



**Environmental Advisors and Engineers, Inc.**

# *EAE Provides the Benefits of Both Worlds*

- Diverse, big business expertise
- Best value, small business innovation



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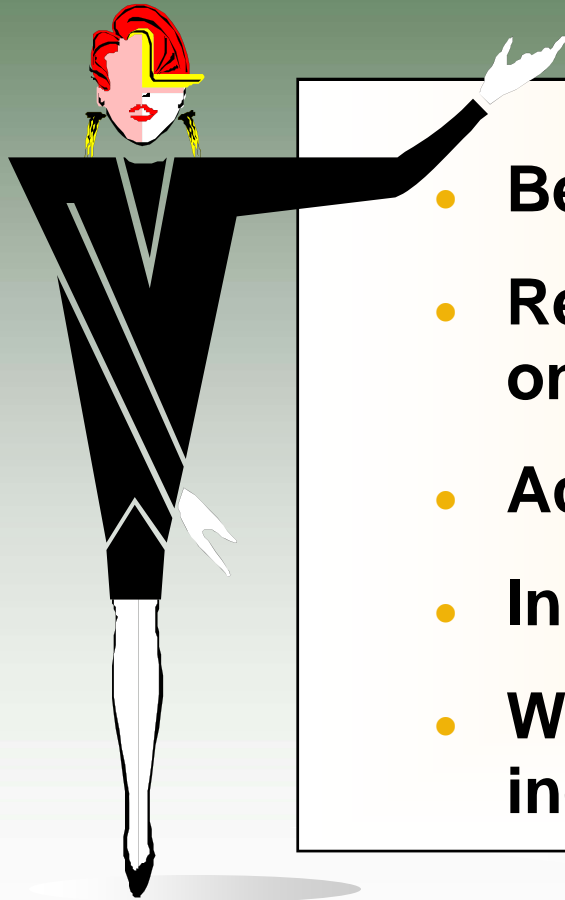
# *EAE's "Big Business" Benefits*

- Skilled personnel with extensive experience and training
- Diverse resources
- Quality Assurance and H & S programs
- Extensive insurance
- High quality products and services



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# *EAE'S "Small Business" Benefits*



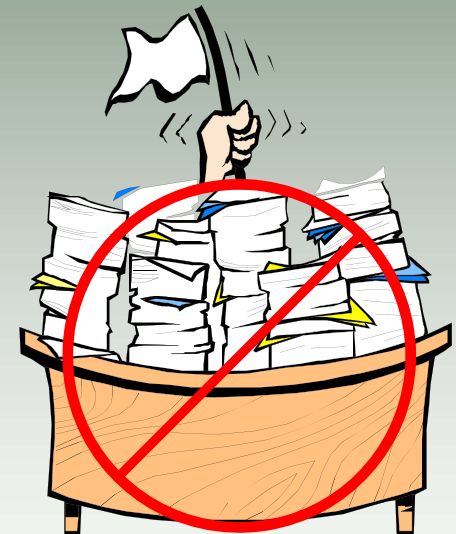
- **Best Value, low cost**
- **Responsiveness and focus on client's needs**
- **Accessibility to decision makers**
- **Innovation and creativity**
- **Woman-owned and small business incentives**



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# *Without the Common “Small Business” Pitfalls*

- No demanding oversight
- No rework headaches
- No missing QA program
- No missing H&S program
- No inexperienced staff



# *What Makes EAE Unique?*

- Hands-on management
- Knowledgeable, experienced staff
- Custom business approach
- Expertise in high demand areas
- Excellent track record
- Corporate platform for government projects



## *Majority Shareholder*

- Is a Woman Professional Engineer, Registered in Kansas
- Has a B.S. and M.S. in Civil/Environmental Engineering
- Has over 31 Years Direct Environmental and Engineering Experience
- Has hands-on Program Management and Project Experience



# *EAE's Grass Roots Management*

- Partners understand the business
- Progressive management style attracts and retains key personnel
- Decision makers are accessible

