

# COMPANY OVERVIEW

Since its formation, in 1993, PIERS Environmental Services, Inc., a full-service environmental consulting firm, serving the entire state of California, has emerged as the industry leader in providing superior quality environmental assessment reports with remarkable speed and precision.

With a staff of highly experienced and talented professionals, the company provides outstanding services, including: Identified Hazardous Materials Radius Reports, Phase I, Phase II and Phase III environmental site assessments and site specific comprehensive consulting.

Among the firm's staff and associate professionals are some of the most innovative and experienced scientists in the industry. All PIERS Senior Project Managers are fully certified with the California Environmental Protection Agency, Department of Toxic Substances Control as Registered Environmental Assessors (Level I and/or II). Additionally, all Phase II and Phase III project managers are registered engineers and/or registered geologists.

PIERS has a well-deserved, high quality reputation, having steadily developed hundreds of trusted relationships with: lenders, realtors, and investors associated with the successful investigation and cleanup of commercial and industrial real estate.

Due to our extensive professional experience, the PIERS team is easily able to determine if a potential environmental condition is truly a concern for our clients.

## PRINCIPAL BUSINESS OBJECTIVES:

- ❖ *Protect our clients from any unforeseen environmental liabilities associated with a property*
- ❖ *Facilitate property transactions via the rapid and efficient identification and resolution of any recognized environmental conditions*
- ❖ *Offer the highest level of environmental due diligence reporting, at the lowest costs, with the fastest turnaround times in the industry*

Responsive and dependable service is personalized to meet, and often exceed, client expectations, thus, PIERS has become a preferred environmental consultant for the majority of commercial lending institutions in the state. Keeping abreast of changing environmental laws and regulations, PIERS assures clients of accurate reports at a time when accuracy is a must!

## **WHY CHOOSE PIERS ?**

- ◆ *Superior Reports and Client Services*
- ◆ *Simple Online Ordering*
- ◆ *Expert, Certified Professional Staff*
- ◆ *Competitive Pricing*
- ◆ *Certified Woman Owned Small Business*
- ◆ *Fast, Organized and Accurate*

# PRIMARY SERVICES OVERVIEW

## *LEADING SERVICES*

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- ❖ PHASE I ENVIRONMENTAL SITE ASSESSMENTS
  - ❖ RISK ASSESSMENTS
  - ❖ MONITORING WELL INSTALLATIONS
  - ❖ VAPOR INTRUSION STUDIES
  - ❖ REGULATORY AGENCY NEGOTIATIONS
  - ❖ UST CLEANUP FUND CLAIMS
  - ❖ ENVIRONMENTAL TRANSACTION SCREENS
  - ❖ CORRECTIVE ACTIONS
  - ❖ PHASE II SITE CHARACTERIZATIONS
  - ❖ SOIL GROUNDWATER AIR MONITORING
  - ❖ UST AND FACILITIES CLOSURES
  - ❖ REMEDIAL DESIGN/IMPLEMENTATION
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PIERS provides Preliminary Assessment Reports to a large range of clients on a daily basis. Only if absolutely necessary, PIERS also conducts Phase II Site Investigations (including soil, gas, air, vapor and groundwater sampling) at sites where there is potential or known contamination.

If contamination is found to be significant and/or to exceed regulatory cleanup levels or human-health risk standards, further site characterization may be required. In order to help further establish the extent of the contamination, PIERS skillfully completes the required work and negotiates with the appropriate regulatory agency on behalf of our clients. PIERS proficiency in site management allows us to effectively pursue and obtain “case closure” and “no further action” status for our client's impacted properties.

