



Company Overview

- ▶ **Phase I Environmental Site Assessments**
- ▶ **Transaction Screen Environmental Site Assessments**
- ▶ **Environmental Site Assessment Letter Reports**
- ▶ **Desktop Review Environmental Letter Reports**
- ▶ **General Consulting Services / Strategic Alliances**

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ABOUT EAST & ASSOCIATES

Successful track record delivering high value, high quality consulting.

East & Associates specializes in the environmental consulting business for the commercial real estate industry. With more than 20 years in business, we provide independent consulting services and project management expertise across the entire environmental spectrum. East & Associates has provided consulting services to financial institutions, private lenders, real estate developers, investors, and individuals.

The key to the successful completion of a real estate transaction is to know the potential risk of exposure to any liabilities and to incorporate those risks in the evaluation. The most logical approach to handling these environmental hazards is to become informed about the problems so they can be appropriately managed. Once our clients understand the environmental issues and their potential ramifications, East & Associates outlines various courses of action with our goal toward minimizing costs and lessening current or potential liabilities. It is our goal to meet every customer's need for environmental consulting or project management services.

Exceptional detail in the more than 1,000 reports we've produced.

We specialize in environmental "due diligence" and have furnished **over 1,000** environmental site assessment reports to our clients. With an array of different types of site assessment reports, ranging from a Phase I ESA report to the most economical Desktop Review Environmental Letter Report, East & Associates provide its clients with the right report and details needed to fully understand the environmental review of the subject property.

Texas-based with national experience, all with personalized service.

Based in Houston, we pride ourselves in local customer service with national serviceability. While most of work is throughout Texas, we have completed projects in Oklahoma, New Mexico, Louisiana, California, among other states. Our firm is listed as an environmental consulting company in the ExactBid, Inc. RIMS (*Real Estate Information Systems*) community for 20 counties in Texas. This listing allows companies that are located throughout the United States to find local-based vendors to complete "due diligence" requirements in a timely and efficient manner. Our primary service area for our Houston office is central, south and southeast Texas. From our Dallas/Fort Worth service office, our team provides environmental "due diligence" environmental consulting services throughout the major cities located in north and east Texas. This office also provides our consulting expertise and service to two major cities located in the Texas panhandle.

East & Associates has an Interactive Bid Quotation Request Form in PDF format (<http://eastandassociates.com/contact.htm>). Once downloaded, the PDF bid quotation request template can be saved and reused.

Hear from a client who has worked with us for more than 10 years.

"Dick and I have worked together for 10 plus years. I have hired him for environmental assessments -- both overviews and full Phase I inspections. **East & Associates' reports are comprehensive and easy to read.** Dick is great to work with and I **highly** recommend his services." – *Escrow Officer, Title Company*



SERVICES OVERVIEW

Phase I Environmental Site Assessments (ESAs)

- ▶ Completed to current ASTM and AAI standards.
- ▶ Physical review of the subject site including flood and topographical maps.
- ▶ Includes a comprehensive historical summary of the study site and adjacent properties including appraisal district data, city directories, fire insurance maps, historical aerial photographs, and historical topographical maps.

Transaction Screen Environmental Site Assessments (ESAs)

- ▶ Economical savings over a Phase I ESA report (utilized for low risk properties).
- ▶ Completed to current ASTM standards and includes a site visit.
- ▶ Includes a completed questionnaire, the ASTM/AAI regulatory database report, a current aerial, and a detailed review of the historical city directories.
- ▶ Physical review of the subject site including flood and topographical maps.
- ▶ Identification of potential environmental concerns (PECs).

Environmental Site Assessment (ESA) Letter Reports

- ▶ Economical savings over a Transaction Screen ESA report.
- ▶ Generally utilized for low risk properties and low capped loans (limited site visit).
- ▶ Includes a completed questionnaire, the ASTM/AAI regulatory database report, and current aerial photographs.
- ▶ Physical review of the subject site including flood and topographical maps.
- ▶ Identification of potential environmental concerns (PECs).

