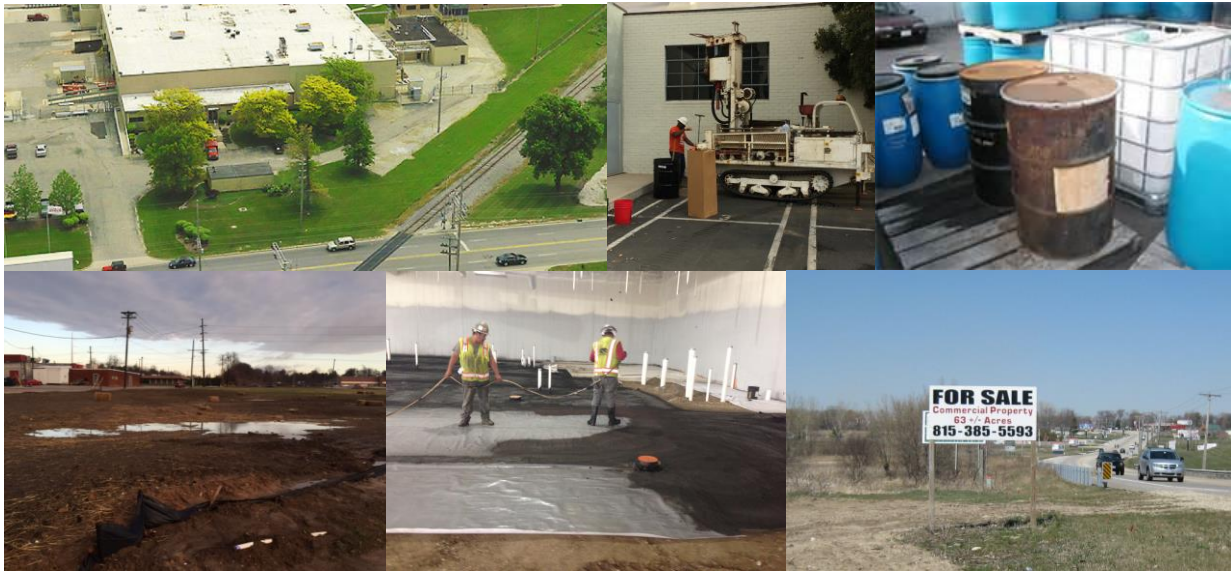




ILLINOIS ASSOCIATION OF  
ENVIRONMENTAL PROFESSIONALS

*IAEP Presents*

## Part II - Illinois Advanced Site Remediation Seminar



***“What Clients Want – How to be an effective environmental problem-solver by understanding your clients’ needs and goals.”***

**May 16, 2018 - BREAKFAST SEMINAR**

**Every environmental consultant** wants to know how to maximize his or her value-added services to provide what **their client needs**. Part II in our series on Advanced Site Remediation Issues in Illinois will focus on **your clients**, their needs and their perspectives. Our all-star panel of professionals (including developers, a lender, a consultant and an attorney) who regularly engage environmental consultants to generate Phase I ESAs, Phase II investigations, etc., will discuss **what they do with the information you provide** and the **types of decisions they need to make** based on your information and recommendations. Learn the critical questions to ask about your client’s goals (flip vs long term investment, future use - residential, mixed-use or industrial/commercial, pursue voluntary closure/NFR or not, etc.); how to align your services with the client (developer, lender, buyer or seller); why providing ‘helpful information’ can be counter-productive; common Phase I mistakes; and more! **Experienced environmental professionals and novices alike** will benefit from **this one-of-a-kind seminar**.

**Date:** Wednesday, May 16, 2018

**Time:** 8:00 am – 8:30 am (breakfast and registration)  
8:30 am – 10:00 am (Program and Q&A)

**Location:** Café la Cave Banquets, 2227 Mannheim Rd., Des Plaines, IL 60018

**Cost:** IAEP Members: \$35; non-members: \$60 (includes hot buffet breakfast)

*Pre-Payment is required. No refunds. Exchanges are allowed for Corporate Members only.*

*IAEP will provide a certificate for 1.5 Professional Development Hours to attendees.*

**Speakers:** David Low (Principal, Clark Street Development); Dan French (Founder and CEO, Brownfieldlistings.com); Jan Sheinson (BMO Harris Bank); Joel Zirkle (Fehr-Graham); and Lawrence Falbe (Miller Canfield).

