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A Conference on:

SUSTAINABLE PROPERTY TRANSACTIONS:

RETOOLING THE BUSINESS OF CONTAMINATED
SITE REDEVELOPMENTS

April 14, 15 & 16, 2010 • Sheraton Society Hill Hotel
Philadelphia, PA USA



RTM Communications, Inc.
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Vital presentations on:

- ❖ *Managing distressed assets and repositioning environmental capital in a downturned economy*
- ❖ *Restructuring due diligence for workouts and foreclosures, acquisition of distressed loans*
- ❖ *Resolving bankruptcy (ASARCO) and environmental claims affecting corporate assets*
- ❖ *Corporate strategies for cleaning up, revitalizing and divesting moth-balled sites*
- ❖ *Measuring the effect of sustainability on commercial real estate and brownfield projects*
- ❖ *Implementing alternative due diligence standards for corporate acquisitions and divestitures in a challenged economy*
- ❖ *Facilitating sustainable design and remediation, establishing the metrics used in site cleanups*
- ❖ *Supreme Court decisions affecting CERCLA landowner liability issues and business and real estate transactions*
- ❖ *Mastering and surviving the credit market impacts on real estate cycles*
- ❖ *Green building underwriting standards and real estate valuations*
- ❖ *Building energy performance labeling/disclosure and underwriting standards*
- ❖ *Updates on climate change and energy efficiency legislation*
- ❖ *State reforms, tax energy credits, and grants addressing brownfield redevelopments*
- ❖ *Industry perspective on risk based cleanups, vapor intrusion and residential development*
- ❖ *Innovative risk management tools for liability buyouts and guaranteed fixed price remediation transactions involving sustainable project development*
- ❖ *Recent vapor intrusion case law and cleanups impacting transactions*
- ❖ *Structuring a fully integrated sustainable property development*
- ❖ *Monetizing carbon finance assets in real estate transactions*
- ❖ *Developing new litigation strategies for resolving Superfund and RCRA disputes*
- ❖ *Preparing for climate change and Clean Air Act regulatory regime that will affect transactions and high risk industries*

SUSTAINABLE PROPERTY TRANSACTIONS:

RETOOLING THE BUSINESS OF CONTAMINATED SITE REDEVELOPMENTS

April 14, 15, 16, 2010 • Sheraton Society Hill Hotel • Philadelphia, PA USA

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If there is one conference you can attend this year in this challenging economy, this is the ONE that will allow practitioners to identify opportunities and move forward on sustainable site redevelopments.

Managing distressed corporate assets, loans and other non-performing property involving environmental contamination as well as navigating the acquisition and sustainable development of these type properties is not for the faint of heart. Empower yourself with legal, financial, technical, risk management and sustainable development tools and immerse yourself in three days of challenging and thought-provoking debate, networking, presentations and panel discussions.

In the wake of this slow to recover economy, the continued credit and liquidity crisis is driving practitioners to incorporate more rigorous environmental risk management and due diligence techniques and sustainable development practices into business and real estate transactions. The economic meltdown has resulted in an increase in non-performing and brownfield type sites. The credit crisis and increased cost of capital are encouraging creative approaches to the brownfield redevelopment transactions.

Attend this conference and acquire the tools to identify the business opportunities as well as fine-tune your skills to bracket, reduce or transfer the risks associated with distressed assets involving contaminated property. Bring value to site redevelopments using sustainable development standards, practices or certifications. Learn how you can effectively manage and resolve foreclosure and bankruptcy issues encompassing environmental contamination and reposition those assets.

In this Philadelphia conference explore how complex public and private real property transactions involving environmental contamination and sustainable development issues can be successfully managed--how sites get cleaned up and redeveloped using sustainable design, remediation and construction practices. Identify ways to monetize carbon finance assets in real estate transactions.

This RTM Communications, Inc., conference will provide attendees with expert insights into the realities of this new economy and the changes it has brought to relationships among buyers/sellers, lenders, investors, developers and insurers. Contaminated real property deals and redevelopment issues now must be shovel-ready as well as sustainable.

The goals of this Philadelphia conference are for you to become better equipped to mitigate your transactional and legacy risks and facilitate sustainable site redevelopments. There will be special presentations on green building design, remediation, construction, evolving green building underwriting standards. There will also be a session in focus on recent developments in the environmental risk management of vapor intrusion affecting real estate transactions.

