



VISION  
BALANCE  
INTEGRATION



*Environmental Property  
Acquisition and Restoration*

*LandBank is a national leader in the acquisition, restoration and redevelopment of environmentally impaired real estate.*



## VISION

*Transforming environmental properties is a complex, multi-disciplinary process. It requires a rare combination of real estate, environmental, legal, financial and insurance expertise. Following the vision of its Founding Principals, LandBank assembled a team uniquely prepared to identify, assess, acquire and restore environmentally impaired real estate. LandBank consistently realizes this vision through the successful completion of complex environmental property transactions.*

## SOLUTIONS

*LandBank achieves success by tackling the difficult issues inherent in environmental property transactions and developing solid solutions within a proven framework. Environmental solutions. Financial solutions. Property repositioning solutions. Insurance solutions. Landbank has established a track record of successful environmental property transactions. Our track record credibly positions LandBank to bring corporate and investment partners together on a continuing basis. By balancing all interests and aspects of a transaction, LandBank finds solutions and creates value for sellers, investors, developers and end users.*

# VISION



Flushing, NY

# BALANCE

## ACQUISITION STRATEGY

*LandBank's success lies in our ability to recapture value from environmental properties through the right combination of remediation, property redevelopment or repositioning, and insurance. Through this process, we have been able to recapture substantial value from properties with high inherent worth by completing remediation and managing residual risks. The full demonstration of LandBank's expertise is our ability to reclaim value from mixed portfolios and "upside down" properties with limited real estate value.*

*LandBank works with parties in the transaction to determine their financial, risk management and general corporate objectives. We use a sophisticated screening process to evaluate properties for acquisition, and then develop a comprehensive risk management strategy for acquired properties.*

# ACQUISITION

## ASSET EVALUATION

*LandBank's asset evaluation process addresses all aspects of the proposed transaction, including real estate attributes, environmental conditions of the property, suitable risk management strategies, financing alternatives and the business structure through which the property would be acquired and redeveloped. LandBank has continually refined the asset evaluation process, allowing us to evaluate scores of properties each year quickly and cost-effectively.*

*LandBank takes an equity position in every principal transaction. We also work with established debt and equity sources to take investment positions in our projects. This enables LandBank to finance project all-in costs including land purchase, site clean-up and restoration, insurance placement, and other carry costs prior to disposition.*

## RISK MANAGEMENT

*Effective management of environmental and financial risks is what allows a transaction to go forward. LandBank evaluates the property conditions, the transaction structure, and the liability concerns of buyers and sellers to determine the specific requirements for each transaction. Risk management factors include the selection of remedy, regulatory options (including voluntary clean-up or prospective purchaser agreements), the legal structure of ownership, and investment participation.*

*Transactions may also involve the use of bonds, indemnities, guarantees, escrows, and other tools to control and limit financial, technical and regulatory risks. In combination with our innovative insurance programs, LandBank's risk management strategies have effectively limited risks to highly risk-averse corporate sellers and investors.*

*LandBank's risk management program is also available to support other companies' environmental property issues arising as part of planned divestitures, mergers, acquisitions, or refinancing, and to support the placement of environmental insurance for these companies.*



Groundwater Remediation System

INTE

## ENVIRONMENTAL INSURANCE

*LandBank's insurance team is widely recognized as one of the pioneers of the environmental insurance industry. This team structured the nation's first remediation stop loss policy to cap remediation costs, as well as an innovative environmental liability policy covering damages from known conditions written on an occurrence basis.*

*The LandBank insurance program provides the broadest scope of coverage for environmental risks available in the marketplace, and offers many advantages over other commercially available policies. LandBank's insurance program facilitates our environmental real estate transactions by protecting sellers, buyers, investors and lenders from potential future environmental liabilities.*

*Our innovative and strategic use of insurance products effectively sets a financial ceiling for the potential liabilities associated with a property that has environmental impacts. Insurance also improves the real estate market's acceptance of restored assets for prospective purchasers, lessees, investors, and other interested parties.*



*Fremont, CA*

INSURANCE

# GRATION



Hercules, CA

## **Insurance Products**

*Remediation Project Insurance* covers technical and regulatory risks that may result in remediation cost overruns for planned remediation activities based on known site conditions. Technical risks include common construction-related cost overruns. Regulatory risks include the potential that a regulatory agency will require more costly remediation than what was planned for at the time that the insurance was underwritten.

*Environmental Real Estate Liability Policies* cover liability and clean-up cost risks not covered by the Remediation Project Insurance. For example, during remediation the policies provide coverage for additional remediation costs resulting from the discovery of previously unknown contamination. Both during and after the remediation process, the policies provide coverage for third-party property damage, including diminution of value, and bodily injury arising from known or unknown conditions. Liability coverage can be structured in several different ways to cover broad indemnification requirements between buyer and seller. For acquisitions and larger projects, coverage is available on a full occurrence basis.

LandBank works closely with United Capitol Environmental to provide LandBank and its transaction counterparts with a comprehensive program of underwriting risk analysis and special coverage features not otherwise offered in the insurance marketplace. Policies are issued on AM Best rated A+X to A++XV paper provided by several different insurance carriers.

# BALANCE

## REMEDIATION STRATEGY

*The remediation strategy for a property is part of the overall risk management for the transaction. Sites are cleaned up to standards protective of human health and the environment, as appropriate for the planned future use of the property. This is done in cooperation with environmental regulatory agencies in order to obtain formal site closure. In this way, LandBank succeeds in returning value to environmental properties and creating value for our acquisition partners, while managing future environmental liabilities.*

*To develop the remediation strategy, LandBank first analyzes the adequacy of site characterization, then develops additional data as necessary, and negotiates closure requirements with the lead environmental agency. Once clean-up goals are established, LandBank engineers select a remediation technology that will accomplish the cleanup in the most timely and cost-effective manner.*

*Once we take title to a property, LandBank becomes fully responsible for management and control of the site. LandBank assumes responsibility for all environmental permits and compliance with those permits, control of site security, and completion of the planned remediation. On a number of acquired properties, LandBank also has managed the complete demolition and decommissioning of large-scale industrial facilities. Completing the remediation and obtaining regulatory closure enables the property to be restored to productive use.*



*Bulk Storage Tank Demolition*

# ASSET MANAGEMENT

