RTM Communications, Inc. Fall 2014 Conference on Sustainable Property Transactions: Closing Deals and Capturing Market Opportunities

October 7 – 9, 2014
Sheraton Society Hill Hotel, Philadelphia, PA

RTM Communications, Inc.
Conference Creator & Producer
Call 1-800-9NO-RISK
www.rtmcomm.com/2014-Philly-Conference

CONFERENCE CHAIRMAN
Dean Jeffery Telego, President
Risk Management Technologies, Inc. & RTM Communications, Inc.

CONFERENCE COLLABORATOR
National Association of Local Government Environmental Professionals (NALGEP)

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NALGEP Breakout Sessions
Managing environmental risk successfully is challenging for all types of corporate and real estate deals, from one-off deals to portfolio commercial/industrial property transactions to idled municipal brownfield properties. The environmental risk and liability concerns that arise in Mergers & Acquisitions to the legacy liabilities associated with the redevelopment of brownfield sites require the use of bullet proof legal tactics, deal strategies that can bracket and or transfer the environmental risks and the financial tools to close the deal.

Environmental risk can impact the success of closing the transaction, valuation of the assets, and the transfer of legacy liabilities. It takes creative funding, the bracketing of environmental risk using rigorous and alternative due diligence and remedial alternatives, and deal structuring techniques grounded in bullet proof legal and risk management strategies to assure that the redevelopment or reuse or successful disposition of the surplus or stranded assets can be successfully implemented.

This RTM conference zeroes in on deal flow of corporate and local government property types, business tactics and strategies for reducing the uncertainty caused by environmental risk and closing the deals employing creative environmental risk management approaches. The Conference will also delve into facilitating dynamic energy transactions and sustainable brownfield redevelopments that include the siting and financing of renewable energy/clean technology, the business, regulatory and environmental risk management issues pertinent to hydraulic fracturing and shale gas production and the opportunities and risks of performing innovative and cost-effective remediation at complex sites including former manufacturing sites and defense sites.

If there is only one conference you can attend this year this is the ONE that will allow practitioners to capitalize on business strategies and tactics for closing corporate real estate transactions where environmental risk gets cost effectively managed.

You are invited to join us for our conference SUSTAINABLE PROPERTY TRANSACTIONS: CLOSING DEALS AND CAPTURING MARKET OPPORTUNITIES. Join RTM Communications, Inc., and our Sponsor/Collaborator, NALGEP, for an exciting private sector and municipal government program.

2014 Philadelphia Conference • October 7, 8, 9, 2014
Sheraton Philadelphia Society Hill Hotel - One Dock Street, (2nd & Walnut St.), Philadelphia, PA 19106 USA

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Dianne Crocker, Principal Analyst, EDR Insight

Jared Sullivan, Senior Economist, CBRE Econometric Advisors

- Current business environment and economic market metrics
- Driving forces effecting real estate fundamentals and emerging market trends
- Developments in industrial/commercial surplus property, construction sector growth
- Emerging environmental due diligence and redevelopment trends in brownfields, and greenfields property transactions

LUNCHEON  Hosted by Bloomberg/BNA’s EDDG, XL North America Environmental Unit and ELT, Inc.
12:15 – 1:45  State of the Environmental Insurance Marketplace

Matthew V. O’Malley, President, XL North America Environmental Unit

1:45 – 3:00  War Stories – Managing Environmental Risk for Corporate Surplus Property Transactions

- Distressed asset deals and environmental risk management strategies
- Seller and buyer perspective on transaction structure and liability management, trends and changes in terms
- New Diligence tools and considerations for one-off v. portfolio acquisitions
- Getting the best value/monetizing assets
- Putting in place applicable risk transfer mechanisms

Abbi Cohen, Partner, Dechert LLP
(Moderator/Facilitator)

Cathy D. McGowan, Senior Vice President, Wells Fargo & Co. NA

Randall Jostes, CEO, Environmental Liability Transfer, Inc.