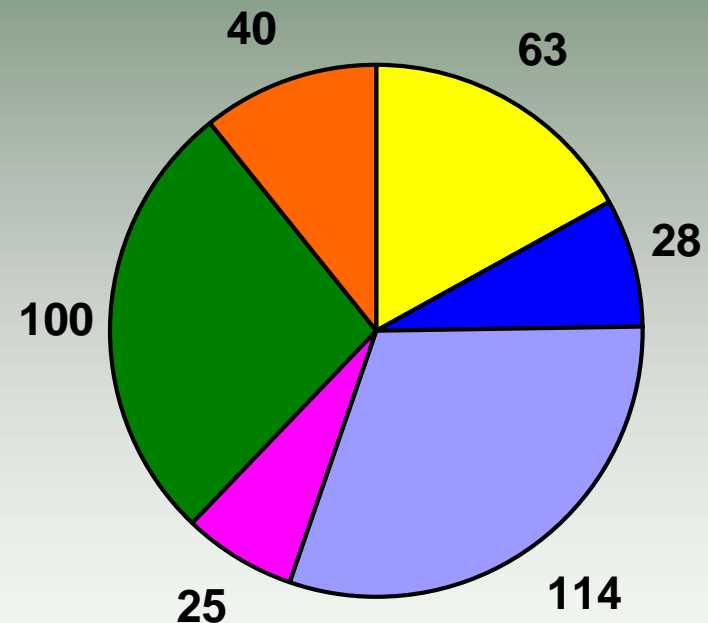
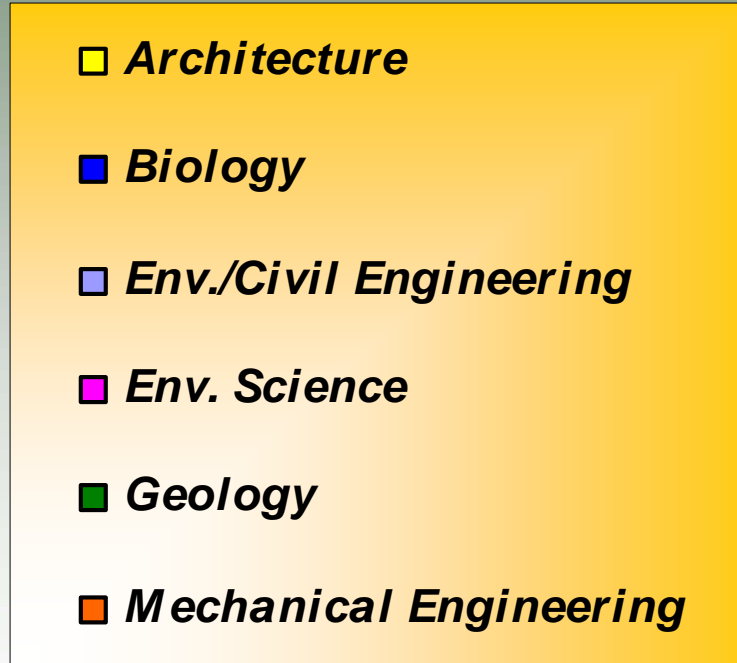


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# *EAE's Knowledgeable Experienced Staff Work Experience*

## YEARS OF COMBINED EXPERIENCE BY DISCIPLINE



# *EAE's Knowledgeable Experienced Staff* Educational Experience



DISCIPLINE	# OF PERSONNEL	BS	MS
Architecture	2	100%	
Biology	1	100%	
Env./Civil Engineering	4	100%	50%
Env. Science	3	100%	35%
Geology	4	100%	25%
Mechanical Engineering	1	100%	
Technical Support	3	67%	



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# *EAE's Government Experienced Staff Agency Experience*

- USEPA
- USACE
- AFCEE
- US NAVY
- DOE
- GSA
- KDHE
- MDOT
- KCMO
- MDNR
- MOARNG
- IOWA DNR
- IOWA DOT
- ILLINOIS EPA
- TNRCC
- CA EPA
- OKLAHOMA DEPT OF HEALTH
- NY EPA
- VERMONT DEPT OF HEALTH
- MARYLAND ATTORNEY GENERAL
- MISC. STATE & GOV. AGENCIES



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## *EAE's Knowledgeable Experienced Staff*

- **67%** of EAE's environmental staff have EPA project experience
- **73%** of EAE professionals have construction monitoring experience.



