

ERIC WILLIAMS

Education

BS – Geology (focus on environmental industry), University of Missouri (Columbia and Kansas City), 1986

Coursework toward Master of Environmental Science, Kansas University, 1987-1989

Professional Affiliations

National Brownfield Association – Chapter President (2005-2006)

Professional Experience

Eric Williams has 40 years' experience in the environmental industry as a senior executive and project director. His experience spans all facets of environmental consulting focusing on serving public- and private-sector clients facing the complex challenges associated with environmentally-challenged real estate. Eric has particularly deep experience with redevelopment of brownfield properties, having spent almost half his career as a developer of brownfield sites. His focus area is the southwestern U.S. and is a national resource on redevelopment.

Mr. Williams leads SCS's Brownfield Program in the western/southwestern U.S. With almost 40 years of experience in the environmental/Brownfields industry, he is a nationally recognized expert in the redevelopment of environmentally-challenged real estate. His career has included working on Brownfield projects for large environmental consulting firms, growing a specialty lender to the Brownfield industry, and owning Brownfield redevelopment companies. His expertise spans the three major pillars of Brownfield site redevelopment:

- Environmental – cleanup and regulatory closure of environmentally-challenged properties for development and implementation of comprehensive liability management programs;
- Real Estate – horizontal development of Brownfield sites by re-positioning properties by managing best and highest use market analyses, creating land plans and development visioning documents, re-zoning and annexing real estate, platting, grading, and infrastructure planning/installation; and
- Finance – private and public financing vehicles including debt and equity, tax increment financing, historical insurance policies, grants and loans, and utility districts.

As a Project Director and Brownfield lead at SCS, Mr. Williams helps clients make strategic acquisition and divestiture decisions, maximize the value of Brownfield sites while managing liabilities, and redevelop environmentally challenged real estate to its best and highest use.

A summary of his experience is shown below.

Legacy Land Stewardship (Denver, CO), 2018 to 2023. Mr. Williams founded and managed a Brownfield redevelopment company focused on cleanup and redevelopment of contaminated properties. Legacy Land Stewardship's projects included the acquisition of complex properties, including a Superfund site, with key activities involving remediation, regulatory closure, liability

management, and real estate re-positioning, and reuse/redevelopment. As President and Owner, his responsibilities included business development, company management, and project execution oversight.

Tellurium Partners (San Diego, CA), 2018 to 2023. Simultaneously with Legacy Land Stewardship, Mr. Williams co-founded and managed a natural resource mitigation banking company that specializes in creating valuable ecological resources and habitat mitigation from degraded lands. Tellurium Partners' flagship project is a former golf course located in San Diego County currently undergoing ecological restoration and habitat creation to meet the compensatory mitigation needs of Camp Pendleton.

EnviroFinance Group (Sacramento, CA; Denver, CO), 2006 to 2008; 2015 to 2018. Mr. Williams was a Vice President for this specialty lender to the Brownfields industry. EnviroFinance Group provided debt financing that integrated with equity and public financing vehicles to clean up and redevelop Brownfield sites. The company also managed its own Brownfield site portfolio.

Frontier Renewal and Frontier Environmental Management (Denver, CO), 2008 to 2015. Founded and managed a Brownfields company and served on the Board of Directors. Company acquired contaminated properties and performed cleanup, liability management, and redevelopment. Founded and served on the Board of Directors of captive remediation firm.

Environmental Engineering/Consulting Firms (Bay Area, California; Seaside, California; Chicago, Illinois; Kansas City, Missouri; Denver, Colorado), 1986 to 2006. The first half of Mr. Williams' career was spent in increasingly responsible positions with international engineering consulting firms ARCADIS, Harding Lawson Associates (including successor companies), and Burns & McDonnell. After numerous years spent managing environmental clean-ups, he focused on the Brownfield industry starting in its infancy in the early 1990s and participated on the national stage as the Brownfield industry was created.

Representative project experience includes:

Gates Manufacturing Facility. Acquired significantly contaminated property through Frontier Renewal. Responsible for negotiating transaction, capitalizing the project with private debt, facilitating public tax increment financing and utility district interaction, determining the regulatory framework, establishing liability management protocols, demolishing structures, remediating sites, preparing land plans and development visioning packages, installing infrastructure, and selling clean parcels. Succeeded with \$90M tax increment financing district, special utility district, and \$30M private financing for planned development that includes significant infrastructure, 2600 apartments, 848,000 square feet of office space, 54,000 square feet of co-working space and retail and civil spaces.

Superfund Site and Mine. Acquired two properties from a California mining company—a uranium mine and Superfund mill site—through Legacy Land Stewardship as Owner and Manager of special purpose entity. Responsible for negotiating transaction, capitalizing the project with responsible party funds and private debt, securing funds from historic insurance policies, managing state and federal regulator oversight, establishing liability management protocols, remediating/reclaiming sites, overseeing redevelopment land planning, and selling mine property.

Industrial Laundry. Acquired significantly contaminated urban infill property through Frontier Renewal. Responsible for negotiating the transaction, capitalizing project with private funding, securing funds from historic insurance policies, remediating soil and groundwater, and selling clean

property. Succeeded in recovering over \$10M from liability insurance policies and ultimately selling property to a life sciences company.

Fort Ord, CA. Managed the Superfund process and real estate reuse planning for this closing military base. Responsible for working with regulators, implementing remedial investigation/feasibility study and early remedial actions, and integrating redevelopment/reuse plans. Awarded EPA's Superfund Site Reuse Award.

Parchment Paper Mill. Acquired former urban infill industrial property through Frontier Renewal. Responsible for negotiating the transaction, demolishing structures, partnering with the City, remediating the site, and selling clean parcels.

Publications and Presentations

Business Journal Power Book Award for Real Estate (2015)

Opportunity & Private Fund Forum on Real Estate: "Financing Brownfield Projects" (2007).

National Brownfield Association 2006 National conference keynote speaker: "Private Sector Financing of Brownfield Projects."

National Brownfield Association National conference: "Brownfields 101: Cleanup Approaches and Technologies" (2005).

National Brownfield Association National conference: "Succeeding with Difficult Redevelopment Projects" (2005).

National/California/Colorado Bar Associations: "Extracting the Value from Brownfield Sites" (2005).

National/California/Colorado Bar Associations: "State of the Industry of Property Redevelopment" (2004).

National Association of Environmental Managers: "Sustaining the Value of Real Estate – State of the Industry of Property Redevelopment" (2003).

Industrial Asset Managers Council Professional Forum: "Managing Excess Industrial Assets" (2003).