large-scale, complex infrastructure projects across public and private sector clients:



FIFA 2026 Centennial Park Redevelopment (Toronto, ON)



Construction Value:
+\$50,000,000 (Site Works)

Project Description:

Provided stormwater management, grading, servicing, and environmental design services for the redevelopment of Centennial Park as a FIFA 2026 World Cup training facility. Scope included wetlands rehabilitation, floodplain considerations, and coordination with municipal stakeholders to support a multi-phase, internationally significant project.



Infrastructure & Asset Management Planning (Essa Township, ON)



Construction Value:
\$150,000,000

Project Description:

Acts as Engineer-of-Record and Model Keeper for municipal infrastructure and asset management planning services, incorporating network modeling long range servicing analysis, and data-supported peer review of development applications. Designing a 7MLD Wastewater Treatment Plant and 14MLD Water Treatment and Supply System for the Community of Angus.



Keele West Residential Development (Vaughan, ON)



Construction Value:
\$4,000,000 (Civil Works)

Project Description:

Provided civil engineering and stormwater management services for a multi-phase residential development on a constrained site adjacent to a rail corridor, including erosion control, servicing design, and grading solutions.



Bolton Camp Redevelopment (Bolton, ON)



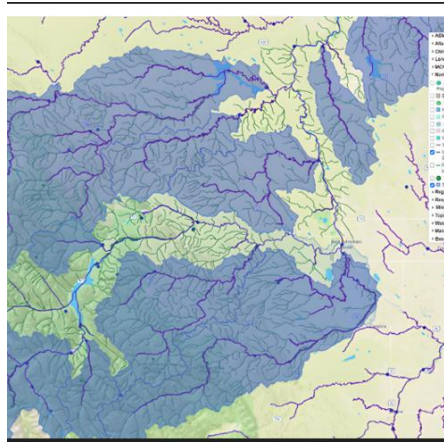
Construction Value:
\$5,000,000 (Site Works)

Project Description:

Provided civil engineering services supporting site development works, including grading, servicing, and stormwater management for a large-scale recreational and institutional facility.

Notable Projects (Continued)

The following projects highlight **GREENLAND®**'s differentiated capabilities, long-standing client relationships, and proprietary technology platforms that support recurring revenue and long-term value creation:



Watershed & Climate Modeling Platform — EPCOR Utilities (Edmonton, Alberta)



(Ongoing technology-enabled engagement)

Project Description:

Provides ongoing watershed and climate modeling services utilizing **GREENLAND®**'s proprietary THREATS™ platform, supporting utility-scale water resource planning through watershed-scale hydrologic modeling, scenario analysis, and data-driven decision support.



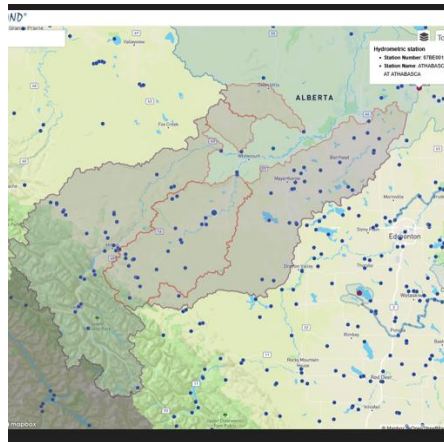
Orbit Community & Related Projects (Innisfil, Ontario)



Construction Value:
+\$60,000,000 (Phase '1' - Site Works)

Project Description:

Provided civil engineering, stormwater management, and planning, design, and construction support for a large-scale, master-planned community, including long-term servicing strategies and phased development delivery.



Source Water Protection Program (Alberta)



(Ongoing technology-enabled engagement)

Project Description:

Provides province-wide surface water modeling and decision-support services utilizing **GREENLAND®**'s THREATS™ platform, incorporating watershed-scale hydrologic modeling, climate-informed scenario analysis, and GIS-supported data visualization to inform provincial water policy and long-term planning.



Oro-Medonte School – Simcoe County District School Board (Oro-Medonte, Ontario)



Construction Value:
~\$30,000,000 (Total Project)

Project Description:

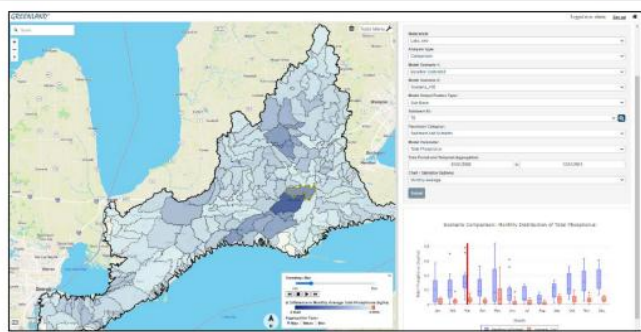
Provided stormwater management, grading, servicing design, and construction inspection services for a new elementary school and community centre. Scope included environmental approvals, regulatory compliance, and coordination through construction for a major institutional facility.

