

Mergers & Acquisitions

Quantifying Environmental Transaction Risks and Opportunities

BBJ Group Practice Areas

Remediation and Site Restoration

Real Estate and Transaction Support

Regulatory Compliance Assistance

Risk and Liability Management

Ecosystem Services and Sustainability

Valuing Risk and Opportunity

Transactions are rarely a routine matter. Last-minute changes to schedules, endless alterations to purchase-sale agreements, and a complete re-review of the assets in question are common. BBJ Group's expertise simplifies the process.

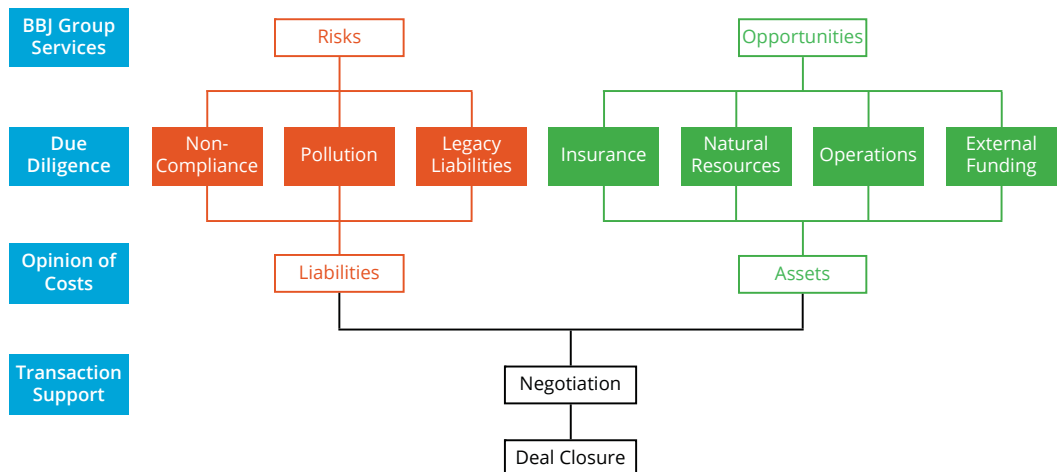


During transactions, clients have many concerns beyond merely worrying about environmental issues. Moreover, most of BBJ Group's clients have projects and issues that don't quite fit into one specific service area. Therefore, an approach reinforced with multi-disciplinary knowledge is necessary to solve complex problems. BBJ Group prides itself in being able to adapt to its client's needs and to process information in the ways they need it, when they need it most.

Clients sometimes have too much information coming from too many sources while dealing with transactions. It is difficult to quickly filter through a barrage of information to find the useful pieces. BBJ Group, drawing on the broad experience of our professionals in environmental, financial, and other transaction-related disciplines can provide an informed recommendation to the client. In turn, the client has fewer sources of information and can concentrate on areas that need their attention.

Getting Deals Done

While environmental risks may become evident during a transaction, BBJ Group excels at crafting creative, cost-effective solutions to navigate liabilities. BBJ Group partners with clients to understand their risk tolerance and exit strategy, and then uses good forensics, science, and business acumen to develop an approach that allows deals to proceed.



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**Extended Care Fund
Low Level
Radioactive Waste Facility**

Provided the South Carolina Budget and Control Board with long-term care site model evaluation of the disposal facility. Work included 100-year closure period extended care cost development; comparative analysis for other currently operating, closed, or planned disposal facilities; and alternative financing and implementation scenarios for closure. Findings were presented to South Carolina's Nuclear Advisory Commission.



**Copper Tube
Manufacturer**

A Client was considering purchasing a 165-acre former copper tubing facility with confirmed chlorinated solvents and petroleum products in the subsurface. BBJ Group identified a remedial approach to address the impacted areas and provided an Opinion of Cost to remediate the property, allowing the Client to evaluate options for potential future beneficial reuse for industrial purposes.



**Electrical Motor
Manufacturer**

BBJ Group provided a REIT with due diligence and cost estimation services as part of a \$152 MM sale-leaseback involving sites in 16 states and Canadian provinces. Following investigations, we evaluated the costs of the risks for all sites. Our outside-the-box strategies resulted in a risk management approach that helped close the deal.

Other Recent Experience

PROJECT TITLE	Phase I ESA	Phase II ESA	ACM / LBP / Mold / Radon	SAP Preparation	RAP Preparation	Modeling	Risk Assessment	Remedial / Removal Actions	Regulatory Negotiation	Negotiation Support	Liability Valuation	Environmental Compliance Review	Health and Safety Compliance Review	Operations Planning
International Petrochemical Production Facility	✓	✓				✓				✓				✓
Polymer Production Company Due Diligence	✓	✓		✓		✓				✓				✓
Boutique Hotel Acquisition Due Diligence	✓	✓	✓	✓	✓	✓	✓			✓	✓			
Petrochemical Additive Production Facility Portfolio	✓	✓		✓						✓				✓
Manufacturing Company Multi-site Remediation	✓	✓		✓	✓	✓	✓	✓	✓					
Copper Tube Manufacturing Facility	✓	✓		✓		✓	✓							
Remediation - Former Tool Manufacturing Facility	✓	✓	✓	✓	✓	✓	✓	✓	✓					
Aerospace Manufacturer Acquisition	✓	✓		✓	✓	✓	✓			✓				✓
Crane Rental/Repair Company Acquisition	✓	✓		✓	✓	✓	✓	✓		✓	✓	✓	✓	✓
Food Packaging Facility Acquisition	✓	✓		✓	✓	✓	✓			✓	✓	✓	✓	
Motorcycle Dealership Portfolio Acquisition	✓									✓	✓	✓	✓	✓
Metal Recycling Facilities Acquisition	✓	✓								✓	✓	✓	✓	✓
Oil Well Equipment Manufacturer Acquisition	✓	✓								✓	✓	✓	✓	✓
Record Manufacturer Acquisition	✓	✓								✓	✓	✓	✓	
Food Service Equipment Manufacturing Facility	✓	✓								✓	✓	✓	✓	
Funeral Home Company Acquisition	✓								✓	✓	✓	✓	✓	