

# ELT Group of Companies

ENVIRONMENTAL LIABILITY TRANSFER, INC.



- Est. 1990
- Brownfield Acquisition & Development Firm
- Targeting Former Industrial Sites
- Portfolio Exceeds 65 million sq/ft under roof

[cdcco.com](http://cdcco.com)



- Est. 2004
- Nation's Leading Environmental Liability Assumption Firm
- \$1.5 Billion of Environmental Liabilities Acquired (88% have achieved final milestones)

[eltransfer.com](http://eltransfer.com)



- Est. 2008
- Environmental Consulting Firm
- Over 250 Active Environmental Remediation Projects

[enviroanalyticsgroup.com](http://enviroanalyticsgroup.com)

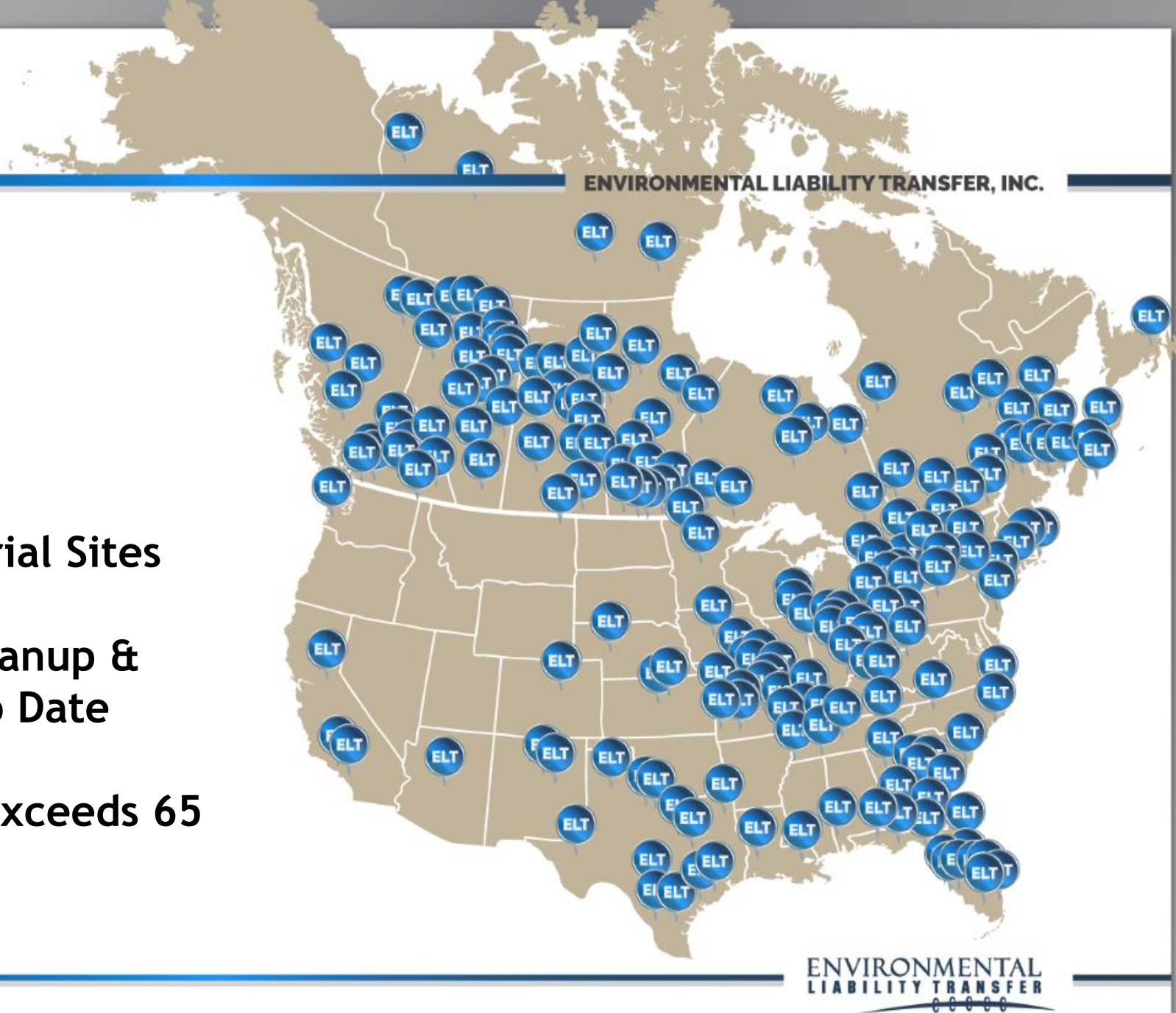


- Est. 2017
- Captive Demolition Company
- Large and modern fleet of demolition equipment
- Safety first culture