Kathleen McFadden, Senior Counsel, United Technologies Corporation

James T. Schaeffer, Manager Real Estate and Remediation, BP/Atlantic Richfield

Richard Sheldon, Senior Vice President, Environmental Practice Leader, Willis Environmental Practice

Susan Doering, Vice President and Director, Tokio Marine Specialty-Environmental

3:00 – 3:15  BREAK - Refreshments Courtesy of Dechert LLP, ERIS and AKT Peerless, A chance to network and review exhibits

3:15 – 4:00  Case Study—Mission Impossible: Developing Hard Costs for a Portfolio

- 1,000-plus, retail petroleum sites, hard numbers in three weeks
- Multi-Stage scoping obligations, non-binding restrictions

- Strategy for data acquisition and have war room data analysis and segmentation
- Defensive rationale for allocating costs, lessons learned, challenges & successes

Alan Agadoni, Senior VP, National Programs, Cardno/ATC

Douglas Darrah, Petroleum Project Manager, Cardno/ATC

4:00 – 5:00  Environmental Risk Management in Construction Lending and Asset Management/Balance Sheet Divestitures of Contaminated Collateral

- Single property $200 million loan participation with multi-bank participation
- Environmental issues involve historical manufacturing, Phase II investigation and remediation
- Multiple bank cooperation on environmental remediation issues and post-closing issues
- Asset management--completing environmental cleanups and divestment of stranded/surplus assets

Cathy D. McGowan, Senior Vice President, Wells Fargo & Co.

Randy Muller, Senior Vice President, Environmental Services, Bank of America

5:00 – 6:00  Closing Property Transactions Using Mitigation Banking Credits

- Facilitating brownfield redevelopments using mitigation banking
- Offset environmental permitting or enforcement actions through use of ecosystem financial tools and tactics
- Using mitigation credit stacking for energy and infrastructure projects
- Navigating ways to buy and sell mitigation credits
- Developer buyer/seller perspectives on mitigation credit banking

Brad Campbell, President, Swan Creek Energy LLC and former NJ DEP Commissioner and EPA Mid-Atlantic Regional Administrator

Doug Lashley, President and Founder, GreenVest, LLC

Jeffrey Cappola, Shareholder, Wilentz, Goldman & Spitzer, PA

Dean Jeffery Telego, President, RTM Communications, Inc.  (Moderator)

6:15 – 7:30  Reception hosted by Partner Engineering and Science, Inc., EDR, Inc., Dechert LLP, Tokio Marine Specialty-Environmental, and Buchanan Ingersoll & Rooney, PC

DAY TWO, October 8, 2014

7:30 – 8:15  Continental Breakfast Compliments of our Sponsors

8:30 – 9:45  Deal Flow—Emerging Brownfield Financings and Risk Management Tools

- Emerging transactional and liability management tools and issues
Engaging in alternative deal structures, acquisition criteria and tiered due diligence
How will ASTM E1527-13/AAI impact transactions, closed sites, BFFP defense strategies?
Successful approaches to determining costs to complete the deal
Environmental insurance’s increased role in M&A, private equity and divestiture of non-performing assets

Lawrence Schnapf, Principal, Schnapf, LLC
(Moderator/Facilitator)

Mary Schulz, VP Environmental Risk, GE Capital Franchise

Amy Edwards, Partner, Holland & Knight, LLP

Stuart Miner, President, EnviroFinance Group (EFG)

Richard Sheldon, Senior Vice President, Environmental Practice Leader, Willis Environmental Practice

Bob Hallenbeck, Senior Vice President, XL North America-Environmental

William McElroy, Senior Vice President, Liberty International Underwriters--Environmental

9:45 – 10:15 Managing Complex Site Projects, Redevelopments & Costs - Case Study

Complex aerospace site with long history
Site project driven by performance and AOP metrics
Managing site demolition, remediation alternatives and infra-structure construction
Challenges to managing corporate flow-down communications and internal risk communications