## *EAE's Knowledgeable Experienced Staff*

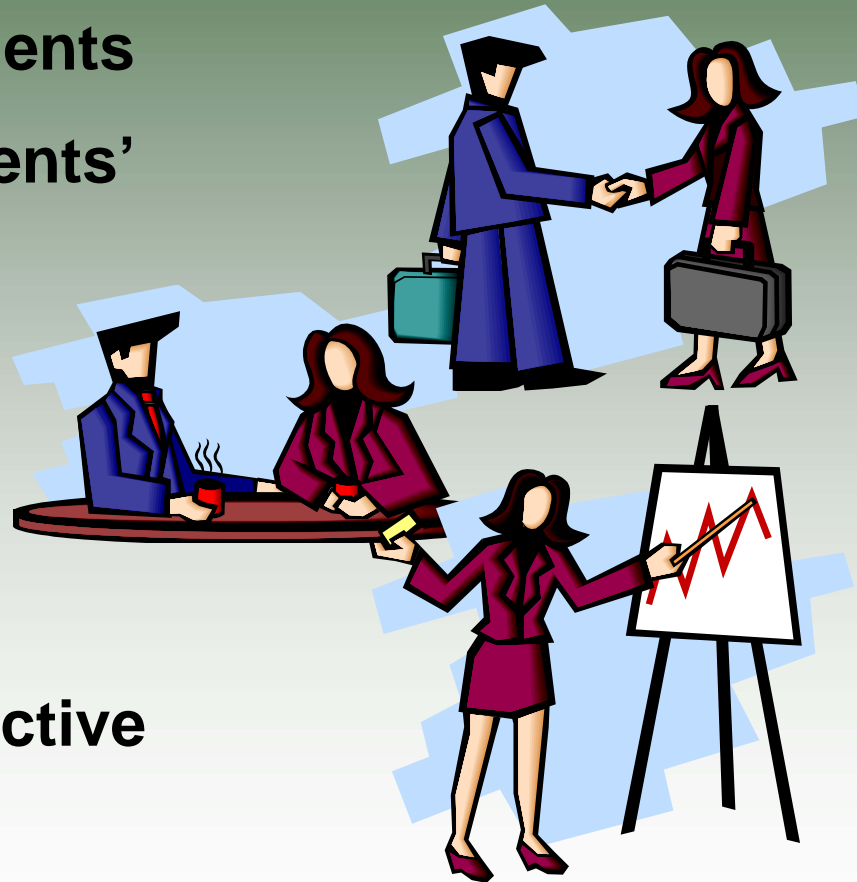
- **92%** of environmental staff have extensive experience with large government contracts
- **47%** of EAE's scientists and engineers have been employed by **TOP 10** ENR-ranked engineering firms



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# *EAE'S "Custom" Business Approach*

- Listening to our clients
- Respecting our clients' decisions
- Ethical business practices
- Emphasis on innovation
- Focus on cost-effective solutions



# ***EAE'S "Custom" Business Approach***

- Repeat business with growth through referrals
- Detailed planning to meet demanding schedules
- Excellent communication and negotiation skills
- Well written and technically-defensible reports



# *Expertise In High-demand Areas*

- Building Coordination Consulting, Including MEP, Structural and Food Service Coordination
- Property Condition Assessments
- Construction Monitoring
- Phase I, II, and III Environmental Assessments
- Extensive Underground Storage Tank Expertise
- SPCC Plans / Storm Water Management
- Regulatory Compliance
- GIS Environmental and Engineering Applications



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# *Expertise In High-demand Areas*

