



A Conference on: **SUSTAINABLE PROPERTY AND ASSET- BASED TRANSACTIONS: Closing Deals and Capturing Market Opportunities**

Sheraton Society Hill Hotel, Philadelphia, PA

April 11-13, 2017

RTM Communications, Inc.
Conference Creator & Producer
Call 1-800-9NO-RISK



www.rtmcomm.com/2017-Philly-Conference

CONFERENCE CHAIRMAN

Dean Jeffery Telego, President
Risk Management Technologies, Inc. &
RTM Communications, Inc.

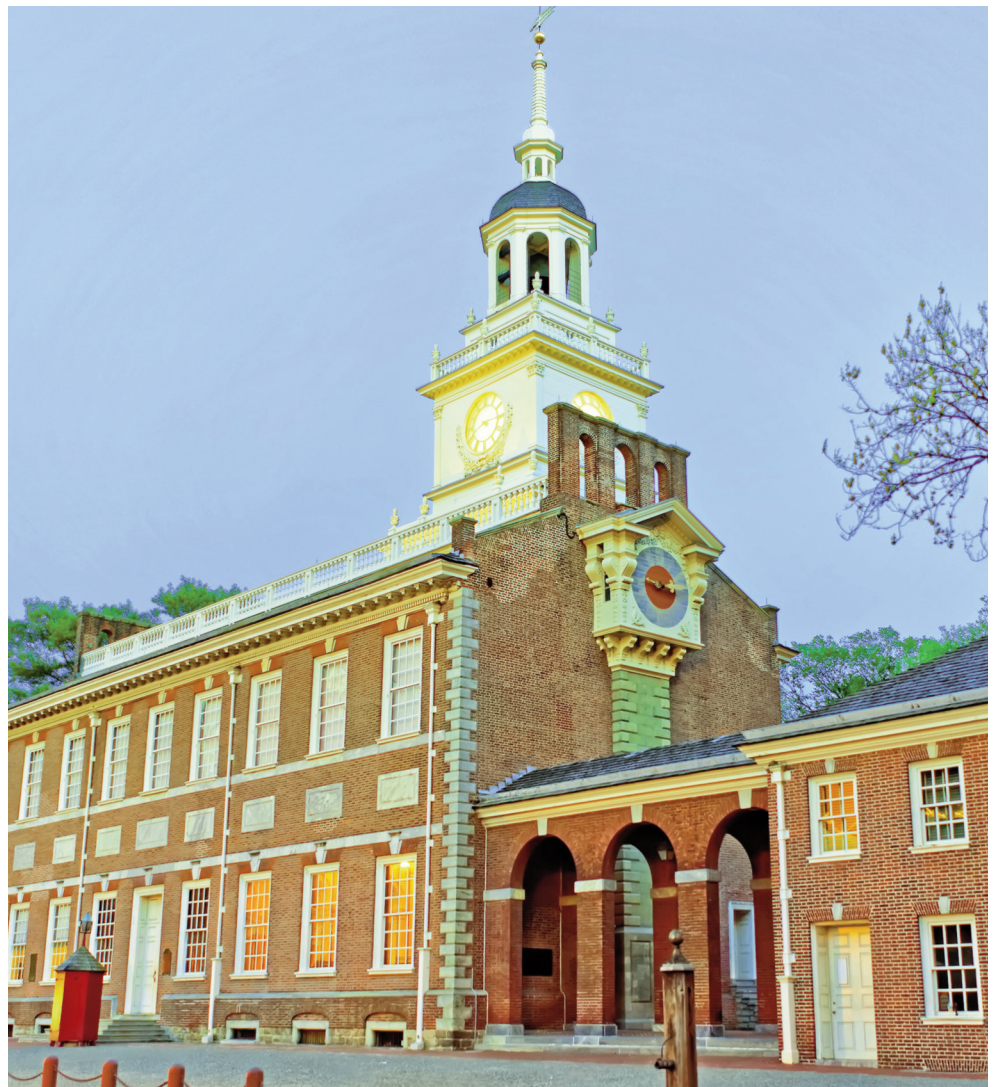
CONFERENCE COLLABORATOR

Society of Environmental Insurance Professionals
(SEIP)

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SEIP Breakout
Sessions



You are invited to join us for our conference
SUSTAINABLE PROPERTY and ASSET-BASED TRANSACTIONS: Closing Deals and Capturing Market Opportunities
Join RTM Communications, Inc., and our Collaborator, SEIP, for an exciting program.

