

“I was afraid a consultant might give into the temptation to recommend extreme measures for personal financial gain, but SCS Engineers is not like that. They gave me and my buyers just what we needed.”

“I knew I had a problem when two buyers backed out of negotiations,” said Patti Filkins, a registered nurse from Mt. Horeb, Wis. Patti was acting on behalf of her mom and dad to sell a converted gas station. The Mt. Horeb property was a popular downtown location that Patti knew a new owner would cherish. “It’s such a great downtown location with a nice size lot to expand. It’s a unique building that’s accessible from public parking. It was a family decision to sell the property so that a new owner could keep it thriving for the next generation.” Patti and her husband were excited when they had strong initial interest. “I had two buyers within the same week. It was crazy. I had to move so fast, and I wasn’t familiar with all the steps in the process.”

Patti was naturally concerned when that initial interest turned to hesitation because as a converted gas station, Wisconsin Department of Natural Resources (WDNR) regulations required that this property have an asphalt parking lot “cap” on the land to reduce the risk that any old contamination would be disturbed or migrate. “I didn’t want to lose the buyers I’d been in contact with and didn’t understand the cap restriction or what impact it could have on the future owner of the property, so I pulled the property off the market and decided to contact a few environmental engineering firms to help.”

The first firm Patti contacted recommended an aggressive approach. “They wanted to knock down the building and do a bunch of tests, which seemed excessive given that we’d already gone through testing and a formal site closure back in the 90s when we converted the property. Given all that has been done and documented to ensure the property was safe, I decided to get a second opinion.”

“I came to Rob Langdon of SCS Engineers looking for a way to get my sale back on track and give buyers confidence that they’d be able to safely use the property however they wanted to, and that’s exactly what I got,” Patti said. “SCS Engineers worked with the WDNR to review the documentation from the site closure in the 90s, and together they found a way to maintain and accurately document the site closure status.”

“I was afraid that a consultant might give into the temptation to recommend extreme measures for personal financial gain, but SCS Engineers is not like that. They gave me and my buyers just what we needed within the bounds of the regulatory landscape, and I got my sale back on track within three weeks. As an additional bonus, SCS connected me to a Realtor who has experience working with converted properties.”

Now, Patti feels “completely confident” that she’s on the right track to moving the sale forward, seeing the property thrive with a new owner, and using the proceeds to care for her mom. “Rob’s consultation and expertise saved my mom thousands of dollars. My husband and I will definitely refer all environmental services to SCS Engineers whenever they come our way.”

—Patti Filkins | Mt. Horeb, Wis.