Ralph Villecca, Site Project Management, Prologis


10:30 – 11:30 Determining Remediation and Liability Endpoints

When can a property owner safely sell or use a remediated site without concern for residual liability?
The role of ever-shifting risk tolerances in knowing that a site is “Clean”
Risk-based cleanups: after completing work under a Consent Decree, when can EPA ask for more? What about the new challenges vapor intrusion presents at closed sites?
Natural Resource Damages (NRD) assessment and claims at previously-remediated sites
Recent results from NRD litigation from around the country – trials and tribulations

Margaret Lattin Bazany, Lead Counsel, The Dow Chemical Company

Laurence S. Kirsch, Partner, Goodwin Procter, LLP

11:30 – 12:00 Redefining Risk Management Standards for Corporate Acquisitions

Trends and developments in the M&A market

Wm. Chip D’Angelo, Founder and CEO or Anne E. Viner, General Counsel & Director of Environmental Risk Management, WCD Group, LLC

LUNCHEON Hosted by Willis Environmental Practice, WCD Group LLC, Goodwin & Procter, LLP and Langan Engineering & Environmental Services, Inc.

12:00 – 1:45 Climate Change, Risk/Uncertainty and Behavioral Economics

Howard Kunreuther, James G. Dinan Professor of Decision Sciences & Public Policy, Co-Director Risk Management & Decision Process Center, The Wharton School, University of Pennsylvania and author of Chapter 2, “Integrated Risk Uncertainty Assessment of Climate Change Response Policies,” Intergovernmental Panel on Climate Change

1:45 – 3:15 Climate Change—Extreme Weather Conditions Effect on Commercial Real Estate and Infrastructure, a Developer, Insurer, Banker and Industry Perspectives

Lindene Patton, Chief Climate Product Officer, Zurich Insurance Group

Guillermo (Willy) Accame, Director of Risk Management, Panattoni Development Co., Inc. and ESSIC and CIRUN Industry Liaison

Marc Guerin, Senior VP of Real Estate Services, RBS-Citizens Bank NA

Richard Faulk, Partner, Hollingsworth LLP and Senior Director, Energy and the Environment, George Mason University School of Law

3:15 – 3:30 Break Refreshments courtesy of Dechert LLP, and ERIS

3:30 – 4:45 Vapor Intrusion Exposures Impact on Commercial Real Estate and the Application of Mitigation/Remediation Solutions

Investigation, venting and vapor barriers
Vent systems on retro-fits and new-built
Vapor barrier installations and testing
Resolving challenges in design, construction, oversight and communications

Tony Anthony, Principal, AKT Peerless Environmental and Engineering Services

Peter Grant, Division Manager, Land Science Technologies/REGENSIS

Sigrida Reinis, Associate and VP, Langan Engineering & Environmental Services, Inc.
4:45 – 5:45 Use of Innovative Remediation Technologies for Site Cleanups and Redevelopment

- Balancing business issues, cost, time and access to development
- Coupling of technologies with cost and time to remediate and redevelop
- Capping uncertainty and risk with management tools

David Robinson, Vice President and LSRP, Synergy Environmental Inc.

Ken Sisk, National Client Manager, Partner Engineering and Science, Inc.

DAY THREE, October 9, 2014

7:30 – 8:15 Continental Breakfast by our Sponsors

DYNAMIC ENERGY OPPORTUNITIES

8:30 – 10:00 The Business, Regulatory Landscape and Environmental Challenges Facing Hydraulic Fracturing and Shale Gas Production

- Federal and State legislation, regulatory enforcement, and litigation developments
- Business opportunities and environmental challenges facing shale gas production and management and brownfield development
- Hydraulic fracturing, shale gas production and associated waste water management and air quality issues

Brian J. Clark, Partner & Shareholder, Buchanan Ingersoll & Rooney, PC

Karl Bourdeau, Principal, Beveridge & Diamond, P.C.

David J. Spigelmyer, President and Executive Director, Marcellus Shale Coalition (Invited)

Curtis Stanley, Principal Consultant, Shell Global Solutions

Jason Hanna, Senior Associate and VP, Langan Engineering and Environmental Services, Inc.

