

November 2008

BTB

Business to Business

A photograph of three people (two women and one man) standing in front of a brick building. The building has a sign that reads "IE INTEGRATED ENVIRONMENTAL, INC. DAISY BEAR, L.L.C." and features an image of a ship. The man is wearing a suit and tie, and the women are wearing business attire. The building has a red brick facade and a white door.

Integrated
Environmental, Inc. . . .

*Scientists Who
Think Business®*

www.thetimesherald.com
TIMES *be* informed
HERALD

Integrated Environmental, Inc.

SCIENTISTS WHO THINK BUSINESS®























"It pays to make us your first choice...At Integrated, it is our business culture and thorough knowledge of science, regulations, and finance that saves our clients time and money."

Rick P. Harding, Ph.D., Founder & Senior Principal

We save you money by using our proprietary systems to identify your best business options upfront. Whatever your environment, whether you are a developer, municipality, agency, industry or foundation, we can help you save money and achieve your business objectives.

Our analysis systems are tailor made to fit your specific business objectives whereby risk is managed, cash flow optimized, and return on investment maximized.

See Table Below for a Listing of Our Services

<div><div>Business Science & Law</div><div></div></div>		<div><div>INTEGRATED ENVIRONMENTAL, INC.</div><div>www.intenv.com</div></div>										<div><div>Environmental Relations</div><div></div></div>	
<div><div>Risk Management</div><div></div></div>											<div><div>Environmental Relations</div><div></div></div>		
<div><div>Asset Management</div><div></div></div>	<div><div>Mergers & Acquisitions</div><div></div></div>	<div><div>Deep Injection Well Systems</div><div></div></div>	<div><div>Waste Management</div><div></div></div>	<div><div>Brownfields</div><div></div></div>	<div><div>Alternative Energies</div><div></div></div>	<div><div>Permitting & Compliance</div><div></div></div>	<div><div>Occupational Health</div><div></div></div>						
<div><div>Training</div><div></div></div>	<div><div>Biomedical & Toxicological</div><div></div></div>	<div><div>Building Decontamination</div><div></div></div>	<div><div>Air Quality</div><div></div></div>	<div><div>Sustainability</div><div></div></div>	<div><div>Characterization & Remediation</div><div></div></div>	<div><div>Litigation</div><div></div></div>	<div><div>Enforcement Actions</div><div></div></div>						

LIVONIA
 19849 Middlebelt Road
 Livonia, MI 48152
 Tel: (248) 477-5021
 Fax: (248) 477-6971
 E: rharding@intenv.com

PORT HURON
 2425 Military Street, Bldg. 2
 Port Huron, MI 48060
 Tel: (810) 987-8511
 Fax: (810) 987-8517
 E: dnoble@intenv.com

MARSHALL
 P.O. Box 266
 Marshall, MI 49068
 Tel: (517) 740-8793
 Fax: (269) 781-3169
 E: jmchugh@intenv.com

Scientists Who Think Business® ...

Ever wonder what is involved in cleaning up two centuries worth of industrial pollution, including buildings, buried cables, railroad tracks and hazardous waste at a riverfront property? Thankfully, Dr. Rick P. Harding and the team at Integrated Environmental, Inc. gave the matter a great deal of thought, and helped transform the area along the St. Clair River into Desmond Landing. This type of transformation is but one of many of the company's achievements.

The team of Integrated Environmental, Inc. was founded by Dr. Harding in 1994. "When I set up the company," he said, "I had worked in industry and used environmental and

other consultants. Based on that experience, consultants really didn't understand my business needs."

"My objective, and hence the name 'Integrated,' was to combine the business and financial realities of a situation, with the science, and the law, and come up with a business solution," Harding continued. "Typically, what would happen with consultants is they understood the technical aspects, but did not know or understand environmental law or the regulations. They certainly did not appreciate the business aspects."