This exciting and value-added informative conference will host some of the industry's most effective practitioners and participants in their respective fields. Please visit us at www.rtmcomm.com for more details about the conference and our future RTM webinars. You can register and pay online at www.rtmcomm.com.



DAY ONE – APRIL 14, 2010

- 7:30 - 8:15** **Registration and Continental Breakfast**
- 8:15 - 8:30** **Conference Overview and Objectives**
Dean Jeffery Telego, *Conference Chairman & President, Risk Management Technologies, Inc. & RTM Communications, Inc.*
- 8:30 – 9:00** **Sustainable Design and Reuse of Corporate Brownfield Properties**
- ❖ Corporate owner role in supporting the cleanup and transfer of industrial property
 - ❖ Key elements to partnering with industry on brownfield sites
 - ❖ Role of sustainable development and creative deal structuring for corporations and communities
 - ❖ Positive results of sustainable design and construction
 - ❖ Challenges and opportunities of divesting distressed assets
- Evan van Hook**, *Corporate Vice President, Health, Safety, Environment & Remediation, Honeywell Corporation*
- 9:00 – 9:45** **Challenges and Strategies Facing Public/Private Financing of Contaminated Property Transactions in a Downturned Economy—A National Perspective**
- ❖ Public-Private redevelopment climate and brownfield reauthorization
 - ❖ Opportunities from America Recovery & Reinvestment Act for the brownfield market
 - ❖ Update on the Brownfields Legislative Agenda/Coalition
 - ❖ Energy efficiency tax incentives and rehab tax credits
- Charles Bartsch**, *Vice President, ICF International*
- 9:45 – 10:15** **State of Real Estate Industry, Capital Markets and Due Diligence Trends**
- ❖ Credit crunch, current business environment and economic market metrics
 - ❖ Commercial real estate market fundamentals and trends
 - ❖ Latest trends in commercial real estate lending and loan losses/distressed asset deals
 - ❖ Web-based tools to fundamentally change the way contaminated property is managed
 - ❖ Changing standards to underwriting collateral risk/environmental business risk
- Dianne Crocker**, *Managing Director, Market Research, EDR, Inc.*
- 10:15 - 10:30** **BREAK Refreshments Courtesy of TRC Companies, Inc.**
A chance to network and review exhibits
- 10:30 - 11:00** **Sustainable Property Transactions and Redevelopments in the Current Economy**
- ❖ Emerging transactional and real estate trends in the brownfield redevelopment market
 - ❖ Engaging in alternative deal structures and public/private partnerships
 - ❖ Restructuring the deal, acquisition criteria and due diligence

- ❖ Property evaluation, pre-development options, site planning, entitlement scheduling

- ❖ Accounting for sustainable and LEED certifications during the redevelopment life cycle

Stuart Miner, *Co-Founder, Brownfield Partners, LLC*

11:00 – 11:30 Sustainable Development Approaches that Work in a Restricted Funding Environment

- ❖ Bellmawr Waterfront Redevelopment and Roebling site redevelopment case studies
- ❖ Sustainable materials reuse and end use drivers for the remediation
- ❖ Sustainable brownfield regeneration, smart growth and in depth public participations

Charles Gallub, *President, DEVELCOM*

11:30 – 12:00 Commercial Redevelopment in an Era of Green Building Performance and Sustainable Development

- ❖ Building energy performance and green building and green building due diligence
- ❖ Paradigm shift – institutional/engineering controls on commercial real estate through project specific district fees or tax assessments
- ❖ Climate change risk and the metrics and tools of environmental due diligence
- ❖ Overlapping and intersecting issues involving environment, land use and “green building”/sustainable development
- ❖ State and local green building laws/codes, mandatory disclosure and energy conservation
- ❖ Regulatory tax incentives to support green retrofits

Amy L. Edwards, *Partner, Holland & Knight LLP*

LUNCHEON Hosted by Dechert, LLP, EnviroFinance Group, BNA Environmental Due Diligence Guide and Environmental Liability Transfer, Inc.