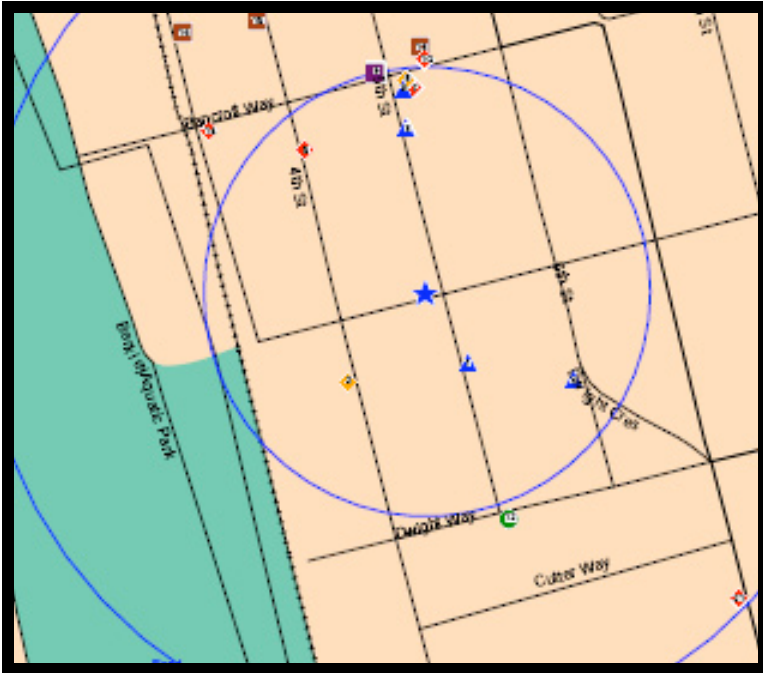
For sites that have regulatory-mandated cleanup orders and/or monitoring programs in effect due to significant contamination issues, PIERS offers an array of innovative services and cutting edge solutions.

Also assessing and managing the cleanup of Brownfield sites, PIERS moves sites towards redevelopment via the use of effective environmental strategies. These unique and valuable services are ideal for: local governments, individual investors and/or private developers seeking the benefits of Brownfield Programs.

By maintaining close working relationships with regulatory agencies and clients, PIERS is able to bridge communication gaps and avoid costly delays. Always putting our client's needs first. PIERS also completes reimbursement request packages so that our clients may obtain available funds, in order to recover the monies spent on the assessment, investigation and remediation of sites.

# PRIMARY SERVICES DETAILED

## IDENTIFIED HAZARDOUS MATERIALS SITES RADIUS REPORT



***IHMS Radius Report Map***

PIERS IHMS Radius Reports are generated from state of the art software that incorporates environmental site data from over 800 databases acquired from numerous federal, state and local governing environmental entities that oversee hazardous material storage and release sites.

The types of sites that are detailed in the reports range from those sites that legally store and dispose of hazardous materials to those with serious contamination and environmental liability issues.

All of the databases that are required to be searched by the current ASTM Standard for Phase I Environmental Site Assessments are included in our IHMS Radius Reports search criteria. Additionally, data records are updated quarterly.

Our unique software “geocodes” the locations of the sites listed within the acquired governmental databases and digitally plots them on our high quality GIS maps. The PIERS IHMS Report provides very clear quarter mile and one mile radius maps as well as a custom report that describes not only the types of sites but also the specific relevant details with regards to history and current regulatory agency status. Clients typically request that PIERS generate an IHMS Radius Report when they need to ensure that the subject property, or any immediately adjacent properties, are not listed in any such database. As releases from one site can contaminate surrounding properties. PIERS clients will often order a Radius Report and an additional professional review and analysis of the IHMS Radius Report to understand possible implications from offsite contamination cases for a subject property.

## ENVIRONMENTAL TRANSACTION ANALYSIS (ETA)

The Environmental Transaction Analysis (ETA), a PIERS original report template, is used to screen smaller loans for lenders who understand that it is not a "legally defensible level of due diligence." However, these lenders are also reluctant to ask a client to pay several thousand dollars for environmental due diligence on smaller loans, and are willing to attain an acceptable level of comfort from an ETA.

### PIERS ETA Components:

- 1) A thorough site inspection performed by a registered PIERS Senior Project Manager
- 2) Documented disclosure interviews with the owners/operators of the property
- 3) Comprehensive search of environmental databases (IHMS Radius Report)
- 4) A brief report and summary on the findings

## **ENVIRONMENTAL TRANSACTION SCREEN (ETS)**

The ASTM has an established standard for a Transaction Screen ( E-1528 Standard Practice for Limited Environmental Due Diligence: Transaction Screen Process), which is considered by many to be a substitute for a Phase I Environmental Site Assessment.