Harding's firm offers the Blue Water area a great deal of experience. "On real estate transactions, we have

done everything from very small transactions, to one involving more than six hundred properties, worth over 1.3 billion dollars. Everybody's asset, no matter how large or small is important. We protect the client's asset as we

"We protect the client's asset as we would our own."

would our own."

"I started my professional career with the Atomic Energy Commission, working with scientists that were with the Manhattan project, in the biological division," explained Harding, who holds a Ph.D. in the biomedical/nuclear sciences. While working with the AEC, he studied the biomedical effects of the atomic bomb, and used radiation to develop cancer treatments and to probe the causes of aging. "So when people talk about the effects of toxins, I have the necessary background to understand the implications of exposure to pollutants."

>>continued on page 7>>



Story By TRACY WILLARD
Photos By MICHELLE STANDISH

Dr. Rick P. Harding founded Integrated Environmental, Inc. in 1994. "My objective, and hence the name 'Integrated,' was to combine the business and financial realities of a situation, with the science, and the law, and come up with a business solution." states Dr. Harding.



Dr. Rick P. Harding points to an aerial map of what is now known as Vantage Point. Dr. Harding has worked with The Acheson Ventures Southside Redevelopment project since 1999.

Harding's environmental job history also includes work on New York's Love Canal tragedy in the late 70's, in which a canal was filled with industrial waste including dioxin and later homes and schools were built atop the contaminated land.

After work in New York, Colorado, and Massachusetts, Harding came to Michigan in the mid 1980's. Working as a consultant to the State of Michigan, Dr. Harding investigated State and Federal superfund sites, much like the work he did at Love Canal in New York (the country's first Federal Superfund Site). Finally, before setting up Integrated Environmental, Inc. in Livonia with his wife, Andrea, he was a Senior Vice President and Partner with an international consulting firm for a number of years.

Reluctant to take all the praise for Integrated's proficiency, Harding bragged about his team. "We have a select group of both business types and scientists, which creates a great culture. There are geologists, engineers, purely business types, technical writers, toxicologists—there's all kinds of expertise embodied in the group."

The Acheson Ventures Southside Redevelopment project brought Harding to Port Huron in the summer of 1999. "That's when Doug Austin contacted me, through a local referral, Todd Chartier from M.L. Chartier, Inc. in Marine City, who I had worked with before. Todd was impressed with our work and recommended us to Mr. Austin. I met with Doug and he explained to me what the Acheson vision was for the Southside Redevelopment which is now the Desmond Landing site," said Harding.

"What he wanted from me was somebody that could work with him and his group from the beginning of the investigation of the contamination which was quite a mess at one time—through cleanup and into redevelopment. The site was formerly used as a railroad yard, detergent manufacturer, bulk petroleum storage, and scrap metal processing...there was a lot of contamination on that property at one time," he remembered.

They've worked for others in Port Huron and the surrounding communities, Harding's pleased to report, citing attorneys, lenders, governmental

agencies, various people buying and selling property, realtors, and some industry, as well. "We've done a fair amount of work throughout the County," Harding remarked.

"We've been in the area for the past nine years. We have subsurface information that nobody else has. A lot of our soil data, particularly for naturally occurring arsenic, is being used by the State of Michigan to establish a new standard for what's background in our State, and for this County."

"We work hard to understand what it is they're trying to achieve..."

Integrated Environmental, Inc. understands that everybody's environmental needs are different. "We work for all kinds of clients, both private and public--, developers, lenders and borrowers, people who buy or sell real estate or businesses, industrial companies, and charitable foundations. They all have different needs based on their business objectives," Harding acknowledged.

"We work hard to understand what it is they're trying to achieve, from the whole picture—not just today but long into the future. It's important to fully understand what they need, so that we can make sure that they're going to be okay. It's not just about doing a job; it's about doing what's best for them."