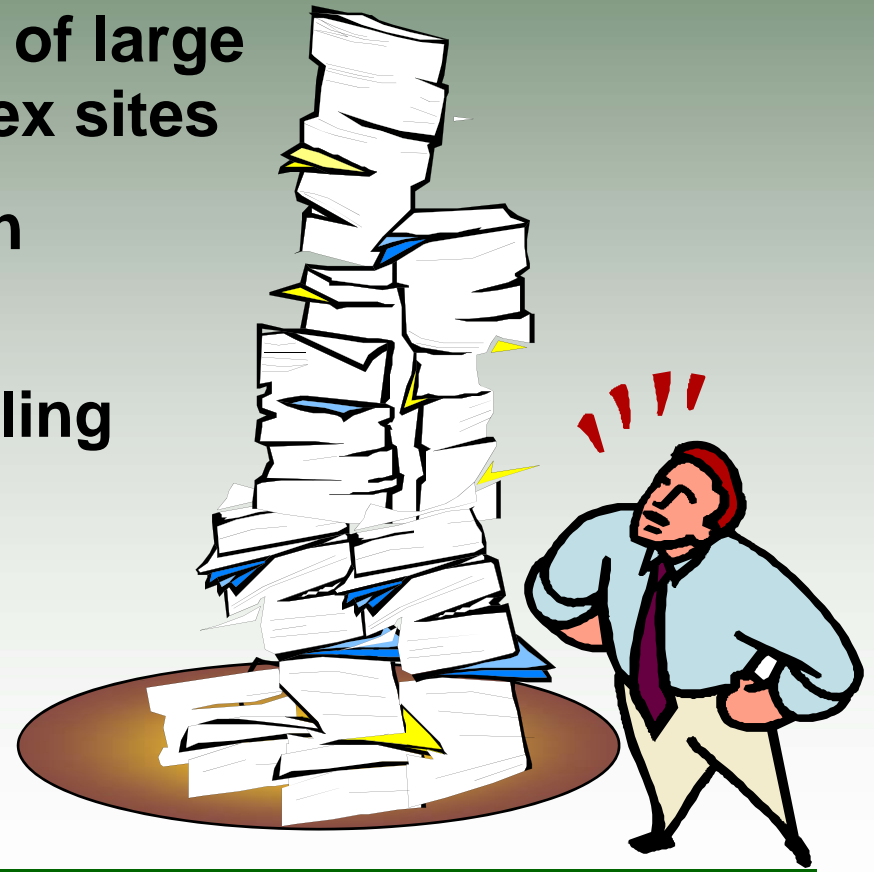
- **Technical Resource Role:**
  - Value engineering and troubleshooting teams
  - Advocate in technical meetings and negotiations
  - Evaluation of scopes of work and refinement of technical specifications



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# *Expertise In High-demand Areas*

- Analysis and management of large volumes of data for complex sites
- Regulatory and Negotiation Assistance
- Asbestos inspection/sampling
- Technical editing



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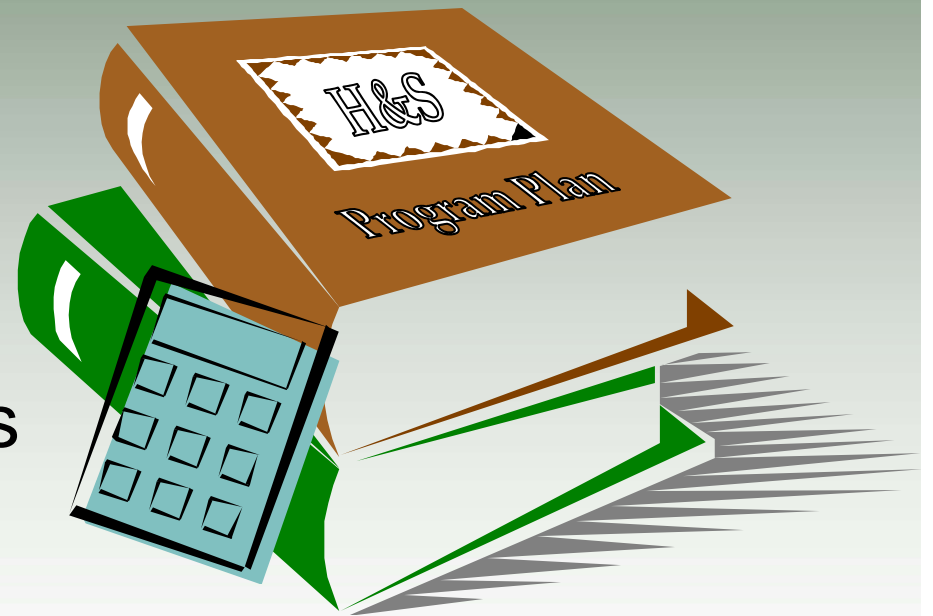
# ***Best Value, Low Cost***