### **PIERS ETS Components:**

- 1) A thorough site and surrounding sites inspection performed by a registered PIERS Senior Project Manager
- 2) The generation and review of a PIERS IHMS Radius Report for the subject site
- 3) A limited review of the chemical history of the site gathered from: interviews with owners and operators, and research of Historical: Sanborn Maps, and City Directories
- 4) A final report that includes the following categories: A) General Information; B) Site Description, Use and History; C) Adjoining Properties; D) Site Inspection E) Summary of Historic Research F) IHMS Radius Report and review/analysis and G) Conclusions and Recommendations



***Historical Aerial Photograph***

## **PREVIOUS PHASE I ENVIRONMENTAL SITE ASSESSMENT UPDATES**

When a Phase I Environmental Assessment has become outdated, PIERS offers the Phase I Update in order to avoid the costs and redundancy of preparing an entirely new Phase I Report.

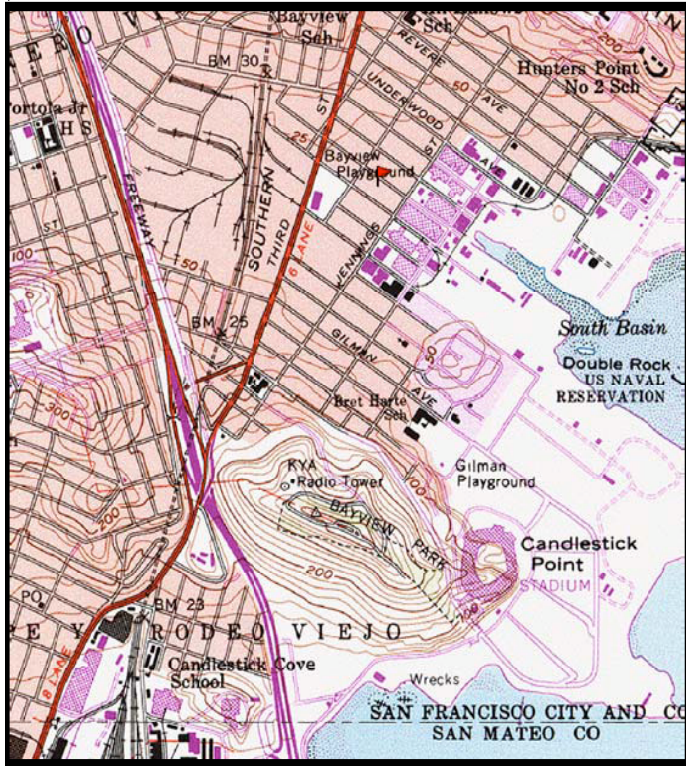
### **PIERS UPDATE Components:**

- 1) Professional, written review of the previously completed Phase I Report
- 2) New IHMS Radius Report
- 3) A thorough site inspection performed by a registered PIERS Senior Project Manager
- 4) Completion of owner-operator interviews
- 5) Brief report stating current property conditions and any recognized environmental conditions

Updates are utilized for Phase I reports that are no longer considered valid per AAI and ASTM Standards, that is, those reports completed more than 6 months prior. Phase I Reports older than one year require a new Phase ESA. PIERS will update other firm's reports as long as the reports met AAI requirements and ASTM standards at the time they were completed.



## **PHASE I ENVIRONMENTAL SITE ASSESSMENT**



**United States Geological Survey Topo Map**

A PIERS Phase I Environmental Site Assessment Report provides the documentation necessary to help protect all parties involved in a real estate transaction from environmental liabilities. Our reports surpass the most current standards found in ASTM Standard Designation E1527, and fully comply with the EPA's Final Rule designating Standards and Practices for All Appropriate Inquiries (Title 40 CFR Part 312).

PIERS Phase I Reports are based on the most extensive research that may be uncovered for a site and its past history. Although our reports are the most comprehensive in the industry, they are also easy to read and tell the true story associated with a project site. contain a common-language overview of the recognized environmental conditions on a site, clearly illustrate the presence or absence of environmental risk and conditions and unlike other firms, contain an opinion of related risk and recommendations for our clients.

