

## ESA Related Support Services by ATLAS

### Asbestos Material Surveys —

Federal law requires a survey for asbestos before any renovation or demolition.

### Lead Based Paint Surveys —

Interior and exterior lead-containing coating can impact renovation, demolition and operating costs.

### Indoor Air Quality Evaluations —

Inspection of the HVAC and other building systems can identify hidden problems that could result in significant operational costs.

### Mold Assessment & Remediation —

According to the Insurance Information Institute, the average mold claim now costs between \$10,000 and \$30,000 to handle.

### Environmental Risk Management —

Evaluation of cost impacts due to environmental problems. Development of operational / management systems to control risk.

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## A PRACTICAL APPROACH TO RISK MANAGEMENT



### Environmental Site Assessments (ESA) and Building Related Services



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## Environmental Site Assessments (ESA)

As you are aware, a Phase I is a critical tool for anyone involved in real estate transactions. The ESA provides



the Buyer with information about the property's past use, environmental conditions at the site and adjoining properties. The

investigation measures the integrity of the real property through historical research, government environmental records searches and a site reconnaissance.

### ESA Services Offered by ATLAS

1. **Pre-assessment Screen:** Extremely fast turnaround (24-48) hrs. Includes abbreviated records review and a site inspection. Designed to provide a quick and inexpensive assessment of properties to identify significant environmental issues that will obviously impact the transaction. Allows a party to make a decision prior to spending time and money for Phase I and II Assessments.
2. **Phase I Assessment:** Fast turnaround (48 hrs to 1 week). Includes comprehensive record review, site inspection and all other elements of ASTM Method E1527-00. Designed to satisfy the requirements of lending institutions and provide our client with accurate and concise decision making information.

3. **Phase II Assessment:** Variable turnaround time depending on scope. May include water, soil or air sampling or other services in order to define the extent and magnitude of environmental contaminants that were identified during the Phase I Assessment.

### Why Do I Need An ESA?

1. To better assess the financial risk posed by potential environmental contamination.
2. To take steps to avoid full or partial liability for pre-existing environmental problems.
3. To gain the knowledge to demand that the current landowner clean up the property prior to the sale.
4. To substantiate a sale cost reduction based on a comprehensive evaluation of the liabilities and the impacts.



Open pan showing oil & water waste

Simply put...it is the lowest priced  
environmental insurance you can buy.

**Protect Yourself!** It doesn't matter who contaminated the property. The theory of strict liability holds — you own it, you are responsible for clean-up. *Why incur the risk?*

### Unfavorable Results! What Can I Do?

- ◆ Make an informed decision regarding proceeding with the transaction.
- ◆ Conduct a Phase II to define the extent of the environmental problems / conditions.

### Why Select ATLAS?

- ◆ **Technical Competence:**  
All ESA Project Managers are experienced, degreed scientists or engineers.
- ◆ **Experience and Efficiency:**  
Allows ATLAS to be responsive and to be very competitive.
- ◆ **Client Services Orientation:**  
We evaluate our success based on the satisfaction of our clients.
- ◆ **Practical Report Format:** Includes the **Quick Check Report Card™** with every report.
- ◆ **Turn Key Support Services:**  
Comprehensive environmental, asbestos, lead-based paint, radon, indoor air quality, mold, litigation expert witness and others.

Multiple service discounts are available for two or more combined services.

Please contact us and we will assist in determining the type of ESA that is appropriate for your situation.