- **Low overhead factor**
- **Unique staffing plan**
- **Projects completed correctly and polished the first time**
- **Expertise and team approach provides best value at low cost**



# *Corporate Platform for Government Projects*

- Detailed quality assurance procedures
- Corporate health and safety and medical monitoring programs
- Detailed cost tracking and invoicing systems



# *Corporate Platform for Government Projects*

- **Woman-owned Small Business (WOB/SB) in Missouri and Kansas City, Missouri**
- **Small Disadvantaged Business Enterprise (DBE) in Kansas**



# *Insured Partner*

- **Extensively Insured:**
  - ▬ GENERAL LIABILITY
  - ▬ ERRORS AND OMISSIONS
  - ▬ POLLUTION PREVENTION
  - ▬ WORKERS COMPENSATION



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# *Corporate Platform for Government Projects*

- Experience and existing alliance with many Subcontractors:

- ▬ **Drilling**
- ▬ **Surveying**
- ▬ **Geophysical**
- ▬ **Laboratories**



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# *EAE's Stability and Excellent Track Record*

- EAE has been in business for over 14 years and is

**DEBT FREE**

- Projected FY2012 revenue is

**117%** of  
FY 2011 revenue

- EAE has completed

**1,353**

projects to date



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# ***EAE's Excellent Track Record***

***“EAE has consistently performed projects within or below budgets. Their pricing has been fair and an excellent value for the services they have performed. They take the necessary steps to save money and cut costs where feasible.”***

***Mark Jordan, Acquisitions Manager  
M.A. Block Investments Co.  
Dallas, Texas***



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# ***EAE's Excellent Track Record***

***“Services have been provided to us in a large geographic area, from Minnesota to Kentucky, California to New York and Virginia. They give us detailed findings that have been well received by state regulatory agencies in remediation situations.”***

***Paul H. Shepard, President and General Counsel  
Dickinson Financial Corp.  
Kansas City, Missouri***



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# ***EAE's Excellent Track Record***

***“We have especially appreciated the thorough, professional, and client-oriented focus and high quality of EAE’s services. EAE has exceeded our expectations by demonstrating ability to protect our vested interests in our properties and construction projects without adversely impacting our critical business relationships with the theater operators and the general contractors they have chosen. EAE has consistently provided high quality payment application review and construction oversight services on expedited schedules.”***

***Amy Ricono, Lease Administrator  
Entertainment Properties Trust  
Kansas City, Missouri***



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# ***EAE's Excellent Track Record***

***“EAE also demonstrated a very high level of flexibility and responsiveness in reacting to our immediate need for property condition assessment (PCA) assistance on properties planned for acquisition. We have been well pleased with the rapid response and well-matched personnel you’ve provided to us, even as EPR’s needs have diversified and multiplied.”***

***Gregory K. Silvers  
Vice President and Chief Operating Officer  
Entertainment Properties Trust  
Kansas City, Missouri***



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# ***EAE's Excellent Track Record***

