

# Environmental Project Management Services

**Time & Materials  
Project Management**

**Fixed-Price  
Project Management**

**Environmental  
Liability Transfer**

# About EAG



**EnviroAnalytics Group (EAG)** is one of the fastest-growing environmental project management and consultancy firms in North America.

With over 200 properties in active environmental remediation, and funds under management exceeding \$250 million, we support our clients with a “culture of efficiency” that provides practical remedial strategies to achieve regulatory closure under budget and prior to timeline goals.

## **Practical Strategies to Resolve Corporate Environmental Liabilities**

EAG offers our clients three levels of environmental remediation and project management to resolve corporate environmental liabilities:

1. Time & Materials Project Management
2. Guaranteed Fixed Price Project Management
3. Environmental Liability Transfer



# EAG by the Numbers



**200+**

Sites Under Management

**\$250 Million**

Funds Under Management

**10**

Fortune 500 Clients

**25+**

In-House Professionals, PhDs, PEs,  
Lawyers, PMs

**25**

Years of Corporate History

**\$200 Million +**

Accumulative Cost Savings to  
Environmental Budgets

# EAG Core Service Options

Three Levels of Environmental Project Management



## Time & Materials Project Management

*Level 1*

- Practical, Cost-Saving Remedial Strategies
- Regulatory Advocacy
- Access to EAG's lean and experienced project management teams
- Strict Vendor Oversight

## Fixed-Price Project Management

*Level 2*

- Guaranteed Cost Certainty
- Achieve Regulatory Closure at a Guaranteed-Fixed Price
- Robust Financial Protection Against Cost Overruns
- Expert In-House Underwriting

## Environmental Liability Transfer

*Level 3*

EAG will take contractual ownership of your environmental liabilities, absolving your firm of regulatory obligations in perpetuity.

Complete and final "walk away" option for unresolved environmental liabilities.



# Time & Material Project Management Services



## Level 1

EnviroAnalytics Group delivers a broad spectrum of environmental remediation and engineering options to clients seeking a practical “time and materials” solution to environmentally-impacted real estate.

We have helped corporations, law firms, accounting firms, lenders, municipalities and public institutions across all COCs (contaminants of concern) - PCBs, Chlorinated Solvents, Creosote, Petroleum impacts, Heavy Metals, and others. EAG’s remedial and project management experience is diverse and far reaching with respect to industries served, contaminants of concern treated, and technologies/methods implemented.

### **Environmental consulting and remediation services include, but not limited to:**

- Phase I & II Site Assessments
- Remediation Design & Action Plans
- Remedial Delineation
- Environmental Reserve Analysis
- Landfill Investigation & Closure
- SARA Reporting: Tier I, II & Form R
- SPCC & SWPP Planning
- RCRA, ECRA, ISRA Closures
- Contamination Abatement
- UST/AST Investigation
- Feasibility Studies
- Hazardous Waste Removal



# Guaranteed Fixed Price Project Management



## Level 2

Our ability to produce accurate cost-to-closure estimates affords us the opportunity to be aggressive in the terms we can offer our clients.

EAG has over 25 years of experience underwriting some of the most complex environmentally-impacted sites and portfolios in North America. Our “Guaranteed Fixed Price” business model incentivizes expeditious regulatory closure and rewards strict budget management – it’s how our people are wired, and it’s what has made our group successful for the past 25 years.

### **Robust Protection Against Cost Overruns**

EAG will guarantee that remedial work remains within the predetermined budget framework, and will establish a robust escrow to protect against potential cost overruns. Any and all costs exceeding the escrow will be the sole responsibility of EAG.

**Achieve Regulatory Closure at a Guaranteed Fixed Price**

**Expert In-House Underwriting**

**Accurate Cost-to-Closure Estimates**

**Protection Against Potential Cost Overruns**

# Environmental Liability Transfer



## Level 3

Since 2008, EAG has been the captive project management team for Environmental Liability Transfer, Inc. (ELT) - a major North American environmental liability assumption firm. Through our relationship with ELT, we are able to provide a third layer of environmental remediation service – Environmental Liability Transfer and Assumption.

***EAG offers our clients a complete and perpetual transfer of environmental liabilities and regulatory obligations by contractually assuming environmental liabilities on our client's behalf.***

This is a comprehensive and sustainable “walk away option” backed by a robust escrow account and high levels of capitalization.