12:00 - 1:30 Climate Change and EPA Clean Air Act Regulatory Picture and the Affect on Industrial Development

Abbi Cohen, *Partner, Dechert, LLP*

1:30 – 2:00 Sustainable Development Approaches to Designing Lower Energy Demand Buildings

- ❖ High performance building science design techniques and systems to reduce energy use
- ❖ Using mass wall-building enclosure and energy recovery ventilation
- ❖ Implementing alternative energy and combining systems for 80% energy savings
- ❖ Case Study—Van Leer Chocolate Factory in Jersey City, NJ—holistic approach

George Vallone, *President, Hoboken Brownstone Company*

2:00 – 3:00 Distressed Asset Deals and Environmental Risk Management Strategies for Getting the Best Value

- ❖ Seller and buyer perspective on up-front deal analysis
- ❖ New Diligence tools and site considerations
- ❖ Transaction structure and liability management from seller perspective
- ❖ Liability management and structure alternatives
- ❖ Underlying considerations and financial assurance

Jon S. Brooks, *Partner, Phillips Nizer, LLP*

Julie Kilgore, *Principal, Wasatch Environmental, Inc.*

David Mueller, *Senior Managing Attorney, CNH American LLC (invited)*

Jon Walker, *Vice President, Environmental Data Resources, Inc.*

Randall Jostes, *CEO and President, Environmental Liability Transfer, Inc.*

Tom Kosonen, *Managing Director, CB Richard Ellis*

Richard Hawkinberry, *Senior Vice President, Willis Environmental Practice (Moderator)*

3:00 – 3:15

BREAK

Refreshments Courtesy of ELT, Inc. and BNA-EDDG
A chance to network and review exhibits

3:15 – 3:45

EPA Enforcement Priorities Influencing Brownfield Transactions and Redevelopments

- ❖ EPA's revised procedure for RD/RA negotiated settlements
- ❖ Measuring the effectiveness of EPA's national and regional enforcement initiatives
- ❖ Tracking post-construction completion activities, financial assurance and SEPs
- ❖ ER3 Initiative's redevelopment impacts, benefits of sustainable design/remediation
- ❖ Addressing long-term stewardship issues at hazardous waste sites

Marcia Mulkey, *Regional Counsel, Region 3, U.S. EPA*

3:45 – 5:00

The Intersection of Bankruptcy Law with Environmental Claims

- ❖ Elements of Bankruptcy Code Utilizing Chapter 11
- ❖ Government regulators perspective on what happens to environmental protection obligations/financial assurance
- ❖ Managing environmental exposures for bankruptcy receivers
- ❖ Debtor and lender perspectives in recent cases involving chemical and mining companies
- ❖ Perspective of ASARCO, the largest environmental bankruptcy in U.S. history
- ❖ Transferring legacy liabilities to spin-off companies, role of environmental insurance
- ❖ Issues of successor liability and Section 363 sales
- ❖ Rejection of leases and abandonment issues imposed on trustees

Joel M. Gross, *Partner, Arnold & Porter, LLP and former Chief of Environmental Enforcement Section, Department of Justice*

Tony M. Davis, *Partner, Baker Botts, LLP and ASARCO, LLC, Bankruptcy Counsel*

Lawrence Schnapf, *Principal, Law Offices of Lawrence Schnapf*

5:00 – 5:30

Due Diligence and Valuation of Environmentally Impaired Real Estate Assets

- ❖ Environmental liability acquisition and redevelopment of contaminated corporate real property
- ❖ Holistic approach to evaluating property condition, transaction structure and liability issues
- ❖ Integrating acquisition, remediation, redevelopment and sale leaseback on acquisitions
- ❖ Drafting underlying remediation contracts and maximizing balance sheet tax benefits
- ❖ Guaranteed fixed price remediation and liability transfer programs
- ❖ Case Study—ASARCO Perth Amboy Model

Randall Jostes, *CEO and President, Environmental Liability Transfer, Inc.*

5:30 - 7:00

RECEPTION Hosted by Environmental Data Resources, Inc. (EDR) and Willis Environmental Practice

DAY TWO – APRIL 15, 2010

8:30 – 9:00 **Redevelopment of Brownfields in Inner City (Allison Hill) , A Neighborhood Vision**

- ❖ Public financing for former automotive property to facilitate assessment, demolition and redevelopment
- ❖ Bridging health care facilities with brownfield redevelopment
- ❖ Project to incorporate renewable energy to reduce long term O&M costs and GHG emissions

Denise M. Brinley, *Deputy Secretary, Office of Community Revitalization & Local Government Support, Pennsylvania Department of Environmental Protection*

9:00 – 10:00 **State and Local Government Perspectives on Sustainable Brownfield Site Cleanups**