10:00 – 10:15 BREAK Refreshments Courtesy of NALGEP and Risk Management Technologies, Inc. (RTMI)

10:15 – 11:00 Property Assessed Clean Energy (PACE) Program

- Emerging trends and underwriting projects for energy efficiency financing – Role of Green Banks
- Connecticut C-PACE Program success stories
- PACE financing – 25 programs in 500 cities, 250 PACE projects worth over $75 million completed, pipeline over $250 million
- Energy Performance Standards and platforms for capturing energy use can cost data for facilitating energy benchmarking
- Quantifying improved CRE value and NOI

Brian J. McCarter, President & CEO, Sustainable Real Estate Solutions, Inc.

11:00 – 11:45 Building Brightfields from Distressed Assets

- Renewable energy on brownfields—(municipal landfills & industrial sites)
- Solar installation and life cycle analysis—permitting, designs, financing, commercialization and construction

- Structuring the financing for long term revenue
- Tax incentives and solar renewable energy credits

Pete Pedersen, Managing Principal, Renova Partners, LLC and Brightfields Development, LLC

John Hanselman, Managing Principal, Renova Partners, LLC and Brightfields Development, LLC

11:45 – 12:00 Conference Summation

Dean Jeffery Telego, President, RTM Communications, Inc.

NALGEP Breakout Sessions on Tuesday and Wednesday

The National Association of Local Government Environmental Professionals (NALGEP) is pleased to be a collaborator and sponsor to the RTM Communications, Inc, Conference. This national conference demonstrates the critical importance of bringing together the private and public sectors in a constructive dialogue and working relationship. We will focus on issues that range from complex brownfields transactions to site cleanups and redevelopments, to the effects of climate change on commercial/industrial properties and infrastructure to performing renewable energy technologies to maximizing energy efficiency for commercial buildings.

NALGEP is organizing a number of interactive sessions designed for local governments and our partners. Topics will include:

- Public Financing Strategies to Leverage Private Investment in Brownfields
- Roundtable Session on What Makes a Good Local Government Brownfields
- How to Administer an Effective Local or State Brownfields Revolving Loan Fund
- How to Sustain a Local/Regional Brownfields Program
- Update on State and Federal Brownfields Policies
- Grappling with Stormwater Management Requirements
- Local Government Strategies to Promote Clean Energy
- Roundtable of Brownfield Developers
- Local Government Planning for Climate Resiliency
- Using Social Media and Other Strategies for Effective Communications on Local Environmental Matters

RTM Communications, Inc., is a dynamic creator/producer of conferences focused on bringing together environmental risk management and sustainable development issues associated with business and real estate transactions. Since 1987, RTM Communications has been producing conferences that bring together the fields and disciplines of environmental management and finance with risk and insurance management. Within the scope of risk management we incorporate environmental and energy due diligence for contaminated site cleanups, redevelopments and the retrofitting of commercial and industrial buildings. Over the past 27 years, RTMC has been recognized for producing high end conferences on transactions involving brownfields and the performance of environmental due diligence and the assessment of risk. RTMC produces conferences (domestic and foreign), seminars, webinars, training, and publishes books and journals/newsletters.

www.rtmcomm.com
AKT Peerless offers environmental, energy, economic development and construction services that are tailored to the needs of each of our clients, private and public sector alike. We deliver custom solutions that fulfill project requirements from assessment to completion. www.aktpeerless.com

Bloomberg BNA is the next generation information solution for environment and safety professionals. Our products and services provide essential content with the technology and tools that allow you to most effectively use that information. Resources include comprehensive international, federal and state reference, compliance tools, webinars, breaking news, and more. Visit BNA.com/EHS to learn more.

Buchanan Ingersoll & Rooney has been dedicated to providing client service and partnership marked by legal excellence, sound judgment and deep legal expertise for high-stakes matters. Learn more at www.dechert.com.

Dechert is a global specialist law firm. Focused on sectors with the greatest complexities, legal intricacies and highest regulatory demands, we excel in delivering practical commercial judgment and deep legal expertise for high-stakes matters. Learn more at www.dechert.com.