2017 Philadelphia Conference • April 11-13, 2017

Sheraton Philadelphia Society Hill Hotel - One Dock Street, (2nd & Walnut St.), Philadelphia, PA 19106 USA

Managing environmental and financial risk effectively is challenging for all types of corporate and real estate deals from the portfolio and one-off commercial or industrial property transactions. The environmental risk and liability concerns that arise in Mergers & Acquisitions to the legacy liabilities associated with the redevelopment of brownfield sites require the use of bullet proof legal tactics, deal strategies that can bracket and transfer the environmental risks and the financial tools to close the deal.

Environmental risk can impact the success of closing the transaction, valuation of the assets, and the transfer of legacy liabilities. It takes creative funding, the bracketing of environmental risk using rigorous and alternative due diligence and remedial alternatives, and deal structuring techniques grounded in risk management strategies to assure that the redevelopment or reuse or successful disposition of the surplus or stranded asset(s) can be successfully implemented.

This RTM conference zeroes in on the effect environmental risk has on deal flow and the management of commercial, industrial and government property types. We will get into the business tactics and strategies for reducing the uncertainty caused by environmental risk and closing the deals employing creative environmental risk financing and management approaches. The Conference will also delve into the enhanced value environmental insurance and liability management strategies are bringing

to leveraging the M&A activity and the purchasing and disposition of corporate assets and contaminated real estate. Key presentations will cover:

- Environmental liability management strategies for successfully transferring corporate surplus properties and closing M&A transactions,
- Emerging contaminants and new regulatory challenges confronting the financial services industries and property owners/developers,
- Accelerated transfer of redevelopment and legacy sites into beneficial reuse,
- Environmental and M&A Buyer – Side insurance leveraging private equity transactions,
- Creative application of public/private brownfield financings,
- Extreme weather and climate change effects on commercial/industrial properties.

If there is only one conference you can attend in 2017 this is the ONE that will allow practitioners to capitalize on business strategies and tactics for closing corporate real estate transactions where environmental risk gets properly managed.



Please visit our Web Site at
www.RTMcomm.com/2017-Philly-Conference
and Register online

DAY ONE, April 11, 2017

Conference Producer and Creator, RTM Communications, Inc., presents a conference on Sustainable Property and Asset-Based Transactions: Closing Deals and Capturing Market Opportunities

8:15 – 8:30 Conference Overview, Opening Remarks, Welcome by RTMC of Collaborator, SEIP

*Dean Jeffery Telego, President,
RTM Communications, Inc., and
Risk Management Technologies, Inc.*

8:30 – 9:30 Shell Global – Divestment of Surplus Real Estate Challenges and Transferring of Environmental Risk During Complex Business Transaction(s)

- ❖ Shell downstream real estate challenge with redundant sites and challenging contaminated facilities
- ❖ Divestiture program of noncore surplus environmentally contaminated sites, reallocation of capital to core operations
- ❖ Case Study of divestiture of 130 property portfolio

*Jonathan Elton, General Manager Portfolio Projects,
Shell International Petroleum Co. Ltd.
Randall Jostes, CEO,
Environmental Liability Transfer, Inc.*

9:30 – 10:30 Deal Maker's Dream – Acquisition of the Destrehan Plantation Plus – Private Equity Role in the Acquisition and Creative Financing of a Former Corporate Oil Refinery

- ❖ Acquisition of a historic plantation with 1300 acres formerly a BP/Amoco refinery
- ❖ Deal structuring features and creative public private financing partnership
- ❖ The role of environmental insurance/PLL to consummate the transaction

- ❖ Negotiating with the seller, LDEQ, Parish, Army Corp of Engineers, FEMA, prospective tenants and environmental insurance company for a win win solution

*Gary Silversmith, President, P&L Investments IX LLC
Jim Schaeffer, Property Support Project Manager,
Remediation Management, BP America, Inc.
Catherine Wilson, Head of Environmental,
Zurich American Insurance Company*

10:30 – 10:45 BREAK: Refreshments courtesy of Tokio Marine Specialty – Environmental, Willis Towers Watson

10:45 – 11:30 Environmental Risk Transfer Alternatives that Leverage Large-Scale Equity and Debt for Corporate Transactions

- ❖ Environmental insurance as the leverage to large-scale corporate transaction
- ❖ Case study involves purchase of privately held defense firm, producer of rocket fuel, and unquantified residual liability
- ❖ Key elements to structuring the deal, use of “remediation trust/SPE”, employment of institutional equity and debt financing