- ❖ New York City Significant Green Property Certification Regulations
- ❖ New York City local Brownfield Cleanup program
- ❖ Reformation of New Jersey DEP Brownfield Cleanup Program
- ❖ Pennsylvania's Voluntary Cleanup Program
- ❖ Financial incentives and sustainable development/smart growth/energy efficiency programs

Daniel C. Walsh, *Director, Office of Environmental Remediation, New York City*

Irene Kropp, *Assistant Commissioner, New Jersey Department of Environmental Protection*

Troy Conrad, *Director, PA Department of Environmental Protection*

Lawrence Schnapf, *Principal, Law Offices of Lawrence Schnapf (Moderator)*

10:00 – 10:15 **BREAK Refreshments Courtesy of OTEK P/L A chance to network and review exhibits**

10:15 – 11:15 **The Summit on Licensed Site Remediation Professional Program (LSRP)**

- ❖ Overview of New Jersey's Site Remediation and Reform Act and its legal framework
- ❖ Transforming state remediation in the program and business perspective
- ❖ Legal perspectives on NJ LSRP and misconceptions about the program

Nicholas DeRose, *Senior Principal, Langan Engineering & Environmental Services*

Jorge H. Berkowitz, *Senior Associate, Langan Engineering & Environmental Services*

Irene Kropp, *Assistant Commissioner, New Jersey Department of Environmental Protection*

11:15 – 12:15 **Integrating Sustainable Design and Remediation Principles, Practices and Metrics into Site Cleanup Projects**

- ❖ Incorporating sustainable design into remediation projects
- ❖ Incorporating sustainability concepts and indicators in remedial decision-making activities
- ❖ Using sustainability assessment tools to measure environmental footprint, resource consumption and occupational risk
- ❖ Case studies demonstrating sustainable designs incorporating efficiency, maintainability and value through LEED, certifiable designs, performance contracting, life cycle cost analysis, energy audits, etc.
- ❖ Sustainable Remediation Forum (SURF)—process, direction and white paper
- ❖ Differentiating green remediation and sustainable remediation practices

David E. Ellis, *Principal Consultant, DuPont Engineering, Corporate Remediation Group*

Debra Goldblum, *RCRA Revitalization Coordinator, U.S. EPA, Region 3*

William Hyatt, *Partner, K&L Gates, LLP*

LUNCHEON **Hosted by CETCO, TRC Companies, Langan Engineering & Environmental Services, Inc.**

12:15 - 1:45 **How Recent Supreme Court Decisions and EPA Enforcement Policies are Impacting Litigation and Settlement Strategies and Cleanups**

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

1:45 – 2:15 **Transforming Distressed Assets to Market Opportunities**

- ❖ Integrating Liability Transfer and Transaction Strategies with Green Uses and Technologies
- ❖ Exit Strategy Program solutions that expedite sustainable redevelopment
- ❖ Blending fixed price remediation and liability transfer mechanisms for complex utility projects

Cynthia Retallick, *Senior Vice President, TRC Companies, Inc.*

2:15 – 3:00 **Economic Revitalization of Former Schlage Lock Factory and Southern Pacific Railroad Site**

- ❖ Evolution of Visitation Valley Project, a mixed use urban community from a former brownfield site
- ❖ Effective public participation plan, remedial action plan, demolition and site cleanup
- ❖ Creative use of manuscripted environmental insurance products
- ❖ Constructing public/private financing entitlements and sustainable redevelopment plan

Stuart Miner, *Co-Founder, Brownfield Partners, LLC*
Curtis Toll, *Shareholder, Greenberg Traurig, LLP*

3:00 – 3:15 **BREAK Refreshments Courtesy of BNA-EDDG A chance to network and review exhibits**

3:15 – 3:45 **Tackling the Distressed Asset Market with Environmental Insurance Tools and Techniques**

- ❖ Environmental insurance market summary and new product development
- ❖ New versions of combined forms for new risk (i.e., Carbon Capture and Sequestration Liability)
- ❖ Environmental insurance for distressed assets in workouts, foreclosures and bankruptcies
- ❖ Green building insurance and other sustainable development insurance coverages

Richard Sheldon, *Senior Vice President, Atlantic Region, Willis Environmental Practice*

3:45 – 4:15 **Lender Perspectives on Brownfield Transactions, Creating Environmental Capital**

- ❖ Bracketing the risk, performing complete due diligence
- ❖ Negotiating and enforcing agreements/indemnities
- ❖ Debt/bridge and mezzanine financings for land/building acquisitions, remediation cleanup costs, construction, pre-development expenses, etc.

