

GREEN AWARENESS

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By Scott Smith, EnviroSure, Inc.

Creative approach to address enviro. liability

Possible soil and groundwater contamination and the associated cleanup costs often concern sellers and buyers of industrial and commercial properties. However, many options are currently available for addressing contaminated sites. By demonstrating that contamination does not impact down-gradient receptors, such as potable wells and ecological resources, regulators may require only minimal or no action by the property owner. A recent project completed by EnviroSure, Inc., an environmental consulting firm serving the Mid-Atlantic Region, exemplifies this approach.



Scott Smith

gasoline service station, EnviroSure discovered through a subsurface investigation

further action letter from the MDE enabled a pending sale of the property to move forward.

By conducting a similar level of limited environmental investigation prior to listing a property, a seller can often obtain data showing that the property with the outward appearance of environmental concerns represents no liability to the potential buyer. The environmental data gained during the preliminary environmental investigation serves as a valuable marketing tool by allowing the seller's realtor to market the property to the right audience. Not to mention, the seller's proactive approach in assessing

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In July 2007, EnviroSure received a no further action letter from the Maryland Department of the Environment (MDE) for a confidential client owning a historical gasoline service station property in Cecil County, MD. After over 40 years of operation as a

that soil on the site had been impacted by leaded gasoline. After demonstrating that the contamination was unlikely to impact down-gradient receptors, EnviroSure received a release from the MDE without costly excavation or on-site treatment of the soil. The no

environmental liability prior to listing the property prevents environmental surprises that could cause a pending transaction to unravel during the due diligence period.

Scott Smith, P.E. is the president of EnviroSure, Inc. ■

**SCOTT SMITH, P.E.**

PRESIDENT

NAME: Scott Smith, PE

TITLE: President

COMPANY: EnviroSure, Inc.

LOCATION: West Chester, PA

BIRTHPLACE AND DATE: 1/18/1974

FAMILY: Married with first child expected in August 2007

COLLEGE: Rutgers College of Engineering

FIRST JOB OUT OF COLLEGE: Environmental Engineer for Weston Solutions, Inc.

FIRST JOB IN REAL ESTATE OR ALLIED FIELD: Environmental consulting surrounding real estate transactions and development for the past 10 years

WHAT DO YOU DO NOW AND WHAT ARE YOU PLANNING FOR THE FUTURE: I own and operate an environmental consulting firm focused on assessing and addressing environmental liability associated with commercial and industrial real estate.

HOBBIES: Running and oil painting

FAVORITE BOOK: The Emyth Revisited by Michael E. Gerber

FAVORITE MOVIE: Apocalypse Now

PERSON YOU MOST ADMIRE (OUTSIDE OF FAMILY): Benjamin Franklin

KEY TO YOUR SUCCESS (ONE IDEA): The ability to find the best advisers and employees

IF YOU WERE FORCED TO CHOOSE ANOTHER VOCATION

WHAT WOULD IT BE? Architect

EnviroSure, Inc.