EDR has the innovative solutions you need to manage property due diligence for every property, every day. With over two decades of experience delivering the most valuable environmental data, in the industry, we understand how important it is to see the whole picture. Today, we provide you with comprehensive property due diligence information, dynamically integrated workflow, tools for seamless analysis, compliance, data collection and report writing, as well as industry- leading insight into market trends. EDR: Smart Data, Smarter Workflow visit www.ednet.com.

Goodwin Procter achieves successful results for our clients in environmental litigation, rulemaking, counseling, contaminated site cleanup, Brownfields redevelopment, and environmental insurance. The firm has offices in Boston, Washington, New York, and New Jersey. www.goodwinprocter.com

Langan is a premier land development engineering, environmental science and remediation firm supporting corporations, private developers, property owners, public agencies, and institutional clients around the world. www.langan.com

NALGEP (National Association of Local Government Environmental Professionals) is the premiere national association representing local government professionals responsible for environmental compliance and the development and implementation of local environmental policy. www.nalgep.org

Partner Engineering and Science, Inc. (Partner) was incorporated in 2007 and is headquartered in Torrance. Its main services revolve around environmental and engineering consulting for the commercial real estate industry, including Phase I environmental site assessments, property condition assessments, probable maximum loss reports, construction services, and site mitigation and clean-up. www.partnereisi.com

Synergy Environmental Inc. is a full service environmental consulting firm servicing a variety of public and private sector clients primarily in the Mid Atlantic and New England regions. Founded in 1998, our staff includes 44 professionals experienced in remedial investigations / feasibility studies, remedial design and remedial actions. www.synergyenvinc.com

Tokio Marine Specialty Environmental (formerly Philadelphia Insurance Environmental) is an innovative, solutions oriented provider of environmental coverages to protect insureds from bodily injury, property damage, remediation expenses, and other costs associated with the release of contaminants into the environment. www.tmsic.com/Environmental.aspx

WCD Group’s extensive knowledge of environmental issues combined with decades of expertise in the real estate, construction, and insurance industries, and a thorough understanding of claims and litigation, enable us to help our clients fully understand the business implications of environmental and construction risk issues and eliminate or mitigate that risk. www.wcdgroup.com

The Willis Environmental Practice is an industry-leading environmental risk management broker specializing in complex real estate transactions and Brownfields redevelopment. Our global Environmental Practice encompasses nearly 90 seasoned specialists in more than 20 countries with a cross-section of professional backgrounds and credentials, including environmental attorneys, regulators, engineers, scientists, geologists, consultants and, of course, specialists in risk management, underwriting, insurance and claims. www.willis.com/client_solutions/services/environmental/

XL Group plc’s insurance companies offer property, casualty, professional and specialty insurance products globally. Businesses that are moving the world forward choose XL as their partner. The Environmental unit of XL Group has made it our business to protect the business assets of our insureds from the unpredictable costs of pollution liability claims. For more than 25 years, we’ve been a market leader in pollution insurance products through strong underwriting, significant capacity, exceptional service and global capabilities. To learn more, visit xlgroup.com/insurance/environmental

Land Science Technologies (LST)TM is dedicated to providing advanced technologies for sustainable land development, these products include the Geo-Seal® contaminant vapor barrier and Vapor-Vent™ venting systems. The Geo-Seal® vapor intrusion barrier prevents sub-surface contaminant vapors from permeating through concrete slabs and into surface structures by eliminating vapor intrusion pathways. www.landsciencetech.com

Quire is a cloud-based, technical report-writing platform specifically designed to meet the challenges of the consulting industry. With the perfect blend of structure and flexibility, Quire’s specially designed tool sets save billable hours, improve report quality and increase the consistency of all your technical documents. More at www.openquire.com

TerraTherm, Inc. is the worldwide leader in the development and implementation of thermal remediation of contaminants in subsurface source zones, and in aboveground piles. We advise on, design, build and operate thermal remediation projects from concept to closure. Our technologies include In Situ Thermal Desorption (ISTD), In-Pile Thermal Desorption® (IPTD®), Electro-Thermal Dynamic Stripping Process (ET-DSPTM), and Steam Enhanced Extraction (SEE). www.terramerm.com