Craig Carbrey, *President & CEO, EnviroFinance Group*

4:15 – 4:45 **Developing a Sustainability Baseline Program on an International Scale**

- ❖ Addressing and implementing the green cleanup in environmental remediation projects
- ❖ Landfill gas to energy and GHG reduction for global corporations
- ❖ Large scale renewable energy, developing the metrics for evaluating the sustainability

Fred Taylor, *Associate, Conestoga-Rovers & Associates*

4:45 – 5:15 Emerging Brownfield Trends Affecting Real Estate Development

- ❖ Universe of unreported and unaddressed UST sites present at vacant sites is unknown
- ❖ Identifying the full extent of abandoned gas stations and impact on redevelopment
- ❖ Public brownfield funding and the economic and environmental issues
- ❖ Case Study—Impacts of former gas stations on Trenton and Plainfield, NJ

Leah Benedict Yasenchak, *Principal*,
Brownfield Development Solutions, Inc.

DAY THREE – APRIL 16, 2010

SESSION IN FOCUS

VAPOR INTRUSION AFFECTING SITE REMEDIATION AND REDEVELOPEMENT PROJECTS

All types of sites can be affected by vapor intrusion (VI), especially those that have petroleum or solvent related contamination. Brownfield sites and distressed assets are logical candidates for VI based on their history of former commercial and industrial use affecting soils and ground water. Whether you are an environmental professional, prospective buyer/developer, seller, site owner, lender or insurer, virtually all stakeholders in a real property transaction can be adversely affected by vapor intrusion problems. With most state voluntary cleanup programs using risk-based cleanup standards and institutional controls, it is important that responsible parties and their consultants involved in site investigation, cleanup and redevelopment consider vapor intrusion pathways. One of the challenges to the use of risk-based cleanups and institutional controls is vapor intrusion reopening once - closed sites. So how widespread is the vapor intrusion exposure and are Phase I consultants using the new ASTM E 2600 standard? Does the ASTM 2600 guide undermine the ASTM Phase I E 1527-05 standard? Does the ASTM VI guide establish vapor mitigation determinations based on presumptions?

This vapor intrusion session in focus will address these questions and cover the following: 1) policy and legal implications of the ASTM guide to CERCLA due diligence and continuing obligations; 2) USEPA guidance and industry standards and practices such as the ASTM guidance for vapor encroachment concerns in real estate transactions; 3) the tiers for screening site conditions; 4) the effective use of environmental due diligence and remedial alternatives against sites contaminated by chlorinated VOCs and the mitigation systems/barriers currently in use; and 5) case law and recent litigation affecting buyers, sellers and environmental consultants performing the investigations and site cleanups.

8:30 – 9:00 Vapor Intrusion (VI)—a Regulatory Update of Current Activities

- ❖ USEPA Vapor Intrusion Guidance
- ❖ Overview of federal and state guidance and regulatory developments
- ❖ Policy issues associated with ASTM E2600-08 and E1527 Phase I ESA and its CERCLA and AAI requirements as applicable to vapor migration

Henry Schuver, Ph.D., *RCRA Corrective Action Office*,
U.S. EPA

9:00 – 10:00 The Applicability of ASTM Vapor Encroachment Guidance in Real Estate Transactions

- ❖ Screening method not part of the environmental site assessment process
- ❖ Developing a sound and defensible technical guide
- ❖ Multi-tier protocol for screening potential for VI exposure
- ❖ What are the continuing obligations if a Phase II is requested after a REC has been determined for a VEC?

- ❖ What are policy and legal implications?

Laurence S. Kirsch, *Partner*, *Goodwin Procter, LLP*

Lawrence Schnapf, *Principal*,
Law Offices of Lawrence Schnapf

Edward L. Strohhahn, Jr., *Partner*, *Bingham McCutchen, LLP*

Dean Jeffery Telego, *Executive Co-Director*,
Environmental Bankers Association

10:00 -10:15 BREAK Refreshments Courtesy of Risk Management Technologies, Inc., and CETCO

10:30 – 11:30 Screening, Evaluating, Remediating and Restoring Sites Affected by Vapor Intrusion

- ❖ Accounting for the environmental factors, mitigation systems
- ❖ Site specific modeling to screen out certain site conditions
- ❖ Risk-based screening methods for indoor chemical vapors
- ❖ Designing site investigations and remedial alternatives
- ❖ Application of advanced techniques using risk-based targets
- ❖ Using the One-Touch^{pm} for vapor intrusion sites
- ❖ Case Study focusing on environmental due diligence/remedial alternatives and closure strategies for sites contaminated by chlorinated volatile organic compounds

Diana Y. Marquez, *Associate Toxicologist*, *Burns & McDonnell*

Colleen Costello, *Principal*,

Langan Engineering & Environmental Services, Inc.

