

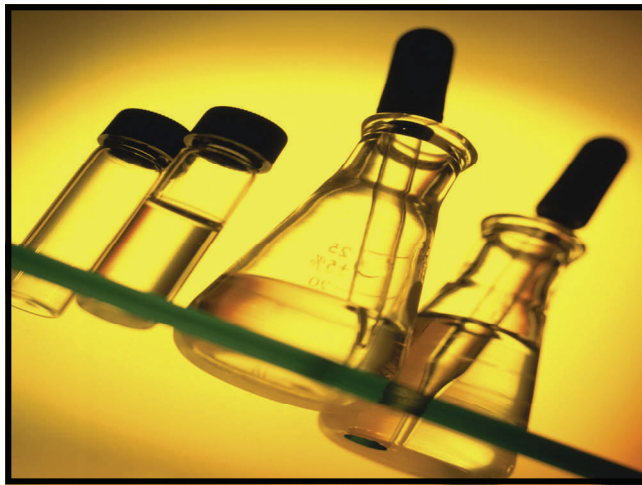


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# **BUSINESS FOR SALE** Environmental Testing



## **Environmental Testing & Consulting Services** **Large Client Base**

**Price:** Call For Price

**Features:** Providing high quality environmental testing & consulting services

In-house testing facility for speedy results for clients with urgent needs

Serving government, commercial, Industrial & residential clients



REAL ESTATE SERVICES

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Bismarck, North Dakota

## Information Sheet

The sale of the Business is preferred to be structured as an asset sale.

The Business has been operating since July 1, 1999.

The Business provides high quality environmental testing and consulting services to government, commercial, industrial and residential clients. The Business continues to expand in response to mounting public concern over environmental health, climate change and personal wellbeing. Increased government mandates are also driving industries to seek the services of environmental consultants. As a result, the Business has developed so that it can perform almost any required environmental test and provide recommendations to resolve problems.

The Business has built a large clientele base that regularly counts on the Business to bring their sites into compliance with government regulations and meet the environmental quality demands of their employees and customers. Many of its clients do not need to meet any regulations but are genuinely motivated by concern for the environment. Hiring the Business has been a useful marketing tool for them in "going green".

While the Business specializes in asbestos, lead-based paint, microbial, radon detection, and indoor air quality, a newly acquired product line is expected to propel the Business into the next level of environmental testing services.

Business' specialties include:

### ASBESTOS

- Asbestos building inspections prior to renovation or demolition
- Asbestos abatement project design
- On-site asbestos air monitoring with PCM and TEM analysis
- AHERA (Asbestos Hazard Emergency Response Act) 60 month surveillances and 3-year re-inspections
- AHERA-approved training classes for asbestos



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### MOLD

- Sample collection and culture for mold or bacteria.
- Air sampling for viable and non-viable mold spores.
- Mold remediation design

### PAINT

- Designated as EPA-Region 8 and State of North Dakota Lead-based Paint Inspectors and Risk Assessors—Business performs inspections utilizing an x-ray fluorescent analyzer
- Lead-in-dust or soil clearance inspections
- Elevated blood level (EBL) investigations

### ESAs

The Business is highly regarded for its thorough and quick turnaround of Environmental Site Assessments (“ESAs”). ESAs are essential in the real estate industry, identifying potential or existing environmental contamination liabilities.

Phase I ESAs involve researching the property using historical documentation, city directories and federal databases. Phase II sample for air and groundwater quality and soil condition. Phase I ESAs, Phase II investigations and Transaction Screens are performed in accordance with ASTM E-1527-05 Standard. Business’ personnel have performed these services for 18 years in 8 states.

The Business also offers indoor air quality, including but not limited to, hexavalent chromium, silica, carbon monoxide, meth sampling, welding fume monitoring, and OSHA compliance audits and noise surveys.



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Complementing the Business specialty areas are its current certifications and training designations:

- Certified Asbestos Building Inspectors
- Project Monitors
- Project Designers
- Lead-based paint certifications
- EPA Lead Risk Assessors
- Mold certifications
- Radiation training
- ECCS (Energy Coalition for Contractor Safety)/OSHA Training for power plants and refineries

The Business also takes part in the PAT program through the American Industrial Hygiene Association which increases the Business' credibility in asbestos air monitoring activities. The Business analyzes air samples sent in by AIHA each quarter and sends results back to the association. Business' results are compared to other labs throughout the country, and the results must fall within a certain range to be considered proficient. Government jobs often require this affiliation. The Business has no other competitors in its area that participate in this program.

Hours of operation are Monday through Friday, 8 a.m.—5 p.m. and on-call as needed.

The Business customer base includes utility companies, refineries, federal and state government agencies and schools. Its existing clients are expected to stay with the Business after sale.

The Business services area includes North Dakota, South Dakota, Montana, Wyoming and Nebraska. There is also a satellite office in Florida that has one employee who is a certified mold inspector working on microbial services.



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In addition to the 2 owners, the Business employs 3 full-time environmental specialists (field technicians) who are trained and certified to provide on-site air monitoring for asbestos, lead-based paint, mold, and other air contaminants in industrial, commercial and residential settings. During the summer, the Business adds up to 3 part-time assistant field technicians. All new employees receive 1 month of training in asbestos, lead-based paint inspections and NIOSH 582. The average length of employment is 5 years—a low turnover rate for this industry.

Key success factors of the Business include:

- Numerous areas of specialty with current certifications
- Area's only AIHA (American Industrial Hygiene Association) designation for participation in NVLAP (National Voluntary Laboratory Accreditation Program) and PAT (Proficiency Analytical Testing) programs
- Ongoing contracts with area agencies and businesses
- 24-7 availability
- In-house testing facility—speedy results for clients with urgent needs
- Leading-edge equipment and technology
- Decades of staff field experience
- Continuing education of staff—the Business keeps up with emerging environmental assessment needs by government, commercial, industrial and residential entities
- Conducts asbestos training for industrial and commercial building owners, building inspectors, contractors, electricians and custodial staff.



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For more information on this business opportunity you may request the Confidential Business Review for complete details, call Steve Ilse.



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