Desktop Review Environmental Letter Reports

- ▶ Economical savings over the custom ESA Letter Report.
- ▶ Developed in response to the Small Business Administration (SBA) SOP 50-10(5) Lender and Development Company Loan Programs.
- ▶ Generally utilized for low risk properties and does **not** include a site visit.
- ▶ Includes *FirstSearch* Environmental Action Analysis database report and *FirstSearch* environmental questionnaire with an assigned risk assessment.
- ▶ Review of historical aerials, historical city directories, and Sanborn Maps (fire insurance maps) (if available from city library sources).
- ▶ Includes site location map, flood map, and reliance letter.
- ▶ Letter-styled report prepared by the Environmental Professional (EP) stating conclusions and recommendations.

General Consulting Services

- ▶ Audit and review of environmental site assessment reports.
- ▶ Desktop review of regulatory database reports.
- ▶ Custom Internet search requests.
- ▶ Client requested custom-designed reports.



STRATEGIC ALLIANCE SERVICES

Much more than a referral, our arrangement is a close partnership.

East & Associates has formed strategic alliances with high-quality, high-service environmental consulting, contracting, and service companies. These alliances allow us to offer a broad range of environmental services. Many of these partnership arrangements have been in place for more than 10 years. Services include:

- ▶ Wetlands Determination
- ▶ Endangered Species Review
- ▶ Asbestos, Lead-Based Paint and Mold Inspection and Management Services
- ▶ Indoor Air Quality Monitoring
- ▶ Specific Environmental Data Services (historical aerials, topographical and oil and gas mapping data)
- ▶ Litigation Support
- ▶ Phase II Environmental Site Assessments
- ▶ Risk-Based Site Assessments
- ▶ Economic Analysis and Options
- ▶ Risk Reduction Consulting
- ▶ VCP & IOP Applications and Consulting
- ▶ Groundwater Monitoring
- ▶ Leaking Petroleum Storage Tank Corrective Action Project Management
- ▶ TCEQ Licensed Corrective Action Specialist Services
- ▶ PST Closures and Assessments
- ▶ Emergency Response/Abatement
- ▶ Phase III Remediation Services
- ▶ Design/Installation/Modification of Remediation Systems
- ▶ Environmental regulatory compliance expertise for waste, wastewater, storm water, groundwater and spill response
- ▶ Hazardous and Non-Hazardous Cleanup, Disposal and Management
- ▶ Permitting
- ▶ SARA 313 reporting
- ▶ Environmental regulations training
- ▶ Policy and procedure development and implementation

East & Associates coordinates all aspects of the project with our strategic partners. Our Environmental Professional (EP) reviews the final report and in many instances, the report is included within our company “due diligence” environmental assessment reports.



TRANSACTION SCREEN ESA

A cost efficient ESA report that includes the site visit.

The Transaction Screen Environmental Site Assessment (ESA) is a limited environmental review of a property, with a scope of work intended to be less than that of a Phase I ESA. It's generally prepared for low risk properties. The Transaction Screen ESA report is completed in general accordance to the ASTM Standard E-1528-06. This practice is designed to identify Potential Environmental Concerns (PECs) in connection with a property and does not necessarily require the judgment of an Environmental Professional (EP) as defined in ASTM Standard E 1527-05 standards.

Our Transaction Screen ESA process includes a site reconnaissance, the inclusion of the ASTM Transaction Screen Questionnaire, obtaining and reviewing environmental databases as documented within the ASTM/AAI standards for the property and neighboring properties, a review of local city directories, and a review of Sanborn Fire Insurance Maps. East & Associates also includes site photographs, site location maps, current aerial photographs, a flood map, and a topographical map within the appendices of the report. The results of the Transaction Screen ESA will conclude either that no PECs are present; therefore no further inquiry is necessary or that PECs are identified, which require further inquiry to evaluate the PECs. Further inquiry could be proceeding to a Phase I ESA report completed to the current ASTM E 1527-05 standards. This report offers an economical savings over a Phase I ESA report.