11:30 – 12:00 Use of a Gas Vapor Barrier to Mitigate Subsurface Vapor Intrusion

- ❖ Gas vapor barrier working with passive or active venting system
- ❖ Types of gas vapor membranes, spray-applied or sheet-applied
- ❖ Implementing engineered remedial and mitigation barriers, sediment and soil capping soil solidification and stabilization to meet federal, state or local standards
- ❖ Case studies of applicable remediation technologies

Jeff Belote, *Technical Sales Manager*, *CETCO*

11:45 – 12:00 Conference Summation

Dean Jeffery Telego, *President*,

Risk Management Technologies, Inc.

Risk Management Technologies, Inc., (RTM) is a dynamic, innovative environmental risk management consulting firm that provides full-service, multi-disciplinary capabilities in environmental risk management, as applied to business and real property transactions. RTM also performs strategic market planning, government relations, expert testimony, regulatory analysis, and risk and insurance management consulting services. RTM offers services in environmental risk management consulting, including due diligence and remediation oversight, environmental finance and environmental risk management conferences, training and publishing, and association management (Environmental Bankers Association).

Learn more at www.rtmcomm.com or www.envirobank.org or www.riskmanagementtech.com



SPONSORS



Dechert LLP's Environmental Team provides legal services to corporate clients, industrial facilities, real estate developers and investors, lenders and trade associations, hospitals, universities and nonprofit organizations. Experienced in all transactional phases, we evaluate the potential environmental liabilities inherent in domestic and international corporate and real estate finance transactions, including stock and asset sales and purchases, merger and acquisitions, joint ventures, offerings, corporate restructurings, divestitures financings and bankruptcies. The team has been recognized as a leading practice by Chambers USA.



Langan is a premier land development, redevelopment and environmental consulting firm that supports corporations, private developers, public agencies, property owners and institutional clients around the world. Founded in 1970, Langan employs more than 500 professionals in 14 domestic and international offices. Our core geotechnical, site/civil and environmental disciplines provide a one-stop source for due diligence, site remediation, sustainable development, renewable energy, and complex Brownfield redevelopment projects. Langan's comprehensive technical resources include: remedial engineering and remedy selection; geology, hydrogeology, and geochemistry; computer modeling and data visualization; natural resources permitting; 3-D laser scanning and mapping; and broad regulatory understanding. www.langan.com



TRC Companies, Inc. is a publicly-traded national consulting, engineering and construction management firm that provides integrated services to the environmental, energy, infrastructure and real estate markets. Incorporated in 1971, TRC provides multidisciplinary services to a broad range of commercial, industrial and governmental markets through its more than 2600 employees across more than 90 national offices. TRC's Exit Strategy program offers clients a comprehensive risk management structure to address and resolve environmental remedial liabilities and risk. TRC was unique among its peers, pioneering in the "liability transfer" structure for contaminated properties, assuming responsibility and liability for the remediation of a site, and perpetually retaining the associated financial liability and risk. TRC remains the market leader in the "liability transfer" industry having closed more than forty (40) transactions for more than one hundred (100) sites over the past eleven (11) years, representing more than \$500 million in remediation obligations and an underlying asset value of more than \$2.4 billion.



EnviroFinance Group, LLC (EFG) is a leading brownfield lender providing financing for the acquisition, clean-up and redevelopment of contaminated land parcels nationwide. The company's unique approach to redevelopment financing allows for remediation, horizontal and/or vertical construction activities to occur simultaneously to facilitate faster and more cost-effective projects. EFG's financing is a catalyst to the expansion of urban infill and renewal projects as well as the revitalization of rural communities, returning blighted properties to productive use and increasing local tax revenues. Borrowers include commercial site owners, real estate developers and public entities.