### **PIERS PHASE I ESA Components:**

- A thorough site and surrounding sites inspection performed by a registered PIERS Senior Project Manager
- The documented history of the site is gathered from multiple sources such as: aerial and satellite photographs, local: fire, building, health, water district and planning department files, historical fire insurance maps, topographic maps, city directories, title documents, county assessor's maps and regulatory agency database records.
- Interviews with current and past owners, neighbors, tenants, and local regulators, are conducted, as necessary, in accordance with ASTM and AAI requirements.
- A PIERS IHMS Radius Report is generated, reviewed and interpreted for the project/report.
- Governmental agency file reviews are performed to assist in determining any environmental conditions that are of concern for the site and in order to obtain the historic and current regulatory agency status for the site and surrounding sites.
- A comprehensive report *including conclusions and recommendations* is written by the project manager, edited by management and promptly delivered to the client.

## **PHASE II SITE INVESTIGATIONS AND CHARACTERIZATIONS**

In the event that a subsurface investigation needs to be conducted regarding the presence of hazardous materials on a property, PIERS is capable of responding immediately, and cost-effectively to assess the actual status of any and all potential hazardous materials contamination by conducting a Phase II Subsurface Site Investigation. These investigations typically consist of; comprehensive geologic research, health and safety planning, the recovery of soil, air, vapor and/or groundwater samples, the analytical testing of samples by a state certified lab for target constituents and the analysis of the findings and their implications. These projects assist in resolving any environmental issues on a property, often within the escrow time frame.



***UST Removal and Subsurface Sampling***

PIERS registered professional engineers and/or certified engineering geologists supervise all our Phase II projects. Well versed in completing agency requested: work plans, corrective active plans, human health risk assessments, and Phase III remedial design work plans, our project managers always adhere to environmental laws and regulations while keeping costs to a minimum. With state-of-the-art technology, the proven project managers at PIERS take the lead to protect our client's interests, and get critical issues resolved within strict timeframes. Solid, longstanding relationships with trusted drilling, lab and construction companies allows PIERS to seamlessly manage complex Phase II projects while meeting project deadlines and satisfying our client's needs.

## **PHASE III CORRECTIVE ACTIONS**

If a Phase II Site Investigation determines that actionable concentration levels of hazardous contaminants have been detected in the subsurface environment on a property, PIERS is well equipped to design and perform Phase III remedial actions on behalf of our clientele. Once characterized, the source and associated contaminants are either removed via excavations and disposal or are remediated onsite with innovative techniques such as in-situ bioremediation. Sites which show evidence of contaminated groundwater often necessitate that groundwater monitoring wells be installed and sampled quarterly at the discretion of local regulatory agencies.



***Remediation of Contaminated Groundwater***

PIERS has established and maintained outstanding working relationships with the majority of the regulatory agency personnel in California. Thus, ensuring prompt issuance of agency responses for our clients. Additionally, PIERS has successfully accelerated numerous contaminated site cases to "closure" status by implementing biodegradation enhancement technologies and/or using creative land use techniques. Even properties that are classified as open sites may often times be closed by case re-evaluation under new state closure guidelines or via innovative project planning and effective regulatory agency negotiations.



# STAFF PROFILES

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## **DAWN MURRAY**

### **PRESIDENT/CEO/SENIOR PROJECT MANAGER**

**STATE OF CALIFORNIA REGISTERED ENVIRONMENTAL ASSESSOR # 07260**

### **B.S. ENVIRONMENTAL SCIENCES**

Ms. Murray has successfully served as PIERS President and CEO since 1998. Ms. Murray has succeeded in consistently providing the firm with exemplary business leadership and acts as the company's in-house senior executive and primary client liaison. Ms. Murray leads PIERS in the creation and success of the company's goals, planning, growth strategies and policies. In addition, Ms. Murray orchestrates the daily management of PIERS engineering/technical, marketing/sales, research, accounting and administrative departments.

Providing internal departmental organization and direction, quality control in project management, oversight in accounting and staffing, and corporate administration, Ms. Murray consistently ensures that all of PIERS projects are completed on time, with outstanding attention to detail. She demands the highest standard of quality for reporting as well as expertise and efficiency from all PIERS employees and independent consultants and contractors. Also acting as a PIERS Senior Project Manager, Ms. Murray consistently works on an array of PIERS complex technical projects completing them on time and with a style that highlights her extensive consulting experience.

