



REDEVELOPMENT CONSULTING SERVICES



LANDMARK ENVIRONMENTAL, INC.
INNOVATION. SOLUTIONS. EXPERTISE.

Creating Value — Real Estate and Redevelopment

Landmark has been providing high-value consulting services for the Real Estate and Redevelopment industry at commercial and industrial properties since our inception in 1999.

Landmark's professionals create value for our clients at all phases of the project life cycle: from initial acquisition due diligence, through permitting and development planning, during abatement or remediation, to final site restoration or transaction.

We effectively deliver highly focused professional and technical services in over 30 states. Our extensive experience and outstanding reputation in the business and regulatory community enable us to leverage capabilities that range from technician support to program management in the following specialties:

Facilities

- Asbestos and lead surveys
- Industrial Hygiene (IH) and Indoor Air Quality (IAQ) assessments
- Asbestos and lead abatement design and construction document development
- Abatement and demolition monitoring, owner representation and management
- Loss Prevention and Control (LPC) audits and procedures
- Environmental Health & Safety (EH&S) monitoring

Environment

- Impact assessment/permitting
- Site investigations (soil and groundwater)
- Due diligence
- Air and water quality
- Remediation and management
- Easements, right of way, and land use
- Light and noise assessments
- Regulatory coordination
- Litigation support

Value Focus

We are centrally focused on our customers' success and the value we help create, as demonstrated in the following ways:

- We leverage our services to support cost-effective real estate development through loss prevention and risk control.
- We enable our customers to transform liabilities into real assets cleanly and safely.



- We promote rapid transactions through conscientious due diligence and experience in cost and feasibility analysis.
- We employ in-depth market research and life cycle cost estimating experience to achieve reliable estimates of costs.
- We support customers by establishing systems that promote safety, thereby making redevelopment projects more palatable to lenders and the public.
- We help our customers navigate state and federal requirements by carefully tracking trends and impending changes.
- We strive to promote transparency and fairness in regulation and speed in the permitting process, including leveraging key automations in sampling and permitting.

Technical Excellence in the Real Estate and Redevelopment Industry

We work with commercial and industrial market segments on real estate portfolio programs. Our experience includes successful projects completed at hundreds of facilities.

Commercial

- Retail—more than 1,000 acres developed
- Health care facilities—three major medical centers redeveloped
- Office—1 million square feet improved

Industrial

- Manufacturing—more than 20 major industrial sites; 5,000 acres redeveloped
- Power generation and transmission—coal-fired power plant emission upgrades
- Pipelines—crude and gas in five states

Residential

- Urban Infill—more than 100 city blocks restored
- Multifamily—1,000 units assessed
- Fair market housing—not-for-profit support, including pro-bono services

Capable and Responsive Across the Asset Life Cycle

Our clients in the Real Estate and Redevelopment industry continually face challenges of rapidly growing transactional and operational costs while striving to be conscientious environmental stewards. Landmark's business culture is one that values and prioritizes safety. Our people feel responsible for safety and pursue it daily. We focus on employee safety, realizing the positive impact that it has on our customers' bottom lines.





Our Industrial Hygienists, Environmental Engineers, Geologists, Safety Professionals, and Analysts go beyond conventional solutions by implementing innovative strategies in all phases of the Asset Life Cycle, including:

- Planning phase—due diligence—economic analysis
- Environmental feasibility studies
- Facility and environmental due diligence
- Compliance-related economic consulting
- Community relations/stakeholder engagement and outreach
- Demolition, abatement, construction—operations and restoration—program management
- LPC project controls/cost tracking and management
- Abatement and demolition loss prevention inspection/quality systems/management
- EH&S services for commissioning/decommissioning
- Transaction or operational compliance
- Remediation/redevelopment
- Geographic Information Systems (GIS)
- Complete project life cycle—program support, analysis, consultancy
- Safety and compliance advice/management/control
- Value engineering
- Tendering procedures
- Dispute resolution

How Landmark Is Different from Our Competitors

- We are a nimble and responsive, owner-operated firm offering high-value, yet cost-effective, senior expertise without the many operational encumbrances associated with some of the larger environmental firms.
- Our staff members have strong credentials as Subject Matter Experts (SMEs).
- Ownership thinking and problem-solving are ingrained in our culture.
- We have an excellent Experience Modifier Rate (EMR), among the lowest in the industry.

Outstanding Safety Record

Landmark has a strong history of safety performance, a culture of sharing best practices and lessons learned, and a robust behavior-based safety program. Our Zero Injuries goal has been met during 500,000 work hours on projects over 10 years, with no fatalities and no days-away-from-work incidents since our business inception.



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