Proprietary Intelligent Software Platform

GREENLAND[®] has developed a suite of proprietary, web-based decision-support platforms that embed advanced analytics, machine learning, and geospatial intelligence directly into municipal, utility, and provincial programs. The company uses this software to execute projects, however the software has sizable potential to be applied at a broader context or licensed as a stand-alone software offering.

CANWETTM

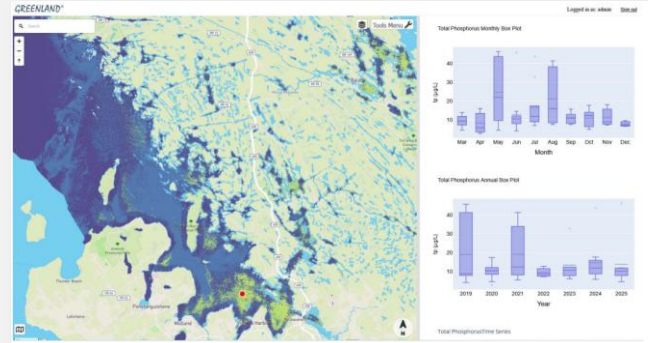
Integrated Water Balance, Nutrient Loading and BMP Mitigation Tool



- Predictive watershed and surface water modeling platform
- Supports source water protection, nutrient management, and climate risk planning
- Widely applied across provincial and Great Lakes Basin programs

THREATSTM

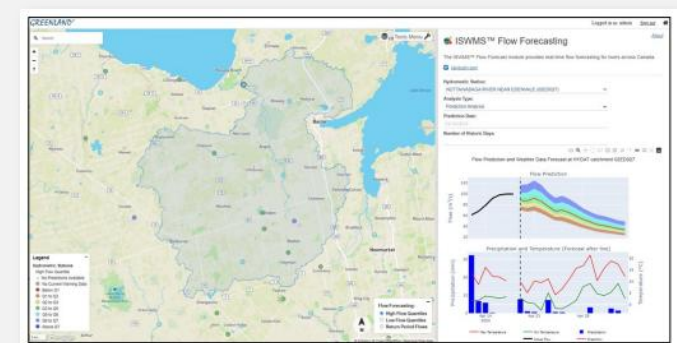
The Healthy River Ecosystem Assessment System



- Web-based platform integrating environmental, land-use, and infrastructure data
- Enables cumulative effects assessment, regulatory planning, and ESG reporting
- Used by provincial governments, utilities, and Indigenous communities

ISWMSTM

Integrated Science & Watershed Management System



- AI/ML-enabled flood and drought forecasting platform (365/24/7)
- Integrates IoT data, hydrologic models, and machine learning
- Supports emergency management, infrastructure protection, and asset planning

NEW: Intelligent Software Platform Involving the EVERGREEN Brick Works Site



CRITICAL
INDUSTRIAL
TECHNOLOGIES



OCI
Where Next Happens

DEVELOPMENT AND COMMERCIALIZATION
PROJECT PROPOSAL

OCI Office use only

APPLICATION DATA	
Project Title	Integrated AI-Driven Watermain Condition Assessment and Distribution Tool
Application Number	37754



**GREAT LAKES AND
ST. LAWRENCE**
CITIES INITIATIVE

While **GREENLAND®** successfully delivers pipe assessment services for municipal and water utility clients, these organizations face a critical limitation: the lack of integrated, predictive intelligent tools that transform raw inspection data into actionable maintenance and lifecycle strategies. **GREENLAND®** is developing the first AI-driven decision-support platform leveraging ultrasonic guided wave and acoustic monitoring technologies to assess pipe integrity without excavation. This non-invasive solution addresses aging water infrastructure where up to 20% of potable water is lost through system leaks. This opportunity will enable **GREENLAND®** to introduce the platform to Great Lakes Basin municipalities and utilities, capturing a share of the \$2.1 billion annual North American infrastructure assessment market.