*Curtis B. Toll, Operating Shareholder
Greenberg Traurig, LLP*

11:30 – 12:00 Redefining Risk Management Standards for Corporate Acquisitions – New Trends and Developments

- ❖ Market drivers, deal activity, trends and new developments in the M&A market
- ❖ Resolving environmental risks in divestiture of non-core assets

- ❖ Determining the most appropriate due diligence scope/standards
- ❖ Employing quantitative risk assessment modeling
- ❖ Case study: integrating due diligence, cost modeling and CPM scheduling, exist strategies for mitigating come backs

Wm. Chip D'Angelo, Founder and CEO,
WCD Group, LLC

**12:00 – 1:30 Luncheon Hosted by All Sponsors
Deal Flow Drivers, Trends in Private Equity
Financing Brownfield Redevelopments**

George Vallone, President,
The Hoboken Brownstone Company

**1:30 – 2:00 Use of Innovative Remediation Technologies for
Successful Site Cleanups and Redevelopments**

- ❖ Coupling of technologies with cost and time to remediate and redevelop complex sites
- ❖ Balancing business issues, and capping uncertainty and risk with management tools
- ❖ Successful case study – remediating and redeveloping a chlorinated DNAPL brownfield site to beneficial reuse

David Robinson, LSRP and Vice-President,
Synergy Environmental Inc.

**2:00 – 2:45 Remediation Risk Management-Site Management
and Tailoring Remedies to Support Specific Reuse**

- ❖ Approaches to site management that are protective with cost effective remedies
- ❖ Tailoring remedies to support specific beneficial reuse of a site
- ❖ Building stakeholder support for alternatives to basic remedies
- ❖ Practical and successful use of risk management at major remediation sites

John Morris, Global Remediation Director,
Honeywell

**2:45 – 3:00 BREAK
Refreshments courtesy of WCD Group LLC and
Allied World Assurance Co., and Beazley Group**

**3:00 – 4:00 Environmental Risk Management Challenges and
Solutions Using Creative Financing Alternatives
in Acquisition and Construction Financing**

- ❖ Using brownfield tax credits as collateral and hard covenants
- ❖ Equity structures with EB-5 investors, pension funds and others
- ❖ Lender's perspective on debt financing for land loans, remediation financing and construction lending with environmental risks
- ❖ Deal structures and underwriting criteria to getting the transactions completed
- ❖ Debt financing – liability management and determining the terms for remediation and construction financings

Lawrence Schnapf, Principal, Schnapf LLC & EIBP
Cathy D. McGowan, Senior Vice President,
Wells Fargo & Co

4:00 – 5:00 Infrastructure as a Catalyst to Redevelopment
❖ Redevelopment of Philadelphia's Rail Park

Catherine M. Ward, Co-Chair Environmental,
Stradley Ronon Stevens and Young
Jonathan M. Broder, Vice President, Corporate
Development and Chief Legal Officer,
Consolidated Rail Corporation
George Vallone, President,
The Hoboken Brownstone Company

5:00 to 5:30 Connecticut's Innovative Brownfield Programs

- ❖ Learn how developers are provided liability relief and owners are incentivized to sell tools for municipalities to prepare sites

David Hurley, Vice President and LEP
Fuss and O'Neill, Inc.

**5:30 – 6:00 State of the Industrial and Commercial Real Estate
Industry, Capital Markets and Due Diligence Trends**

- ❖ Current business environment and economic market metrics
- ❖ Deal flow, driving forces effecting real estate fundamentals and emerging markets
- ❖ Developments and trends in industrial/commercial surplus property, construction sector growth

Jared Sullivan, Vice President, Research and Strategy,
LaSalle Investment Management

**6:15 – 7:30 Reception hosted by Langan Engineering and
Environmental Services, Inc., Dechert LLC,
Willis Towers Watson, and Buchanan Ingersoll &
Rooney, PC, Tokio Marine Specialty Environmental,
Allied World Assurance Company Holdings, CSTAT**

DAY TWO, April 12, 2017

**8:30 – 9:30 Challenges, Opportunities, and Strategies for
Brownfield Redevelopments Blending Public
Private Approaches**

- ❖ New developments to Brownfield Revitalization and Opportunities for Sustainable Cleanup and Reuse
- ❖ Financial Assurance requirements effecting mining industry sector
- ❖ Advances to integrate manufacturing and sustainable development, partnerships for Sustainable Materials Management, financing tools,
- ❖ Status report on The RACER Trust, the cleanup and redevelopment of industrial properties