***“EAE recently served as a subconsultant to HNTB for the Taxiway A Reconstruction project at the Rosecrans Memorial Airport located in St. Joseph, Missouri. EAE personnel reviewed our initial scope and recommended revisions to create a customized approach. The scope changes resulted in a more segmented approach which helped to reduce overall project cost.”***

***Brian M. Tompkins, Aviation Project Manager  
HNTB Corporation  
Overland Park, Kansas***



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# ***EAE's Excellent Track Record***

***“I relied upon EAE staff members to be the bank’s “eyes and ears” for tracking progress on the job site and reviewing the required draw documents for thoroughness. While demonstrating very thorough site inspection protocols during this project, EAE staff noted a concern about an improperly installed component of the building roof. This detail had been overlooked by construction personnel; EAE’s prompt assessment and report of this concern reduced future problems with the roof and with obtaining roof warranties. EAE assisted the bank in successfully working through the problem with the project General Contractor and the borrower.”***

***Mike Smith, Senior Vice President, Manager Commercial Real Estate Lending  
Fidelity Bank  
Wichita, Kansas***



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# ***EAE's Excellent Track Record***

***“The principals of EAE have time and again demonstrated their conscientious attention to the specific needs of their clients by not only being responsive and accessible, but by anticipating issues that will affect their clients’ interests. EAE’s principals have repeatedly successfully demonstrated that their tailored services, practical solutions, and common sense approach to environmental projects provide clients with the timely, professional and legally defensible information and advice they need to make business or legal decisions. I have worked with many environmental professionals in my career and can recommend no other individuals more highly than EAE’s principals for their personal integrity, technical expertise and level of effort to identify and accomplish their clients’ objectives.”***

***Stan Watts, Managing Member  
Dohrer & Watts PLC  
Phoenix, Arizona***



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# ***EAE's Excellent Track Record***

***“Jill Biesma is a frequent lecturer to my University of Missouri at Kansas City environmental law classes consisting of graduate engineering students and law students. She has an in-depth knowledge of the law on environmental due diligence as required for real estate transactions. Environmental Advisors & Engineers are highly respected in the Kansas City environmental law community and their services are extremely professional. I commend the services of Environmental Advisors & Engineers to all who seek competent, experienced and cost effective environmental consulting.”***

***Robert J. Lambrechts  
Lathrop & Gage LLP  
Overland Park, Kansas***



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# ***EAE's Excellent Track Record***

***“CDM has been pleased with EAE services provided on the Asset Management Program. EAE staff is consistently very responsive, well organized, technically skilled, and very adaptive to project needs. EAE prepares well written reports which minimize our administrative and management effort. EAE is team focused and actively seeks goals that achieve maximum benefits for our client.”***

***Larry Nespica, Principal  
Camp Dresser & McKee, Inc.  
Kansas City, Missouri***



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# ***EAE's Excellent Track Record***

***“Throughout the Brush Creek Storm Water Master Plan project, EAE personnel provided responsive and solid technical support and highly-skilled technical writing assistance. They also provided unique GIS and hydraulic modeling capabilities based on their extensive experience in this specialty area. EAE consistently delivered completed assignments on time and under budget. When Larkin unexpectedly experienced a workload challenge of key staff availability near the midpoint of the project, knowing it could rely upon EAE’s adaptability and technical depth, Larkin confidently expanded EAE’s role. Ultimately, this resulted in our increasing EAE’s budget and scope to more than 270% of the original contract agreed amounts. This dramatic volume and scope of work increase is a testimonial of the exceptional value offered by EAE, beyond attainment of small business utilization goals. Most noteworthy is that EAE completed the expanded scope with very little supervision and required no rework by Larkin.”***