BNA, Inc. is a leading publisher of print and electronic news and information, reporting on developments in environmental protection, safety, health care, business, labor relations, law, economics, taxation, public policy and regulatory issues. BNA produces more than 200 news and information services. *BNA's Environmental Due Diligence Guide* is a comprehensive reference service that provides a complete picture of the environmental risks involved in contaminated property transactions, and ways to reduce or avoid those risks. It also keeps on top of the latest developments in the commercial real estate industry, at EPA, in the courts, and in Congress and includes comprehensive discussion of brownfields redevelopment and summaries of state-specific environmental laws that can affect real property transactions. The *Guide*, which is available both in print format and on the Web, includes monthly updates to its reference service, a monthly newsletter, and weekly email memos.



Environmental Data Resources, Inc. (EDR) is the leading provider of environmental risk information and related workflow solutions in the United States. As the innovator of the largest and most accurate database of environmental and historical land use information, each of our offerings is based on information and expertise that simply does not exist anywhere else. EDR provides environmental risk data you can rely on. Contact EDR at (800) 352-0050, or review our services at www.edrnet.com for more information.



Environmental Liability Transfer (ELT) is a comprehensive environmental liability and real estate acquisition company providing its clients complete and final environmental liability transference. By combining superlative expertise in the areas of environmental law, environmental insurance, environmental engineering, corporate indemnification and real estate redevelopment, ELT offers unique and unparalleled economic solutions for absolute transfer and removal of environmental liabilities.



Willis Environmental Practice

The Willis Environmental Practice is the industry leader in environmental risk management for Brownfields redevelopment. The Willis Practice is comprised of seasoned, senior, professional staff located in regional offices across the world with nearly 90 people in over 20 countries. Our Practice in the US alone encompasses over 50 specialists in 25 cities. Our highly qualified global practice teams have extensive "hands-on" experience in environmental engineering and science, law, finance, environmental risk identification and quantification, and environmental insurance design and placement. We focus our technical and business skills, first, to fully understand and evaluate our clients' environmental needs and second, to develop customized environmental insurance solutions to their full range of environmental risk exposures.



CETCO's Remediation Technologies provide cost-effective engineered solutions to challenging environmental projects worldwide in site remediation applications such as engineered remedial and mitigation barriers, sediment and soil capping, soil solidification and stabilization, water treatment, dewatering, and hazardous waste cleanup. Products include LIQUID BOOT® Vapor Intrusion Systems, REACTIVE CORE MAT® In-Situ Sediment Capping Material, ORGANOCLAY™ Organic Adsorbent Media, BENTOMAT® Geosynthetic Clay Liners, SORBOND® Solidification & Stabilization Agent, QUIK-SOLID® Superabsorbent Media, and ACCOFLOC™ Specialty Flocculant Aid. www.cetco.com or www.sedimentremediation.com. Phone: 714-384-0111



intelligence from the ground up

Commonground is the global community for commercial real estate professionals to share ideas, discuss issues and trends, network and – ultimately - generate business. Launched in 2008, commonground has become one of the liveliest industry-focused, business social networks on the web. Free to join, commonground has thousands of members from over 2,600 companies, all 50 states, and 68 countries. Members benefit from real-time answers from peers and experts on pressing and often challenging questions, ongoing discussions concerning market issues, trends, and legislation, market metrics, e-courses, and hundreds of downloadable research reports and articles. The community draws a broad range of professionals specializing in property due diligence, environmental health & safety, attorneys, appraisers, lenders, industry leaders, and market experts. Topics range from governmental regulations and compliance, to risk management, environmental liabilities and green building.

INFORMATION

HOTEL INFORMATION

Sheraton Society Hill Hotel
One Dock Street
Philadelphia, PA 19106
Tel: 800/325-3535 or 215/238-6000

RTM has been able to obtain the special "RTM Communications" rate of \$149.00. Our room block closes March 23, 2010. The hotel is in full compliance with the Americans with Disabilities Act, has high speed internet access in all guestrooms, a fitness center and a heated indoor pool on property. 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. If you will not need a hotel because you are local to the area, you can still register at the Early Bird discounted price.

CLE

RTM offers Continuing Legal Education Credits if you inquire in advance and prepay the fees. We have applied only to Pennsylvania as a courtesy, but we notify each State in advance and meet all their individual requirements.

Look for the sign-in/sign-out sheets at Conference Registration and pick up your Certificate of Attendance as you leave the conference.