Patricia Overmeyer, Land Revitalization Coordinator,
US EPA Office of Brownfields and Land Revitalization
Charlie Bartsch, Former Senior Program Advisor for
Economic Development for US EPA, Assistant
Administrator Mathy Stanislaus
Bruce Rasher, Redevelopment Manager, The RACER
Trust and Chairman of the Board, President and CEO of
the National Brownfield Association

**9:30 – 10:30 Determining Remediation and Liability Endpoints
and Successfully Negotiating the Terms**

- ❖ Determining when a property owner can safely sell or use a remediated site without concern
- ❖ The role of risk tolerances in knowing that a site is "Clean"
- ❖ Risk-based cleanups: after completing work under a Consent Decree, when can EPA ask for more? What about the new challenges presented by emerging contaminants at closed sites?
- ❖ Negotiating and settling Natural Resource Damages (NRD) assessment and claims at previously-remediated sites

Margaret Lattin Bazany, Lead Counsel,
The Dow Chemical Company
Laurence S. Kirsch, Partner, Goodwin Procter, LLP

**10:30 – 10:45 BREAK
Refreshments courtesy of Environmental
Liability Transfer, Inc., and XL Catlin**

**10:45 – 12:00 Deal Makers Guide with Tools to Managing
Environmental Risk for Complex M&A
Transactions**

- ❖ Deal making tools in play for transactions involving environmental risk

- ❖ Measuring and managing the uncertainties – regulatory, legal, financial (cost allocation)
- ❖ The Anatomy of the Deal, Deal Structure, mixing and matching risk management alternatives
- ❖ M&A case study, private equity, and risk management alternatives

Abbi Cohen, Partner, Dechert LLP

James Vetter, Managing Director, Global Environmental Practice, Marsh Inc.

Jeff Anderson, Senior Vice President, M&A Practice Lead, Allied World Assurance Company

Josh Aronson, Principal, Audax Capital

12:00 – 1:30 Luncheon Host Berkley Specialty Underwriting Managers, Tokio Marine Specialty-Environmental Acquisition and Development of Corporate Stranded Industrial Assets

Cynthia Retallick, Senior Vice President, Complex Projects
TRC Solutions, Inc.

1:30 – 2:30 Emerging Contaminants, Regulatory and Health Risk Uncertainty, Managing the Risks to Business and the Environment

- ❖ Defining emerging contaminants such as 1,4 – Dioxane, per- and poly-fluorinated substances (PFAS), Nanomaterials, PPCPS
- ❖ Tackling the inconsistent regulatory framework of emerging contaminants, public health concerns and weight of evidence issues
- ❖ Bringing certainty to site closures and managing site re-openers
- ❖ Focusing on business risk affecting industry sectors, due diligence to EC-related risks
- ❖ Contaminant persistence and their treatment/remediation alternatives and challenges – 1,4-Dioxane case study

Nick DeRose, Managing Principal, Langan Engineering & Environmental Services, Inc. (Moderator)

Janet K. Anderson, Ph.D., DABT, Integral Consulting Inc.

Curtis C. Stanley, PG, CPGS, Principal Hydrogeologist, GSI Environmental, Inc. Formerly Global Discipline Leader for Soil and Groundwater, Shell Global Solutions
Grant Trigger, Esq. Cleanup Manager, RACER Trust
Caryn Barnes, LSRP and Principal, Langan Engineering & Environmental Services, Inc.

2:30 – 3:00 Vapor Intrusion (VI) – New Developments Affecting Assessment, Mitigation Methods, and Case Studies

- ❖ Indoor Air Quality Standards
- ❖ Real-Time Monitoring Instruments
- ❖ Recent Guidance – EPA and Key States
- ❖ Due Diligence ASTM E2600-15 Vapor Encroachment vs. EPA or State Guidance
- ❖ VI Evaluations for Petroleum Hydrocarbon VOCs—New Paradigm Shift

Brian A. Blum, LSRP, CPG, Senior Associate/Vice President, Langan Engineering & Environmental Services, Inc.

3:00 – 3:15 BREAK Refreshments courtesy of Brownfield Listings, LLC, WCD Group LLC, CSTAT, and Goodwin Procter LLP

3:15 – 4:15 State Brownfield and Site Cleanups & Licensed Site Professional Programs

- ❖ Emerging contaminants, reopeners at closed sites & redevelopments
- ❖ Challenges with open enforcement cases and state liability relief and site cleanup reforms

- ❖ State Certified clean sites for sustainable development projects
- ❖ Comparing and contrasting licenses Site professional programs for Massachusetts LSP, Connecticut LEP and New Jersey LSRP programs
- ❖ Approaches to vapor intrusion, enforcing monitoring institutional controls, reporting releases, regulator auditing, site entry triggers into the programs, liability transfers, etc.
- ❖ What are the issues and questions the financial services industry has about the licensed site professional programs?