An example of tailoring services to each business situation is embodied in our proprietary critical analysis systems, Harding continued. "There are all kinds of environmental laws and regulations that everyone has to comply with if they own or operate any commercial or industrial property."

>>continued on page 8>>

Over the past twenty years, I've developed this system with the other folks at Integrated to assure compliance with applicable regulations. We can tell you with confidence what you have to comply with and why you do or do not have to comply, and what you have to do to stay in compliance."

Clearly meeting a need he once longed for when Harding himself would hire consultants, he began detailing more benefits of the company's client programs. "We even put together compliance calendars, so that every time a client needs to do something it's on the calendar. It is such a relief for people to simply go about their day-to-day activities and not have to worry about compliance with the regulations."

"We also develop triggers for them. For example, if you do 'this,' or 'this' changes, or 'this' happens, then let us know, because it might change your compliance status. We also review the new regulations that are coming out, and we look at them in terms of how they might impact our clients." Harding stated that this tracking of regulatory changes gives his clients time to comment, potentially change, or at least get ready for that new compliance requirement.

Other advantages associated with hiring Integrated Environmental, Inc. include an experienced group in regard to alternative energy projects. Dr. Harding is on the Board of Directors of an alternative energy company that takes organic waste and makes synthetic coal from it. They're also involved with potential projects in Ho Chi Minh City, Vietnam and Texas; each of the projects looks to combine various alternative waste and energy technologies into an entire development complex.

"We have a number of specialty contractors that we work with..."

"We have a number of specialty contractors that we work with," added Harding, telling another reason Integrated Environmental stands above the rest. "We contact them, work through scope and pricing, contracts, insurance and all of that on behalf of the client so we can manage the whole process from investigation through re-

mediation and/or redevelopment of a property. Other times, the client may choose to have us manage a certain aspect of the process. We can fill whatever role they need."

Harding's connections are as specialized as you'd imagine, as illustrated by one he described. "We have an affiliated company, called Deep Injection Well Systems, LLC, a California corporation. Deep injection wells consist of specially constructed penetrations using oil field technology that are on the order of 3 to 5 thousand feet deep. These wells are built to dispose of wastewaters so as to not contaminate the shallow groundwater--which is obviously a good thing."

Integrated has also developed its proprietary Asset Management Program. The AMP was developed to help clients make good business decisions regarding physical assets such as buildings and properties. "We developed this program out of necessity because our clients needed a better tool to manage their physical assets and make good business decisions. It's a great system which combines mathematics and risk assessment to quantify the costs of various ways to manage one's physical assets, so that cash flow is maximized and return on investment optimized," said Harding. According to Harding, this program is used to help industry, developers, agencies and communities understand the relative risk and cost of their holdings so that good business decisions can be made in pursuing their business objectives.

Finally, Integrated Environmental Inc. supports clients and/or attorneys in litigation, and is often called upon to be expert witnesses. "We're in the midst of two active litigations right now, where people are alleging that somebody contaminated their property and caused all kinds of damages," said Harding. "The question is, did they cause the damage and how? What does the science say? Also, we just finished a major litigation that started in 2000 regarding air pollutants that were being dumped on a down-river community."

Visit Integrated Environmental, Inc. today to see how your business can benefit. Everything you'll see hung on the walls of their Port Huron office, at 2425 Military Street, Building 2, represents a certain case or circumstance they've worked on, whether litigation regarding environmental damage, compliance with regulations or clean up of Brownfield sites. You can also contact their friendly and knowledgeable Office Manager, Dolores Noble, at (810) 987-8511, or check out their web site, www.intenv.com, for more information.



Dr. Harding holds a Ph.D. in the biomedical/nuclear sciences, he has studied the biomedical effects of the atomic bomb and has used radiation to develop cancer treatments.

Do you have any news about your business that you would like to see published in the next "B2B"?

Let us know about it. Send us your press releases and business news.

Contact Sharon Spear at 810-989-6224 or email us at sspear@gannett.com