GENERAL INFORMATION

Included in the registration fee will be refreshments each day, as well as two lunches with a speaker, and a reception. Each attendee will receive a comprehensive Conference Proceedings. Time will be allowed after each speaker or panel for questions from the audience. **Willis Environmental Practice** and **Environmental Data Resources, Inc. (EDR)** will host the reception, held the evening of April 14, 2010. It will include refreshments and a chance to network with speakers and other attendees.

CANCELLATIONS

All cancellations must be in writing and be postmarked by March 19 2010, to avoid a service charge of \$595.00. No refunds or credits will be given for cancellations received after March 19, 2010. Registrants who have registered and/or signed this form (hard copy or electronic) and who do not cancel before March 19, 2010 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.

The Conference **SUSTAINABLE PROPERTY TRANSACTIONS: RETOOLING THE BUSINESS OF CONTAMINATED SITE REDEVELOPMENTS**

The conference **SUSTAINABLE PROPERTY TRANSACTIONS: RETOOLING THE BUSINESS OF CONTAMINATED SITE REDEVELOPMENTS** will provide attendees with expert insights into buyer/seller, lender, investor, owner, developer, insurer and corporate perspectives on contaminated real property transactions and sustainable redevelopment issues. Reforms and new developments associated with the Federal EPA and state guidances will be discussed. The corporate perspectives on distressed assets and the changing due diligence standards for acquisitions, legacy liability management, and disposition of contaminated non-performing/surplus properties will be covered in this conference. Issues associated with sustainable design and remediation, green building standards and LEED certifications for commercial buildings will be central topics of this conference. Discussions will include the impact of recent Supreme Court cases and EPA enforcement policies in Superfund strategies and cleanups. Focus will be placed on successful mandatory and voluntary risk-based cleanups, on the financing and sustainable redevelopment of former NPL and non-NPL contaminated properties, on performance-based contracting and cleanups, on the transfer and redevelopment of middle market and multi site transactions, and on market opportunities involving brownfield properties, industrial and residential properties as well as coverage for monetizing carbon finance assets in commercial real estate transactions. Creative public/private financing programs and practices for the characterization, cleanup and redevelopment of brownfield sites will also be covered. Alternative due diligence techniques for restructuring distressed loans and other corporate assets will be covered and debated. Corporate brownfields case studies involving successful cleanups, redevelopments and use of guaranteed fixed-price remediation will be presented. Finally, there will be a Session In Focus on Vapor Intrusion issues affecting complex contaminated property transactions.

This hands-on conference is vital for:

Corporate Counsel and Real Estate Attorneys,
Corporate EH&S Officer/Managers,
Chief Operating Officers,
Chief Financial Officers,
Corporate Property Managers,
Corporate Risk Managers and Real Estate Officers,
Chief Credit policy and Investment Banking Officers,
Commercial and Institutional Lenders/Investors,
Bank Workout/OREO Officers,
Industrial Finance Corporation Officers,
Investment Bankers/Venture Capital Firms,
Environmental, Real Estate, Bankruptcy Lawyers,
Brownfield Redevelopment Firms,
Life Insurance Finance Company Executives,
Real Estate Investors, Developers and Brokers,
Environmental Consultants and Remediation Companies,
Environmental Insurance Underwriters/Bankers,
City & County Managers,
Economic development agency officials,
Federal and State government officials.
Sustainable Property Developers/Investors.

RTM Communications, Inc., is pleased to bring you this exciting conference. The conference will be the key place to be for practical approaches to the cleanup, financing, investing, due diligence, risk-based and sustainable design and remediation issues facing the redevelopment of commercial, industrial and public sector facilities and sites.

Examine the program and see the impressive lineup of top-notch speakers we have produced for you.

Then please register today!



RTM Communications, Inc.
510 King Street, Suite 410
Alexandria, VA 22314



SUSTAINABLE PROPERTY TRANSACTIONS:
RETOOLING THE BUSINESS OF
CONTAMINATED SITE REDEVELOPMENTS

April 14, 15 & 16, 2010

Sheraton Society Hill Hotel
One Dock Street
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CONFERENCE ON SUSTAINABLE PROPERTY TRANSACTIONS: RETOOLING THE
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Early Bird until March 15, 2010 requires a room at the
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Payment Policy: All payments must be received by **April 12, 2010**. 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) as well as the RTM confirmation number if you received one in advance. If payment has not been received prior to the conference date, a personal credit card or check 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 before then.

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