Jorge H. Berkowitz, LSRP, Senior Consultant, Langan Engineering & Environmental Services, Inc.

David Robinson, Vice President, and LSRP, Synergy Environmental Inc.

David Hurley, Vice President and LEP, Fuss and O'Neill, LLC

Chris Horan, Senior Project Manager and LSP, Synergy Environmental, Inc.

Dean Jeffery Telego, President, RTM Communications, Inc., and

Brink Young, Vice President, Business Development, Synergy Environmental, Inc. (Co-Moderators)

4:15 – 5:30 Lost in Translation—The Communications and Settlement of Environmental Insurance Claims

- ❖ The underwriting process and the evolution of the policy coverage
- ❖ Importance of notice, pros of early notice, key information to provide to insurers
- ❖ The coverage/adjustment process, early dialogue with insurer's claims representatives
- ❖ Establishing good communications, covering common issues/exclusions, triggers, choice of counsel, costs incurred without consent or prior notification and 'reasonable and necessary' costs
- ❖ Role of forensic engineering and cost allocation, claims and litigation support
- ❖ What to do when things go south, key claims trends – i.e. disposal site matters, dealing with voluntary cleanups programs and licensed site professionals

Anthony M. Wagar, Executive Vice President-Environmental Practice, Willis Towers Watson, (Moderator)

Larry Griffin, J.D., Group Claims-Specialty, Beazley Group

Kimberly MacDonald, J.D., Head of Environmental Claims-Americas XL-Catlin and or

Marlin Zechman, Claims Manager, Environmental-Americas XL Catlin

Cal Spessard, Esq., Executive Vice President, WCD Group LLC

Robin Kelliher, J.D., National Director-Environmental Claims, Willis Towers Watson

5:30 - 6:00 Data Lost in Translation, Environmental Forensics and Sampling Practices in Assessing Environmental Models and Insurance Claims

- ❖ Deciphering "inexplicable data variance" leading to inaccurate site models, remediation selections, site closure and cost proposals
- ❖ Key drivers and data that effect environmental insurance underwriting and claims management focus on laboratory results
- ❖ Current research with a focus on site models, data comparisons, method variance, common factors indicative of data collection bias
- ❖ Case study – portfolio review, forensic review outcomes and impact on remediations

Joseph Berlin, PE, EP, CP, President, BLDI, Inc.

6:15 – 7:30 Reception – Hosted by XL Catlin, Beazley Group, WCD Group LLC, Schnapf LLC and Bloomberg BNA

DAY THREE, April 13, 2017

8:30 – 9:00 Sustainability's Past, Present and Future: Why North America is Winning the New Normal

- ❖ Why is the hard pivot to the new normal to America's profound benefit?
- ❖ How is decision-making being impacted by these mega-trends?
- ❖ Outlook for Sustainability's past, present and future on energy, environment, real estate, resilience, and abundance

Dan French, Co-Founder and CEO,
Brownfield Listings, LLC

9:00 – 10:00 State of the Environmental Insurance Marketplace

- ❖ Evolution of environmental insurance products for one-off and portfolios
- ❖ Determining underwriting appetite and the real estate transactional marketplace, North American expansion of markets and products
- ❖ Trends and emerging issues in environmental claims management and challenges
- ❖ Determining how the markets address underwriting authority issues

Jayne Cunningham, Head of Environmental Liability Team, Beazley Group

Catherine Wilson, Head Environmental, Zurich American Insurance Company

Michael J. Henk, Assistant Vice President Underwriting, Tokio Marine Specialty-Environmental

Helen Eichmann, Vice President, Environmental, Allied World Insurance Company

Anthony W. Gentile, PG, Vice President, Executive Underwriter, North America Environmental Insurance, XL Catlin

Kirk Davenport, Vice President, Environmental Division, Great American Insurance Group

Dean Jeffery Telego, RTM Communications, Inc. and

Brian McBride, Executive Vice President Environmental Practice – National Placement Leader, Willis Towers and Watson (Co-Moderators)

10:00 – 10:15 BREAK Refreshments courtesy of Tokio Marine Specialty-Environmental, ELT Inc., and CSTAT

10:15 – 11:15 Hurricane vs. Environmental Infrastructure: Who Wins and Can We Really Protect Ourselves?