[industrial-demolition.com](http://industrial-demolition.com)

# ELT Footprint

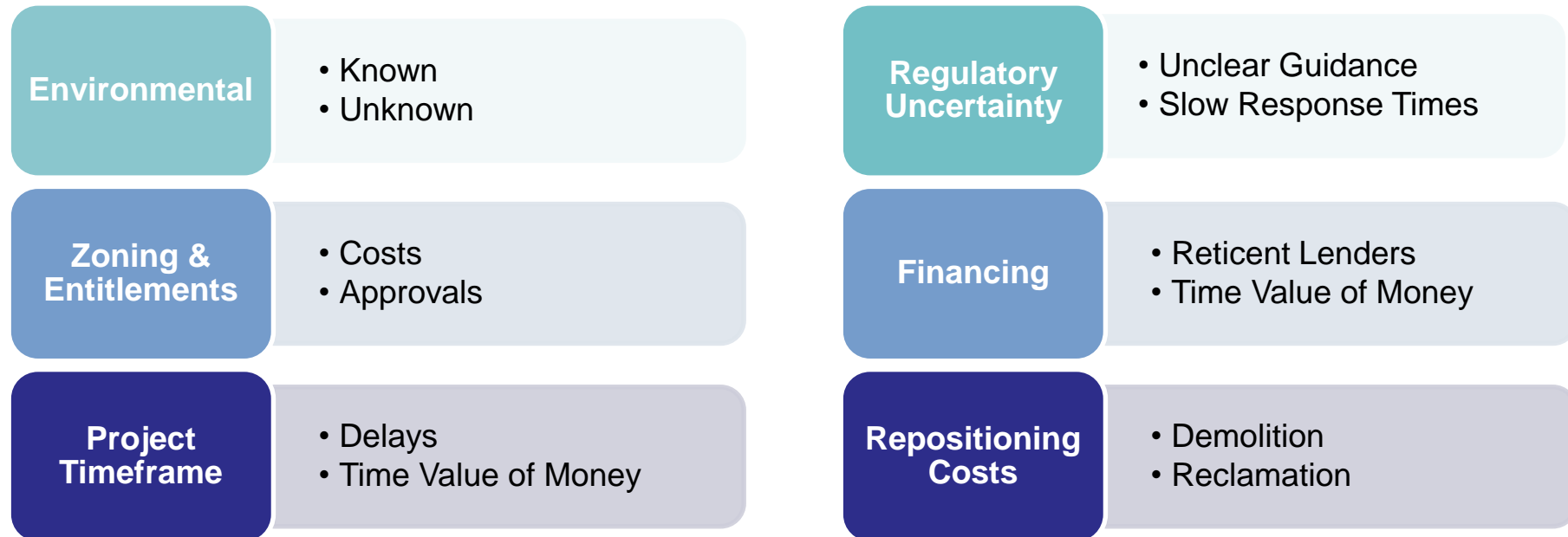
- Est. 1990
- Brownfield Acquisition & Development Firm
- Targeting Former Industrial Sites
- Over 300 Brownfield Cleanup & Development Projects to Date
- Accumulative Portfolio Exceeds 65 million sq/ft under roof



# Before Catalyst

ENVIRONMENTAL LIABILITY TRANSFER, INC.