Environmental Risk Information Services (ERIS) is the first company to provide comprehensive data to assess environmental risk for properties throughout North America. Now serving Canada and the Northeastern US, and expanding nationwide, ERIS is the leading source of current and historical property information in both jurisdictions. www.ERIS.ca

Environmental Liability Transfer (ELT) is a comprehensive environmental liability and real estate acquisition company providing its clients complete and final environmental liability transfer by offering unique and unparalleled economic solutions for absolute transfer and removal of environmental liabilities. www.ELT.transfer.com
INFORMATION

HOTEL INFORMATION
Sheraton Society Hill Hotel
One Dock Street
Philadelphia, PA 19106  800-325-3535
www.starwoodmeeting.com/Book/RTMattendees

RTM has been able to negotiate a $199.00 room rate until the room block closes September 15, 2014. A room reservation at the hotel is required to register at the Early Bird Registration price, but your conference registration does not include hotel costs.

GENERAL INFORMATION
Included in the registration fee will be refreshments each day, as well as two lunches with a speaker, and a reception. Presentations will be available online. Time will be allowed after each speaker or panel for questions from the audience. We will host a reception, held the evening of October 7, 2014. It will include refreshments and a chance to network with speakers and other attendees.

SUSTAINABLE PROPERTY TRANSACTIONS: Closing Deals and Capturing Market Opportunities will provide attendees with expert insights into buyer/seller, lender, investor, owner, developer, insurer, corporate and government perspectives on contaminated real property transactions and sustainable redevelopment issues. We will have breakout sessions in collaboration with NALGEP for government employees.

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NAME     _____________________________________________
TITLE      _____________________________________________
COMPANY____________________________________________
ADDRESS ____________________________________________
CITY, STATE, ZIP________________________________________
TELEPHONE ____________________ FAX ___________________
EMAIL    _____________________________________________
SIGNATURE ___________________________________________

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CLE
RTM also offers Continuing Legal Education Credits if you prepay the fees. We have applied only to Pennsylvania as a courtesy, but we must notify each other state 60 days in advance and meet all their individual requirements. We cannot apply after the fact; it will become your responsibility. Look for the sign-in/sign-out sheets at Conference Registration and pick up your Certificate of Attendance as you leave the conference. Certificates are also good for all other professional CEUs.

CANCELLATIONS
All cancellations must be in writing and be postmarked by September 15, 2014, to avoid a service charge of $950.00. The Early Bird is a non-refundable registration for conference attendance. No refunds or credits will be given for cancellations received after September 15, 2014. Registrants who have registered and/or signed this form (hard copy or electronic) and who do not cancel before September 15, 2014 in writing are liable for full registration fee; however, you may send a substitute. Hotel reservations must be cancelled directly with the Sheraton Society Hill Hotel.

REGISTRATION:  RTM's economic stimulus offering
Super Early Bird until August 15, 2014, requires a room
at the Sheraton hotel, nonrefundable $650 ___
Early Bird until September 15, 2014, requires a room
at the Sheraton hotel $725 ___
After September 15, 2014, or w/o hotel $850 ___
Group Rate, Call us 703-549-0977
Government Employee & NALGEP $475 ___
One Day Registration $425 ___
Payment/Registration at the door $950 ___

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Payment Policy: All payments must be received by October 3, 2014. Payments can be made by check or by credit card either on the phone or online at www.RTMCOMM.COM. Please make checks payable to RTM Communications, Inc. and write on the face of the check the name(s) of the attendee(s). If payment has not been received prior to the conference date, a personal credit card or check for $950.00 will be required at the door to gain entry; it will be processed 5 days following the conference if official payment is not received in our office on or before October 15, 2014.

Fax this form to 703/548 - 5945 or Mail it to RTM Communications, Inc.
510 King Street, Suite 410
Alexandria, VA 22314
or Call: 1/800 9 NO RISK to Register
or Register and pay Online at www.rtmcomm.com
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