- ❖ What are the new hurricane damage models being developed by the National Center for Atmospheric Research and how are we using them to protect against future events?
- ❖ Characterize the effects of a direct hit on environmental infrastructure of the gulf coast
- ❖ Quantifying the damage claims from hurricanes and other climate extremes
- ❖ What is the role of insurance and the efficacy of the current products
- ❖ What more can we do to protect the environmental infrastructure from extreme weather?

James Done, Project Scientist, C3WE Research Lead, National Center for Atmospheric Research

Nick Santella, Hydro-Geologist, BSTI Consulting

Susan Doering, Sr. Vice President, Client Advocate Willis Towers Watson

Richard Sheldon, Senior Vice President, Willis Environmental Practice, Willis Towers Watson

Guillermo (Willy) Accame, Director-Risk Management, Panattoni Development Company, Inc. (Moderator)

11:15 – 11:45 Financing the Low Carbon Revolution and Sustainable Finance Products

- ❖ Valuing environmental, social and governance risks and opportunities
- ❖ Quantify potential earnings impacts from fossil fuel 'stranded assets' using Bloomberg's Carbon Risk Valuation Tool
- ❖ Analysis of company and country governance and corruption performance v. financial risk, extractive industries safety and performance risk, water scarcity impacts on business operations

Gregory Elders, Bloomberg Intelligence ESG Analyst

11:45 – 12:15 Growing Market for Green Bonds; Innovative and Fast Growing Investments for Low- Carbon Initiatives

- ❖ Investment and commercial banking are kick-starting the use of green bonds for climate projects
- ❖ Green bond international standards (Green Bond Principles and Climate Bonds Standard 2.1 for low-carbon buildings)
- ❖ GRESB Green Bond Global Guidelines for corporate real estate

Philip Ludvigsen, Ph.D., First Environment, Inc.

SEIP SPECIAL BREAKOUT SESSION—On April 12th Wednesday Afternoon

1:30 - 5:15 Multiple Presentations for the Insurance Practitioner How Insurance on Brownfield Redevelopments are Structured

1:30-2:15 Insurance Practitioner Track The Economics of Insurance in Property Transfers

- ❖ Understanding and minimizing the true carrying cost of environmental risk in contaminated property redevelopment.
- ❖ Business perspective for the risks associated with transferring contaminated properties
- ❖ Insurance companies enjoy tax advantages unique to their business
- ❖ The session will show how finance, accounting, taxes, risk management, and opportunity cost can alter the evaluation of risk in the transfer of contaminated property
- ❖ A holistic view, environmental insurance in property transfers
- ❖ The methods to rationally evaluate and minimize the carrying cost of legacy environmental risks

David Dybdahl, President, American Risk Management Resources Network, LLC

2:15-3:00 How the Insurance on a Redevelopment Project Works, i.e., Who Needs to be Insured for What?

Gregory Schilz, Executive Vice President, JLT Specialty USA

3:00-3:15 BREAK Refreshments Courtesy of SEIP and Berkley Specialty Underwriting Managers

3:15-4:15 How to Insure a Property Transfer or Redevelopment Project: What the Insurance Underwriter Needs to Know; and How Premiums are Determined

Barry Geisler, Senior Vice President, Great American Insurance Group

Eric McCabe, Divisional Vice President,

Great American Insurance Group

Michael J. Henk, Assistant Vice President

Underwriting, Tokio Marine Specialty-Environmental

Richard Sheldon, Senior Vice President

Willis Environmental Practice, Willis Towers Watson



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Environmental Liability Transfer (ELT) is a comprehensive

environmental liability and real estate acquisition company providing its clients complete and final environmental liability transfer by offering unique and unparalleled economic solutions for absolute transfer and removal of environmental liabilities. www.eltransfer.com



Clients are in a broad spectrum of industry sectors including manufacturing, consumer products, hardrock mining, conventional and

renewable energy, clean tech, private equity, financial services, educational institutions, and real estate investment and development work with Goodwin's renowned Environmental Practice to resolve their most difficult environmental challenges. These challenges include multi-party litigation, contested administrative rulemaking and permitting proceedings, new legislative initiatives, major enforcement actions, compliance investigations, Brownfields redevelopment projects, and management of complex sites, particularly those involving contaminated sediments or vapor intrusion. At home in federal and state courts, administrative agencies, legislative committees, and at the deal table, Goodwin's environmental team leads the field in complex sediment site remediation, vapor intrusion, environmental regulation of mining, climate change, regulation of cooling water intake structures and thermal discharges, innovative environmental deal structuring, and toxicological assessment. www.goodwinlaw.com