- » Transfer environmental liabilities from balance sheet
- » Receive fair market value for non-core real estate assets
- » Sale-leaseback options available
- » Robust corporate indemnification
- » Protection against regulatory reopeners

**Highly-Capitalized Buyer of Environmental Risk and/or Real Estate**

**Robust Corporate Indemnification**

**Over \$1 Billion in Liabilities Assumed**

**Creative Capital Solutions**

# Lean, Cost-Cutting Approach



## Culture of Efficiency

Since 2008, EAG has been the captive project management team for Environmental Liability Transfer, Inc. (ELT) - a major North American environmental liability assumption firm. EAG's aggressively-minded group of engineers, geologists, PhDs, and lawyers have consistently achieved regulatory closure well below third-party cost estimates, and prior to timeline goals. Our relationship with ELT has hardwired our team to operate with the owner's best interest in mind.

As we transition our service externally, our competitive advantage remains intact – lowering costs parameters and beating timelines without forfeiting quality of work.



# Highly-Efficient Project Management Teams



## **EAG Executive Team:**

**Russ Becker:** President, EnviroAnalytics Group

**Dr. Mark Underwood:** President, EAG Canada

**Randall Jostes:** CEO, Environmental Liability Transfer, Inc.

**Adam Kovacs:** VP, Business Development

**Matt Robinson:** Chief Underwriting Officer

**Thomas Pike:** In-House Attorney

**Elizabeth Schlaeger:** Senior Project Manager, Metals, PE

**Tim Biggs:** Senior Project Manager, Petroleum Geologist

**Adam Peetz:** Senior Project Manager, Civil Engineer, PE

**James Calenda:** Lead Project Manager, Sparrows Point

*EAG is comprised of high-level environmental consulting professionals – PhDs, Licensed PEs, Geologists, Environmental Lawyers, Environmental Project Managers, and other professionals – with a lean and efficient bias toward project management.*

*Detailed resumes and work history for our executive and project management team is available upon request.*

# Your Regulatory Advocate



As a captive environmental consulting group for Environmental Liability Transfer, Inc. (ELT) – a major North American environmental liability assumption firm – EAG has engaged and negotiated with environmental regulatory agencies in over 40 U.S. states and in every Canadian province and territory. Our regulatory relationships are mature, far-reaching, and allow us to negotiate favorably on our clients' behalf.

When you work with EAG, we will leverage these relationships during negotiations – resulting in a more favorable, practical, and cost-efficient scope of work.

Our relationship with ELT has hardwired our team to operate with the owner's best interest in mind. This aggressive mindset is carried over to our external clients as well. EAG will represent your best interests to federal, state, and provincial regulatory authorities with the same determination and vigor we apply when representing our own ownership group.



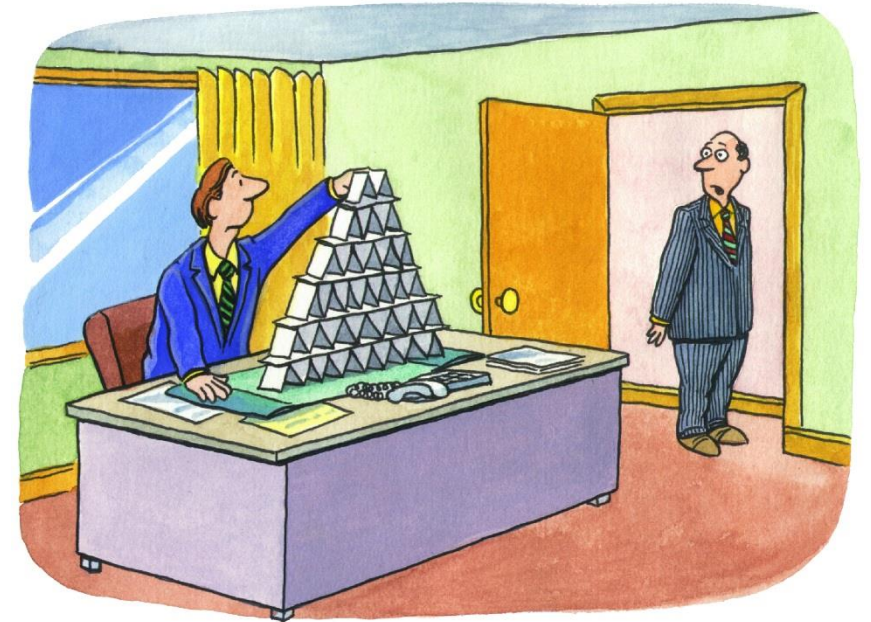
# The Unfortunate Reality of Environmental Consulting

Immense pressure to routinely increase billing exists within many environmental engineering and consulting firms. If two practical solutions exist, the solution with the highest obtainable billing will likely be chosen. Companies must diligently guard against environmental cost escalations and “overscoped” workplans.

EAG will protect your environmental dollars by auditing your clean-up projects and negotiating directly with regulators for your best interests.

EAG is not a typical environmental consultant, we take a different approach. Our project management teams are equipped with practical, cost-saving strategies that expedite regulatory closure and prevent vendors from taking action on non-essential tasks designed to inflate invoices.