As a Registered Environmental Assessor with the California EPA Department of Toxic Substances Control (DTSC), Ms. Murray has gained comprehensive technical skills and knowledge in performing and supervising: various tailored Environmental: Assessment Reports, Transaction Screens, Phase I Environmental Assessments, Phase II Subsurface Investigations, Phase III remediation projects, in-depth regulatory agency negotiations, advanced ecological restoration, hazardous materials identification and evaluation, as well as soil, groundwater, stream and wetland monitoring and site investigations. Ms. Murray's professional and technical experience has been acquired via a number of environmental consulting positions held throughout the United States where she was employed prior to her first position held with PIERS as a Project Manager. Ms. Murray was promoted to Company Manager, then President and Chief Executive Officer within the first two years of her tenure at PIERS.

Additionally, Ms. Murray has advanced computer skills including Computer Network Administration, hardware and software integration, GIS and Database software design and therefore oversees the continual research and advantageous development of PIERS in-house networks and software. As of late, Ms. Murray has focused on gaining expertise in designing detailed cost estimates for the remediation of contaminated properties, in relation to real estate: mergers, acquisitions, and brownfields redevelopment. In tandem, Ms. Murray has been researching and obtaining new sources of funding (governmental and non-profit reimbursements) for PIERS clients from such sources as: the State UST Cleanup Fund, government grants, Green Loans and Brownfields' Funding and Community Redevelopment Programs.

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**JENNIFER AVERRE**  
**MARKETING DIRECTOR**  
**OFFICE MANAGER**  
**B.S. ENVIRONMENTAL SCIENCES, POLICY AND MANAGEMENT:**  
**CONSERVATION RESOURCE STUDIES**

A self-professed “Jill-of-many-trades,” Mrs. Averre brings over 15 years experience in most every aspect of the office environment to PIERS. Having previously established and successfully run her own retail business (including complete responsibility for the accounting office, personnel hiring and training, sales/marketing planning & execution, business development, and forecasting); she has also acted as an office manager, inventory specialist, and production planner for both big industry and government. Additionally, Mrs. Averre has had experience in database and website software design and development, and in technical editorial duties. Recently, Mrs. Averre matriculated from the University of California-Berkeley, embarking upon a new career path within the Environmental Sciences.

Mrs. Averre currently serves as PIERS’ accounting and office administrator. Her responsibilities include bookkeeping, collaboration with PIERS project managers to ensure client reports are completed and received within scheduled time lines, organization of the office archives, market research, and purchasing. Mrs. Averre’s high degree of efficiency, meticulous attention to detail, and the ability to multi-task provides strong support to the PIERS team.

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**JOEL GREGER**  
**SENIOR PROJECT MANAGER NORTHERN CALIFORNIA**  
**STATE OF CALIFORNIA REGISTERED ENVIRONMENTAL ASSESSOR # 07079**  
**CERTIFIED ENGINEERING GEOLOGIST # 1633 - REGISTERED GEOLOGIST # 5160**  
**M.A. GEOLOGY**

Mr. Greger serves as a PIERS Senior Project Manager providing our clients and projects with outstanding expertise and reporting experience with Phase I Environmental Site Assessments, Phase II Subsurface Investigations and in Phase III remedial project oversight. Mr. Greger joined PIERS with a strong documented record of managing extremely complex environmental remediation and geologic assessment projects with an excellent outcome record. During his career, Mr. Greger was responsible for the technical overview of 125 concurrent underground tank and bulk plant projects for petroleum company clients. Mr. Greger has had numerous accomplishments, some of which truly stand out on his long list of successful project management. Serving as a geologist for Tosco Corporation, Joel was responsible for rapid site characterizations at 12 Unocal bulk plants in central California in order to develop base-line environmental conditions prior to acquisition by Tosco. Additionally, Mr. Greger has performed hundreds of Phase I and Phase II site investigations for city and county agencies, large corporations, lending institutions, real estate professionals and public utility companies. Mr. Greger is a key player in PIERS decision-making on complex projects and offers our clients superior knowledge on a vast array of environmental and geologic issues. Having worked with PIERS since 1998, Mr. Greger has successfully managed hundreds of projects including: Site Assessment Projects, Phase II Soil and Groundwater Work plans, Permitting, Regulatory Agency Negotiations, Investigations, Monitoring Well Installations, Site Monitoring and Sampling Projects and Hazardous Materials Facility Closures.