LANGAN is a premier land development engineering, environmental science and remediation firm supporting corporations, private developers, property owners, public agencies, and institutional clients around the world www.langan.com



Synergy Environmental, Inc. is a full service environmental consulting firm servicing a variety of public and private sector clients primarily in the Mid Atlantic and New England regions. Founded in 1998, our staff includes 44 professionals experienced in remedial investigations / feasibility studies, remedial design and remedial actions. www.synergynvinc.com



Tokio Marine Specialty Environmental (formerly Philadelphia Insurance Environmental) is an innovative,

solutions oriented provider of environmental coverages to protect insureds from bodily injury, property damage, remediation expenses, and other costs associated with the release of contaminants into the environment. www.tmsic.com/Environmental.aspx

SPONSORS AND COLLABORATOR



WCD Group's extensive knowledge of environmental issues combined with decades of expertise in the real estate, construction, and insurance industries,

and a thorough understanding of claims and litigation, enable us to help our clients fully understand the business implications of environmental and construction risk issues and eliminate or mitigate that risk. www.wcdgroup.com



Through its Environmental Practice, Willis has long

been a market leader in the management of environmental risks. There is no substitute for experience and our professional team has established an acknowledged reputation for responsiveness, innovation, broking excellence and timely delivery. We help clients identify and assess their environmental exposures and then deliver customized solutions that complement their commercial objectives and risk philosophy. Our Global Environmental Practice has a network of environmental teams that can support your needs - whatever or wherever your business venture may be.



XL Catlin's insurance segment in the US and Canada has a broad range of Environmental products to insure a wide variety of companies

from pollution related exposures. Broad coverage options allow us to tailor insurance solutions for the risks related to operating, remediating and developing property. Different industries, regions and types of coverage. XL Catlin's casualty insurance offerings are broad enough to cover your needs, and specific enough to cover them well. <http://xlcatlin.com/insurance/insurance-coverage/casualty-insurance/real-estate-lenders-policy--environmental>



Allied World Assurance Company Holdings, AG, through its subsidiaries and brand known as

Allied World, is a global provider of innovative property, casualty and specialty insurance and reinsurance solutions. Allied World takes a cutting edge approach to crafting products and services that meet the diverse requirements of our clients and enable us to respond to local needs. This strategy has contributed to our success, allowing us to be entrepreneurial yet financially secure. With 20 offices servicing clients throughout the world we are building a truly global branch network. We go beyond generic liability coverage and have a product portfolio that looks at key environmental risk exposures and is designed to protect a wide-range of industries from claims arising from bodily injury, property damage, environmental damage and emergency response costs. www.awac.com



Brownfield Listings is a two-in-one national real estate marketplace and project platform dedicated to the

design, diligence, and development of challenged properties where some real or perceived difficulty is impacting the value of the property, complicating its sale, frustrating its redevelopment or otherwise limiting its potential. BrownfieldListings.com is the premier online platform to list real estate needing to be remediated, reimagined, redeveloped and revitalized. Our specialty marketplace connects brownfields buyers, developers and redevelopment experts with sellers, property owners and communities. Brownfield Listings is the platform where answers are developed, connections are made and success stories built. Together we can rebuild our real estate and revitalize our communities, and we can do it on Brownfield Listings. www.brownfiel listings.com



We are a specialist insurer with three decades of experience in providing clients with the highest standards of underwriting and claims service worldwide. All our insurance businesses are rated A (Excellent) by A.M. Best. Our environmental liability team complements our capabilities in both property insurance and architects and engineers professional liability. Our highly experienced underwriters have a broader appetite for environmental hazards than many insurers. For example, our

fixed site pollution liability policy, Beazley Eclipse, offers a ten year policy term and our underwriters are willing to consider sites with a long history of industrial activity. www.beazley.com



Collateral Status (CSTAT) creates iOS and Android apps for field data collection of

environmental and building information during site inspections. CSTAT SiteCheck is a free checklist app and CSTAT SiteCheck Plus is the paid app version which includes many additional features not available in CSTAT SiteCheck. CSTAT SiteCheck and CSTAT SiteCheck Plus can be utilized on both smart phones and tablets and were designed to bring technology to the field to create time savings, increase efficiency, and enhance accuracy during a site inspection. CSTAT SiteCheck Plus is also designed with flexibility to allow the consultant to modify the standard templates.