Our business model incentivizes expeditious site closure and rewards strict budget management – it’s how our people are wired, and it’s what has made our group successful for the past 25 years.



“Just one question: Is it billable?”



# Key Project: Shell Global



## Large Canadian Portfolio Impacted by Petro-Hydrocarbons

EAG is currently managing remedial activities at 150+ sites impacted by past oil services operations. Working with multiple provincial and federal agencies, EAG has been progressively completing remediation *under budget and prior to timeline goals* - all in accordance with regulatory standards and contractual requirements.

Located across ten Canadian provinces and territories, these former distribution centers for bulk petroleum products, oil transfer, and refining facilities are legacy sites previously owned by Shell Global.

**Remedial Activity Includes:** in-situ soil treatments, vapor intrusion mitigation, groundwater capture & treatment.

**Catalyst for Re-development:** EAG is on track to bring these sites to regulatory closure prior to timeline goals – this will reposition these sites for a variety of vertical development purposes including light-industrial, commercial, and mixed-use.



# Key Project: Sparrows Point



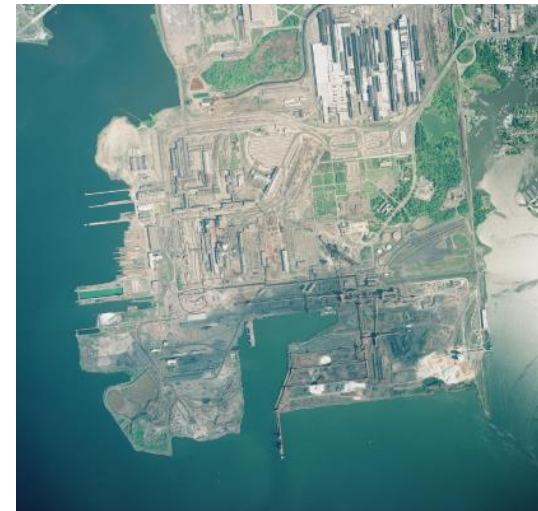
## Project Managing the Environmental Clean-up at North America's Largest Brownfield Site

In preparation for future development, EAG has been tasked with managing the environmental remediation activities at the historic 3,100 acre Sparrows Point steel mill.

EAG is working with the developer to reopen distinct areas of the site in accordance with the regulatory standards set by the Maryland Department of the Environment (MDE) and EPA Region 3.

**Remedial Activity Includes:** Groundwater capture & treatment, In-situ soil treatments, vapor intrusion studies, multiple landfill closures, environmental site and risk assessments.

**Catalyst for Re-development:** EAG is on track to achieve regulatory closure in accordance with agreed timelines which will prepare this distressed property for the development of "Tradeport Atlantic" – the largest deepwater logistical hub and industrial tract on the eastern seaboard. Construction currently underway.





# Key Project: DTE Energy



## Cost-Cutting Action Plan for Historic Coal-Fired Power Plant

EAG developed a cost-cutting and efficient plan of action, approved by the Michigan Department of Environmental Quality (MDEQ), which will bring this former coal-fired power plant site to regulatory closure before initial timeline goals.

This plant was held in deep regard by the local community, once a robust source of jobs. Formerly known as the “Mighty Marysville”, this historic facility operated from 1922 until 2001, employing 250 at its peak. DTE Energy sought a strategic option that would not only transfer the liability from its corporate balance sheet, but also reposition the site for its highest and best use to benefit the community.

**Remedial Activity Includes:** Asbestos abatement, Groundwater capture & treatment, In-situ soil treatments, vapor intrusion studies, oversight of demolition, environmental site and risk assessments.

**Catalyst for Re-development:** Following demolition and remediation, a mixed-use development is planned for the waterfront property. The proposed plan would redevelop the former power plant into a unique riverfront destination.



# Key Project: EVRAZ Steel



## Managing 425-Acre Brownfield Clean-up Outside Philadelphia

EAG is ahead of budget and ahead of schedule at this environmentally-impacted steel mill in Claymont, DE. ELT assumed environmental liabilities, and tasked EAG with managing remediation and demolition activities. EAG is working with regulators to close this site in preparation of the “First State Crossing” redevelopment initiative, slated to break ground 2017.

**Remedial Activity Includes:** Asbestos abatement, soil and groundwater remediation, environmental monitoring, and oversight of contamination abatement and demolition of existing structures.

**Catalyst for Re-development:** Following EAG’s demolition and remediation, our corporate affiliates are working to reposition this site for new development. In July 2016, the site received a \$10 million federal TIGER grant toward a new transportation center, expected to “ignite growth in Claymont”.



# Contact EAG



## Let's Talk.

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*EnviroAnalytics Group, LLC (EAG) is headquartered in St. Louis, MO, and also serves our clients through regional offices in Philadelphia and Calgary.*

