

Get the Dirt on
Risk-Free
Real Estate Remediation



TerraSure[®]
Risk-Free Real Estate Remediation

And 100% protected and compl

TerraSure® introduces an innovative and revolutionary form of risk free real estate remediation for owners, buyers and sellers of impaired real estate who are frustrated with slower, less accountable and more costly alternatives available on the market today.

What are the features of the TerraSure program?

- Guarantees regulatory closure for a fixed price before the property transaction.
- Indemnifies owners, buyers and sellers from environmental cost liability.
- Protects against regulatory re-openers, third party claims and undiscovered contamination.
- Transfers protection and indemnification to new owner(s).
- Reduces costs through innovative techniques and flexible, performance-based payment terms.

What does TerraSure protect you from?

- Cost Overruns
- Third Party Claims
- Regulatory Re-openers
- Undiscovered Contamination

Why should you consider the TerraSure approach?

- Eliminate remediation cost uncertainty.
- Avoid escalating and unanticipated environmental costs.
- Avoid frequent change orders and resulting project delays.
- Comply with regulatory requirements at lower cost through expedited site investigations.
- Avoid future regulatory compliance costs.
- Maximize property value by offering owners a transferable guarantee.
- Promote site redevelopment.
- Gain advantage in a competitive redevelopment market.

What is the TerraSure process?

Step by step, the TerraSure process is designed to take the uncertainty out of buying, selling and investing in environmentally impaired real estate. Here is how it works:



How does TerraSure do it?

TerraSure is backed by Gannett Fleming, a large national engineering consulting firm with extensive hazardous waste remediation/site closure experience. With over \$200 Million in annual revenue, Gannett Fleming has the financial ability to guarantee regulatory closure for a fixed price.

Protected from cost overruns and compliance risks

The Traditional Approach

vs.

TerraSure

Expect change orders	No change orders
Forces gross discounting of property value to cover cost uncertainty	Fixed price allows an accurate estimate of return on investment
Client must deal with the expense of managing multiple agreements	One agreement covers all aspects of the project
Client retains cost and compliance risk	Cost and compliance risk is transferred
No indemnification provided	Indemnifies all parties from cost escalation and compliance risk
Commitment ends when the final invoice is paid	Commitment ends when regulatory closure is achieved
Consultant merely advises, leaving decision making to client	We take ownership of the problem and the task to solve it cost-effectively
Hourly billing motivates expenditure of more hours than are really necessary to achieve endpoint	All activities are endpoint-driven and practical
Additional costs for minutia documentation	We need only to document achievement

Cost-Cap Insurance

vs.

TerraSure Contract

Does not certify regulatory closure	TerraSure guarantee regulatory closure
Client must retain risk for insurance claims, deductibles and co-payments	TerraSure retains risk for insurance claims, deductibles and co-payments
The Client fronts cost overruns before the insurer reimburses any claim	TerraSure is responsible for all cost overruns
Premium costs are typically 10% to 20% of the insurers' expected remediation cost	The TerraSure fixed price includes insurance premium costs which are below market
Covers a specific scope of work – revisions are subject to insurer approval	TerraSure commits to an endpoint, irrespective of scope changes
Insurer may take control of project	TerraSure manages the entire project and achieves closure
Environmental insurance placement requires expert advice in underwriting and negotiating	TerraSure incurs at its own expense the placement of its insurance program
Two or more contract required – Cost Cap Insurance and Remediation Contract	One contract with TerraSure
Additional costs for minutia documentation	We need only to document achievement