## Brownfields Remain at Rest Due to Inherent Uncertainty...

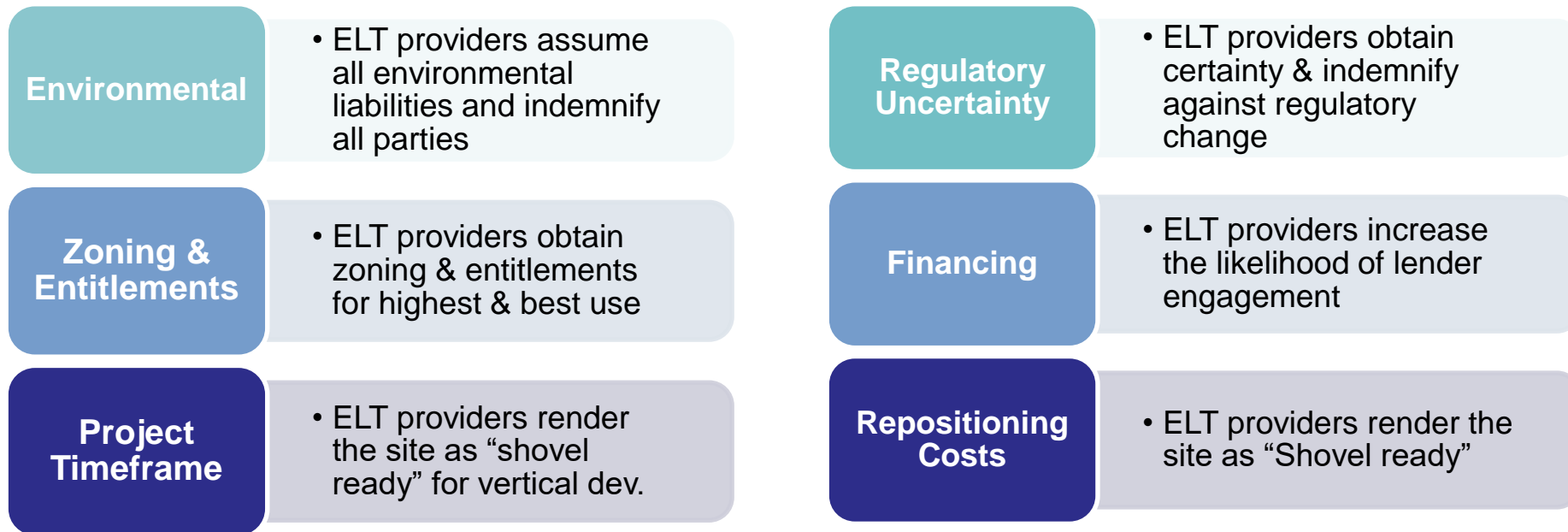


## ELTs Remove Uncertainty and Prepare Brownfields for Development

# ELTs as the Catalyst

ENVIRONMENTAL LIABILITY TRANSFER, INC.

## The Removal of Uncertainty...



**ELTs Remove Major Uncertainty and Prepare Brownfields for Development**

# Brownfield Categories

ENVIRONMENTAL LIABILITY TRANSFER, INC.

## Category #1

**Real Estate Value  
Exceeds Environmental  
Liability**

Represents 60% of  
Brownfield Development

But only 15% of  
Brownfield Sites

## Category #2

**Environmental Liability  
Exceed Real Estate Value  
(Polluter Pays)**

Represents 20% of  
Brownfield Development

But only 25% of  
Brownfield Sites

## Category #3

**Environmental Liability  
Exceed Real Estate Value  
(No Polluter to Pay)**

Represents 20% of  
Brownfield Development

But 60% of Brownfield  
Sites

# Bring More to Brownfield Strategies

ENVIRONMENTAL LIABILITY TRANSFER, INC.

## Traditional Approach

Solicit Bids from Contractors & Consultants (Conduct Site Tours, Review Bids)

Negotiate Contracts

Manage the Demolition & Remedial Work

Possibly Hire Additional Staff (Health & Safety, Project Accountants, Legal, etc.)

Market the Real Estate

Comply with Permits, Regulatory Authorities, Manage Consent Orders

## ELT Approach

Environmental Liability Transfer

Real Estate Asset Purchase (optional)

Corporate Indemnification

Regulatory Compliance Assumption

Environmental Insurance

Fully-Funded Environmental Cleanup

Repositioning and Marketing Asset for New Development



# Catepillar: York, PA

ENVIRONMENTAL LIABILITY TRANSFER, INC.



- Former parts manufacturing site
- Acquired December 2000
- 300 Acres
- Modern Business Center



# Before/After: General Motors, West Mifflin, PA

ENVIRONMENTAL LIABILITY TRANSFER, INC.



**BEFORE**



**AFTER**



# Paint Factory: Reading, PA

ENVIRONMENTAL LIABILITY TRANSFER, INC.



- Acquired October 2016
- 20-acre, vacant since 2007
- Former Glidden Paint factory
- Redevelopment Plan in Development
- Great attributes
  - Size & Location
  - Industrial Zoning

# One Red Lion Road: Philadelphia

ENVIRONMENTAL LIABILITY TRANSFER, INC.



- Acquired March 2018
- 138-acre, vacant last 8 years
- Former Budd Co. plant
- Redevelopment Plan in Development
- Great attributes
  - Size & Location
  - Industrial Zoning
  - KOZ Designation
  - Access to Workforce

# Contacts

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