Client and Scope of Work Examples

GREENLAND® maintains relationships with significant and high-profile clients across multiple sectors. Below are some profiles:

Client Profile

- Municipal governments and local agencies
- Provincial ministries and Crown corporations
- Conservation Authorities and watershed organizations
- Indigenous communities and organizations
- Utilities and public infrastructure operators
- Select private developers and institutional landowners

Project Scale

- Professional fees typically ranging from **50K to \$500K+** per project
- Predominantly **multi-year, program-based engagements** under framework, roster, peer review and/or standing-offer arrangements
- Mix of **time-and-materials (rate-based)** and **fixed-fee** project structures
- Project durations range from **short-term studies to multi-year phased projects**

Client Examples:



Sample Testimonials

What clients say about **GREENLAND®**:



Ontario Ministry of Natural Resources & Forestry

"The ministry is pleased to confirm the successful completion of the province-wide flood forecasting model... dedication and professionalism were instrumental to achieving this outcome."

Amber Langmuir
Project Manager



Corporation of the Town of Collingwood (Ontario)

*"Your team did a great job conveying the analysis to Council... **there is confidence in the approach** you have taken to this very important work for Collingwood."*

Sonya G. Skinner, P.Eng
Chief Administrative Officer



Lake Simcoe Region Conservation Authority

"Excellent work... the approved strategy enables the next phase... completed on-time and on-budget."

Michael Walters
Chief Administrative Officer (Retired)



Six Nations Council of the Grand River

*"The completed Master Drainage and Flood Remediation Plan has enabled us to identify flood-prone areas and **prioritize effective mitigation projects**... we look forward to working with Greenland again."*

Michael R. Montour
Director of Public Works



Intact Centre on Climate Adaptation — University of Waterloo

*"The advanced technology developed in collaboration with Greenland **can be instrumental in mitigating flood risk**... and we look forward to a supportive relationship."*

Dr. Blair Feltmate
Head, Intact Centre on Climate Adaptation



Bird Construction Ltd.

*"Your dedication... has been instrumental in shaping a compelling proposal... **a repeatable and formidable approach**."*

Sean Hart
Construction Manager

Safety

GREENLAND® maintains a strong safety culture embedded across its operations, with a focus on protecting employees, contractors, and the environments in which it operates. Safety practices are applied across both office-based and field activities, with clear expectations around risk awareness, compliance, and accountability.

The Company has no history of material safety incidents, lost-time accidents, or outstanding workplace safety claims arising from office-based activities or active field work sites. Management emphasizes proactive hazard identification, safe work practices, and appropriate training to support a safe and healthy workplace.

Key elements of the Company's approach to safety include:

- **Commitment to Safety:** Safety is treated as a core operational priority and is integrated into day-to-day activities and project execution.
- **Leadership Accountability:** Ownership and management promote a culture of responsibility and awareness around health and safety.
- **Employee Responsibility:** Employees are expected to follow applicable safety practices, participate in training, and report unsafe conditions without fear of retaliation.
- **Regulatory Compliance:** Operations are conducted in compliance with applicable occupational health and safety requirements.



Community Support

GREENLAND® maintains a long-standing commitment to community support through education, environmental stewardship, and charitable initiatives across the regions it serves, including:

Post-Secondary Facility Financial Support

Location: University of Guelph – College of Engineering Expansion (Ontario)

GREENLAND® has partnered with Ontario universities on “scoped-consulting ROI initiatives” since 2003. In addition, these R&D related projects were also supported by sizeable financial support by Mark & Jane Palmer for the University of Guelph – College of Engineering facility expansion.

Public – Private Project Partnerships

Location: Georgian Bay, Muskoka Region & Lake Simcoe Watershed Ecosystems (Ontario)

GREENLAND® leverages public-private partnerships to deliver community and environmental protection outcomes. Notable collaborations have included with the Nottawasaga Valley Conservation Authority and participation in a \$30 Million Federal Government program.

Post-Secondary Education Support

Locations: University of Guelph, University of Waterloo, Wilfrid Laurier University, Nipissing University and University of Western (Ontario)

Beyond collaborative R&D projects, **GREENLAND®** staff have been invited to participate at Ontario university events and support other student related programs. These corporate engagements also helped foster the next generation of civil, environmental and software engineering professionals.

National Charity Support

Location: Canada

Since 2003, **GREENLAND®** has supported Canadian charities including Special Olympics Canada, United Way Canada, and Big Brothers Big Sisters through sponsored golf tournaments and fundraising dinners hosted with elected officials.