*Andrew Smith, Project Manager*

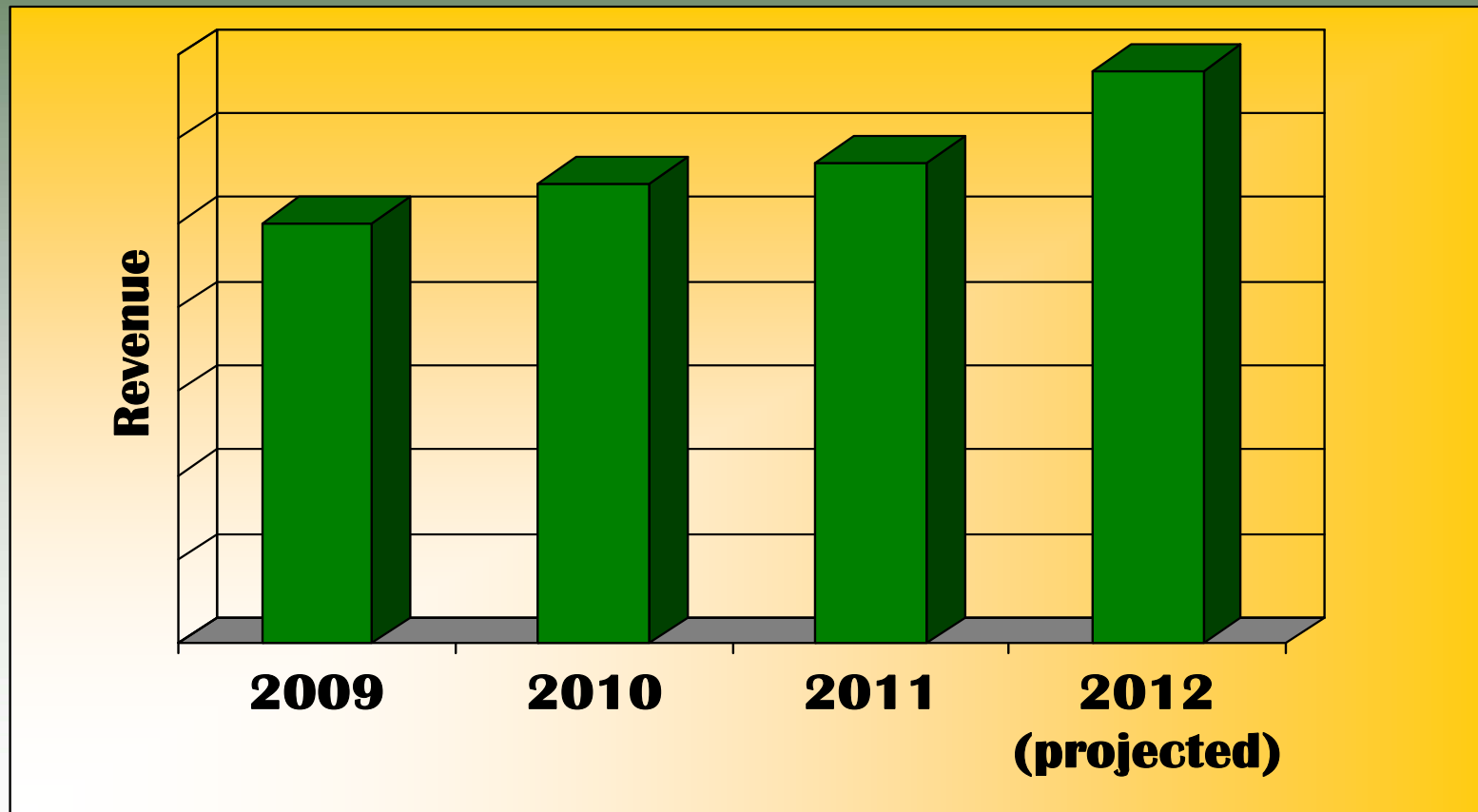
*The Larkin Group Inc.*

*Kansas City, Missouri*



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# *Stable Growing Company Despite Tough Economic Climate*



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## *In Summary . . .*

- Progressive management
- Knowledgeable, experienced staff
- Custom business approach
- Expertise in high demand areas
- Best value, low overhead
- Corporate platform for project partnering
- Excellent quality and stable track record



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*This Presentation was Designed & Produced by EAE Staff*