Report Highlights

- ▶ Generally prepared for low risk properties.
- ▶ Insertion of maps, photographs, and aerials within specific report section.
- ▶ Comprehensive regulatory records review section.
- ▶ Identification of Potential Environmental Concerns (PECs) related to property.

ESA LETTER REPORT

Designed report for low risk properties and quick turnarounds.

The ESA Letter Report includes a limited site reconnaissance review of the subject property. Current aerial photographs, site photographs, site maps, flood map, topographical map, and a regulatory database report are located within the appendices of the report. Typically, the historical review of the subject property is not part of the scope of service of the ESA Letter Report. This report is intended for a low capped loan that the lender deems a minimum environmental risk property. This report offers an economical savings over a Transaction Screen ESA.

The results of the ESA Letter Report will conclude that either no Potential Environmental Concerns (PECs) are present; therefore no further inquiry is necessary or that PECs are identified, which require further inquiry to evaluate the identified potential environmental concerns. Further inquiry could be proceeding to either a Transaction Screen ESA or a Phase I ESA.

Report Highlights

- ▶ Designed for low risk and low-capped loans with a quick turnaround.
- ▶ Limited site inspection based on the individual client's scope of service.
- ▶ Insertion of maps, photographs, and aerials within specific report section.
- ▶ Inclusion of a regulatory database report based on ASTM/AAI standards.
- ▶ Identification of Potential Environmental Concerns (PECs) in connection with a property.



DESKTOP REVIEW ENVIRONMENTAL LETTER REPORT

A great option for “due diligence” when renewing your client’s note.

The Desk-Top Review Environmental Letter Report was developed in response to the Small Business Administration (SBA) SOP 50-10(5) Lender and Development Company loan programs.



While the scope of service for this report **does not** include a site visit, East & Associates, Inc. will furnish the client with the *Environmental FirstSearch* custom environmental questionnaire. The document will be completed by our client and returned to our company. The questionnaire along with the address information will be submitted to *FirstSearch* and will flow seamlessly into the *FirstSearch* software. The regulatory database company will then download the *FirstSearch Environmental Action Analysis* report to our firm for review purposes. This report analyzes and interprets the database search results and is fully integrated with the environmental questionnaire. The database report combines the results of the questionnaire with the results of the database report to provide a recommended course of action.

Our research team will complete a review of historical city directories, fire insurance maps, and available aerials from the local library. In addition to reviewing the documentation from library sources, our Environmental Professional (EP) will review the regulatory database, the *FirstSearch* action analysis level of risk statement, and provide a letter report to our client. The letter report will be submitted with a recommendation as to the environmental risk associated with the loan giving the lender a clear course of action as to the next step in the loan process.

Report Highlights

- ▶ Designed for low risk loans with a quick turnaround.
- ▶ Researcher will conduct a library visit to review city directories, fire insurance maps, and aerials.
- ▶ Site location map, flood map and reliance letter are included within the appendices of the report.
- ▶ Inclusion of the *FirstSearch Environmental Action Analysis* report and recommended course of action (no further action, further action suggested or further action recommended).
- ▶ Environmental Professional (EP) will review the report documentation and prepare a letter report outlining the degree of environmental risk.

GENERAL CONSULTING SERVICES

Custom services designed for specific environmental requirements.

East & Associates performs an array of general environmental consulting services. Some of these consulting services include the review and audit of prior environmental reports, utilizing Internet database sources and in-house mapping programs to determine potential environmental risk factors, providing regulatory database reports, and other additional environmental services required by client needs.



**RICHARD D.
EAST**
President



Since 1965, Richard East has built his career in the oilfield supply and service industry. During these years, Mr. East has held executive level administrative duties for three oilfield and industrial supply firms. Under Mr. East's direction, starting in 1989, the company began providing professional environmental consulting and project management services to banking, financial, investment, real estate land development, construction, manufacturing, oil and gas, transportation, legal, governmental and other entities.