The Schnapf LLC is a boutique environmental law firm with expertise in environmental issues

associated with Corporate and Real Estate Transactions, Complex Commercial Financing, Environmental Due Diligence, and Brownfield Development. We have extensive experience with environmental issues associated with acquisition, construction, development refinancing and sale of commercial, industrial, retail, hotel, health care, affordable housing, residential and multi-family properties. Environmental litigation can be factually complex and involve theories of liability that may significantly differ from traditional notions of corporate and property law. We frequently provide litigation support in environmental litigation involving corporate liability and have provided expert testimony on the evolving standards of environmental due diligence. www.environmentallaw.net



For more than 135 years, the New York State Bar Association has shaped the development of the law, educated and informed the profession and the public, and responded to the demands of a changing society. Today, with a membership of more than 74,000 lawyers, representing every town, city and county in the state, the New York State Bar Association is the largest voluntary state bar organization in the nation. The Association's objectives, are: to cultivate the science of jurisprudence, promote reform in the law, facilitate the administration of justice, and elevate the standards of integrity, honor, professional skill and courtesy in the legal profession.



Berkley Specialty Underwriting Managers consists of two underwriting units.

Entertainment & Sports offers both proprietary and standard commercial property and liability coverage on both an admitted and a non-admitted basis. Environmental offers an array of coverages for virtually all classes traditionally known to have environmental liability exposures on both an admitted and non-admitted basis. We provide a comprehensive portfolio of commercial property casualty insurance, automobile liability and workers' compensation, along with claim services, providing expertise to meet the unique business needs of our customers

SEIP: The Society of Environmental Insurance Professionals (SEIP) is a 501 c.3. nonprofit association dedicated to helping its members



utilize environmental insurance products to provide more valuable services to their customers. SEIP enhances the professional capabilities of its members through focused educational forums, technology enhanced knowledge management, and access to specialized multi-disciplined resources in fields related to environmental risk management. Our mission is to Expanding the use of Environmental Insurance as a Risk Management Tool Through Education, Technology, Resources, Innovation, and Networking.

INFORMATION

HOTEL INFORMATION

Sheraton Society Hill Hotel
One Dock Street
Philadelphia, PA 19106 800-325-3535
www.starwoodmeeting.com/Book/RTMattendees

RTM has been able to negotiate a \$189.00 room rate until the room block closes March 17, 2017. A room reservation at the hotel is required to register at the Early Bird Registration price, but your conference registration does not include hotel costs.

GENERAL INFORMATION

Included in the registration fee will be refreshments each day, as well as two lunches with a speaker, and two receptions. Speaker presentations will be available online and as hardcopy Proceedings. Time will be allowed after each speaker or panel for questions from the audience. We will host receptions, held the evening of April 11 and 12, 2017. They will include refreshments and a chance to network with speakers and other attendees.

CLE

RTM also offers Continuing Legal Education Credits upon advance request and payment of any fees. We have applied to Pennsylvania as a courtesy, but we must notify each other state 60 days in advance and meet all their individual requirements. We cannot apply after the fact; that will become your responsibility. Look for the sign-in/sign-out sheets at Conference Registration and pick up your Certificate of Attendance as you leave the conference. Certificates are also good for all other professional CEUs.

CANCELLATIONS

All cancellations must be in writing and be postmarked by March 17, 2017, to avoid a service charge of \$595.00. The Super Early Bird and Early Bird are non-refundable registrations for conference attendance. No refunds or credits will be given for cancellations received after March 17, 2017. Registrants who have registered and/or signed this form (hard copy or electronic) and who do not cancel before March 17, 2017 in writing are liable for full registration fee; however, you may send a substitute. Hotel reservations must be cancelled directly with the Sheraton Society Hill Hotel.

SUSTAINABLE PROPERTY AND ASSET-BASED TRANSACTIONS: Closing Deals and Capturing Market Opportunities will provide attendees with expert insights into buyer/seller, lender, investor, owner, developer, insurer, corporate and government perspectives on contaminated real property and asset-based transactions and sustainable redevelopment issues. We will have breakout sessions in collaboration with the Society of Environmental Insurance Professionals (SEIP).

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RTM Communications, Inc.
4 Sangamore Court, Ste 410
Bethesda, MD 20816



**A Conference on:
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This RTM conference zeroes in on deal flow of corporate commercial/industrial and asset-based transactions, business tactics and strategies for reducing the uncertainty caused by environmental risk and closing the deals employing creative financing and environmental risk management and redevelopment solutions.



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