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**GLENN S. ARO**

**SENIOR PROJECT MANAGER CENTRAL VALLEY – SIERRA NEVADA REGION  
STATE OF CALIFORNIA REGISTERED ENVIRONMENTAL ASSESSOR # 02135  
B.S. MECHANICAL ENGINEERING; MASTER OF BUSINESS ADMINISTRATION**

Mr. Aro serves as a PIERS Senior Project Manager throughout Northern and Central California, including the Central Valley and Sierra Nevada regions. With over 30 years of industry experience in Fortune 100 companies and environmental health and safety consulting, Mr. Aro provides PIERS clients with world-class EHS auditing, risk assessment, compliance management and training services, as well as performing Phase I environmental property assessments and management oversight of Phase II and III projects. Mr. Aro has served as environmental project manager and senior program manager for General Motors, FMC Corporation, Ampex, New United Motor Manufacturing, and Hughes Aircraft Company/DirecTV. His project responsibilities include property acquisition and divestiture environmental assessments of manufacturing and laboratory sites; characterization and remediation of solvent and toxic metals contamination in soil and groundwater; decommissioning of automotive, hi-tech and defense industry manufacturing facilities, and engineering and direct supervision of industrial process and waste water treatment, hazardous waste, and air pollution control facilities. Mr. Aro has presented before industry groups and governmental agencies throughout the world and has served as an instructor for the Foothill/DeAnza Community College District's environmental, health and safety educational program faculty.

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**ERIC NUPEN**

**SENIOR PROJECT MANAGER SOUTHERN CALIFORNIA STATE OF CALIFORNIA  
REGISTERED GEOLOGIST # 5274  
STATE OF CALIFORNIA REGISTERED ENVIRONMENTAL ASSESSOR # 1269  
MASTERS OF SCIENCE IN GEOLOGY**

Mr. Nupen currently serves as PIERS Phase I and Phase II Senior Project Manager for Southern California. With over 11 years of regulatory oversight and assessment experience, Mr. Nupen is an extremely competent and efficient assessor. Mr. Nupen started his career in the field as a geologist conducting site analyses for surface and subsurface deposits, interpreting geologic and geophysical data, developing concepts and facilitating prospects. After acquiring several years of industry experience, Mr. Nupen became the Senior Engineering Geologist for the Regional Water Quality Control Board (RWQCB) in Los Angeles. While working for the RWQCB, Mr. Nupen reviewed and reconstructed numerous Phase II and remediation projects submitted to the agency by consulting firms. Mr. Nupen not only follows regulatory guidelines and takes diligent steps in analyzing and determining appropriate recommendations for any property type, but also helped to establish these protocols.

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## COMPANY CONTACT INFORMATION

**PIERS** Environmental  
Services, Inc.



### CORPORATE HEADQUARTERS

**WEB:** [www.pierses.com](http://www.pierses.com)

**PHONE:** (408) 559-1248

**FAX:** (408) 559-1224

**E-MAIL:** [piers@pierses.com](mailto:piers@pierses.com)

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### EMAIL CONTACT DIRECTORY

President/CEO  
[dawnmurray@pierses.com](mailto:dawnmurray@pierses.com)

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Accounting  
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Human Resources  
[jobs@pierses.com](mailto:jobs@pierses.com)

## **ADDITIONAL COMPANY INFORMATION**

CORPORATION TYPE: **CALIFORNIA “C” CORP**

BUSINESS TYPE: **SMALL, LOCAL, WOMAN-OWNED**

FEDERAL TAX ID: **770376474**

GENERAL LIABILITY  
ERRORS & OMISSIONS  
INSURANCE LIMITS: **\$1,000,000.00 (PER OCCURANCE)**

NUMBER OF YEARS  
IN BUSINESS: **> 15 YEARS**

CREDIT RATING: **EXCELLENT**

CERTIFIED WOMEN’S  
BUSINESS ENTERPRISE: **CERTIFICATION # 2005111016**

STATE CERTIFIED  
SMALL BUSINESS (SBE): **CERTIFICATION #49808**

## **HOW TO ORDER SERVICES**

*PIERS offers two very simple ways for ordering standard reports:*

- 1) Visit our website at [www.pierses.com](http://www.pierses.com) and click the Order Form Link. Here you will find a dynamic order form and services agreement that automatically gets routed to PIERS management team. OR
- 2) Obtain a custom proposal or order form. Simply contact us via email, fax or phone and a PIERS management member will create a custom contract and deliver it via your choice of email, fax or US mail.