Mr. East received an undergraduate degree in Business Management from the University of Tulsa. Mr. East has attended seminars in Superfund, Underground Storage Tanks, Asbestos and Hazardous Waste Disposal to complement his vast work experience in the oilfield and in environmental consulting. Mr. East is an active member of the National Association of Environmental Professionals (NAEP) and the Texas Association of Environmental Professionals (TAEP).

Contact Details

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ANN F. EAST
Vice President

Ann East is responsible for obtaining regulatory compliance information required on Phase I environmental site assessments. Ms. East compiles all special resources review information and communicates with various state agencies to secure the most current information available on a site-specific basis. Customer confidentiality and information security is East & Associates, Inc.'s commitment to the client. Ms. East maintains the client files, reports and other documentation and is responsible for information security issues. She is also responsible for the coordination of site visits by the professional site investigators and the completion of the final report in a timely manner to the client.

**KIMBERLY A.
CASEY**
Hydrogeologist

Ms. Casey is a hydrogeologist with more than seventeen years of experience in the environmental industry specializing in soils and groundwater investigations, and aquifer remediation projects. She has been actively involved in and responsible for all phases of hydrogeologic site assessments and remediation. Ms. Casey has experience in all phases of sites activities including emergency response action, subsurface environmental site assessments, PST closures, risk-based site assessments, risk-based regulatory closures, soil and groundwater remediation, groundwater management, multimedia remediation, divestiture-related due diligence activities for clients in the oil and gas industry, petroleum marketing field, commercial/ industrial markets, law firms, and banking industry. Ms. Casey graduated from Sam Houston State University and is licensed by the TCEQ as a corrective action project manager. (CAPM00465). Other professional registrations include the Texas Professional Geoscientist (No. 4870), American Institute of Professional Geologists (CPG-10221), and the State of Colorado PST-Listed Consultant (No. C277).



**BERNADETTE
M. CHIASSON**

**Environmental
Scientist**

Ms. Chiasson is an environmental scientist with over 20 years experience in the environmental industry specializing in environmental regulatory compliance. Her regulatory compliance expertise includes waste, wastewater, storm water, groundwater and spill response. She has experience in Phase I site assessments, risk assessment, SARA 313 reporting, environmental regulations training, and policy and procedure development and implementation. Clients include oil and gas industry, petrochemical industry, refineries, coal industry, and small businesses requiring environmental compliance assistance.

Ms. Chiasson graduated from Newcomb College at Tulane University with a B.S. in Biology and from Tulane School of Public Health and Tropical Medicine with a MSPH in Environmental Science. She is a member of the Delta Omega Public Health Honor Society, Texas Association of Environmental Professionals and National Registry of Environmental Professionals (No. 4057).

**WILLIAM A.
MEARS**

Draftsman

Bill Mears has over twenty years experience in mechanical, electro-mechanical and structural design/drafting experience related to the oil and gas, nuclear, and aerospace industries. Projects completed by Mr. Mears consist of the design of subsea wellhead equipment and controls, platforms, risers, manifolds, large ball and gate valves, flanges, extrusions, tubular products, nuclear recorders and skid mounted equipment. Mr. Mears experience includes architectural design/drafting, mechanical and structural, machine detail, fabrication, assembly, technical illustration drawings and electrical schematics. Bill Mears is responsible for the completion of the site drawings that are included within various environmental assessment reports that are furnished by the company.

**CONNIE
FRANCO**

Researcher

Connie Franco has more than twenty-five years experience in abstracting and examining deed records for several large title companies. Mrs. Franco's experience covers both real estate and the oil and gas industry. In addition to gathering the necessary deed and title information to prepare a 50-year recorded chain of title, Connie Franco also performs other duties for East & Associates, Inc. These duties include specific historical research involving city directories, oil and gas records, and site-specific deed research.

**COMPANY
DETAILS**

East & Associates, Inc.

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