## SPEAKER BIOGRAPHIES



**David D. Low, Jr.**

David Low joined Clark Street Real Estate in 2008 as Vice President of Design and Construction. He currently leads all aspects of the design and construction process of Clark Street's projects. David has over 30 years of construction and development experience, covering 24 states, commercial developments, complex renovations, mixed-use projects, retail repositioning/redevelopment, theater complexes, restaurants, industrial uses, medical office buildings, and large site developments. He earned his Bachelor of Science degree in Construction Technology and an Associate degree in Architectural Technology from Purdue University in 1978.



**Dan French**

Dan French is founder and CEO of brownfieldlistings.com, a cutting edge website clearing house for facilitating the sale, purchase and development of brownfield properties. Dan is a licensed attorney and transactional expert with domestic and international experience. His U.S. practice has focused on real estate transactions, environmental risk transfer and redevelopment. Long a student of the deal his watchword is 'due diligence', which helps explain why Dan has been trusted to lead transaction support initiatives for some of the largest companies in the world. His transactional experience encompasses thousands of properties of all conditions across two dozen states, with more than a billion dollars of property and environmental liability successfully

transacted. He has received an LL.M. in Business Law from Erasmus University in Rotterdam, a J.D. from St. Louis University School of Law, and a B.A. in history from the University of Illinois at Urbana-Champaign.



**Joel P. Zirkle**

Joel Zirkle, principal and branch manager at Fehr Graham, has 26 years of diverse experience in the environmental consulting industry. Fehr Graham, a regional engineering and environmental firm, has been improving communities for public, private and municipal clients since 1973. Zirkle has been with Fehr Graham since 2003, and a principal owner since 2011. He has managed projects for more than two decades in a variety of environmental disciplines, most notably his work in site assessment and remediation with an emphasis on Brownfields remediation. Zirkle’s extensive experience in projects includes site selection, prioritization, assessment and remediation. He has worked with various state regulatory programs in Illinois and Iowa and extensively with Region 5 United States Environmental Protection Agency for grant-funded projects.



**Lawrence W. Falbe**

Lawrence “Larry” Falbe is a Chicago-based environmental attorney and a Principal at the international law firm of Miller Canfield Paddock and Stone, PLC. Larry focuses on environmental transactional support of real estate and corporate deals, environmental defense and litigation, Brownfields issues, environmental regulatory compliance and energy development/facility siting. Larry has more than 23 years of experience reviewing and analyzing Phase I and Phase II assessments to satisfy due diligence requirements, obtaining No Further Remediation Letters, evaluating the cost/benefit of transactions, and advising clients on potential liability and remediation issues. He also has substantial litigation and regulatory experience involving environmental issues, including CERCLA (Superfund), FIFRA, EPCRA, RCRA (hazardous waste), toxic torts, Clean Water and Clean Air Acts, underground storage tanks, and nuclear fuel processing. He has represented clients

involved in enforcement actions by federal, state, and local authorities, and negotiated numerous compliance programs, consent decrees, and settlements.



### **Jan Sheinson**

Jan Sheinson has twenty-three years of experience as the Bank's environmental risk manager for two major lending institutions - JP Morgan Chase and now BMO Harris Bank. Whether it is characterizing the extent of subsurface impact in terms of cost to cure (remediation), one of Jan's primary responsibilities is to provide a technical opinion and integrate the environmental risk within the framework of the loan transaction. Primary lines of businesses Jan serves include commercial real estate, community development, business banking, middle market, private bank (wealth management), asset based lending, and capital markets. Jan's other roles include governing, training, oversee and ensuring the lending units comply with the bank's environmental risk policy and procedures.

Jan also serves on the Board of Governors for the Environmental Bankers Association (EBA). The EBA, established in 1994, was formed in response to heightened sensitivity to environmental risk issues, and the need for environmental risk management, sustainable development, and due diligence policies and procedures in financial institutions.