

BBJ Group Experience Overview Due Diligence Services

BBJ Group Practice Areas

Remediation and Site Restoration

Real Estate and Transaction Support

Regulatory Compliance Assistance

Risk and Liability Management

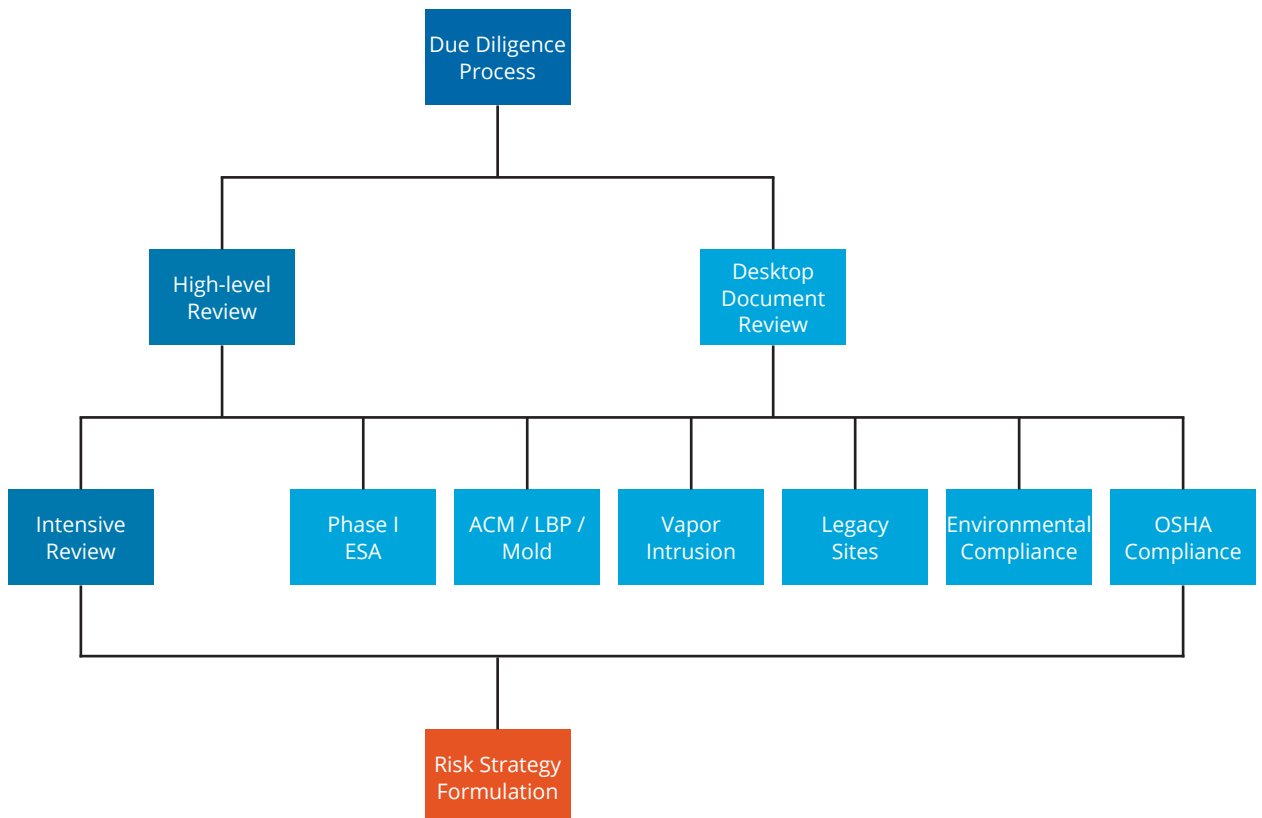
Ecosystem Services and Sustainability

Closing Deals and Maximizing ROI

BBJ doesn't create deal value by being the cheapest environmental due diligence firm; we create it by thoroughly characterizing a site's history, uncovering hidden assets and liabilities that less comprehensive approaches miss. Identifying these pertinent deal issues allows a purchaser to maximize the number of concessions at closing, such as escrow arrangements, insurance policies, indemnities, and purchase price reductions. As a result, BBJ's strategy minimizes left-tail risk for investors at the time of both asset acquisition and exit.



BBJ has experience performing environmental due diligence nationwide on large portfolios and single sites. The work is completed in a timely manner that meets the transaction's schedule, with regular, jargon-free updates that reduce surprises at the closing table.



Due Diligence Services



Lead-Acid Battery Manufacturing Complex

BBJ performed due diligence for a REIT purchasing an industrial complex leased to a lead-acid battery manufacturing operation. Soil across the property was impacted with the lead oxide used in the business. BBJ prepared opinions of cost for the impacts to the soil and nearby waterways, allowing the client to renegotiate the sale price and manage risks post-closing.



Sports Complex Redevelopment

BBJ's client purchased a former brownfield site for reuse as a recreational and retail site along a prominent riverfront in a major U.S. city. The site was contaminated with solvents. BBJ worked with the design team and developed a coordinated strategy for site remediation, abatement and demolition of existing structures, and site restoration that supported the development objective and extracted maximum value from the property.



Telecommunication Portfolio Due Diligence

Since 2000, BBJ has conducted nearly 1,800 due diligence projects, including approximately 1,000 Phase I Environmental Site Assessments, 200 limited in-building assessments, more than 75 Phase II subsurface investigations, and over 500 NEPA-related compliance evaluations for a major communications company. Based on BBJ's exemplary service the firm was awarded a nationwide master services agreement with the carrier in 2002.

Other Recent Experience

PROJECT / PORTFOLIO	CLIENT SECTOR	Phase I ESA	Desktop Review	Compliance Review	ACM / LBP	Phase II ESA	Vapor Intrusion	Opinion of Cost	Wetlands / Natural Resources	OSHA Review
1,000+ Cell Sites	Communications	✓	✓		✓	✓	✓	✓	✓	
Portfolio - Motor Manufacturing Sites	REIT	✓	✓	✓	✓	✓		✓		
Portfolio - Auto Auction / Wrecking	REIT	✓	✓	✓	✓	✓		✓		
Portfolio - Appliance Manufacturing Sites	Manufacturing	✓	✓	✓	✓	✓	✓	✓	✓	✓
Portfolio - Filter Manufacturing	Legal	✓	✓	✓	✓	✓		✓		✓
Portfolio - Public Buildings	Municipal	✓		✓	✓	✓	✓	✓		
Portfolio - Retail	Retail	✓			✓	✓	✓	✓	✓	
Portfolio - Tool Manufacturing Facilities	Manufacturing	✓		✓	✓	✓		✓	✓	✓
Brownfield - Former Quarry	Municipal	✓				✓	✓	✓	✓	
Portfolio - Packaging Manufacturing Sites	Manufacturing	✓	✓	✓	✓	✓	✓	✓	✓	✓
Portfolio - Tool and Die	Private Equity	✓		✓		✓	✓	✓		✓
Research Station Disposition	Federal	✓			✓				✓	