



## Menachem (Chummie) Sokolic - Principal

### PROFESSIONAL SUMMARY AND DRIVING PHILOSOPHY

Commercial real estate due diligence expert and one of only seven globally certified ASTM Phase I & II ESA instructors worldwide. With 25+ years of consulting experience (1,000+ assessments) and 30+ years of teaching expertise (1,000+ professionals trained), I help technical professionals, consulting firms, and real estate organizations transform technical excellence into client and stakeholder trust, premium industry positioning, and measurable revenue growth through proven communication strategies.

**TECHNICAL EXPERTISE WITHOUT EFFECTIVE COMMUNICATION IS EXPERTISE WASTED**

### CORE COMPETENCIES

#### Due Diligence Expertise

- ❖ Environmental Due Diligence Assessments & Investigations
- ❖ Regulatory and technical compliance (New Jersey and federal environmental law)
- ❖ Strategic advisory consulting services that empower and assist clients to reduce their risk exposure and optimize their real estate assets

#### Training and Development Expertise

- ❖ Corporate Training Program Development
  - ✓ Report Writing Excellence & Technical Communication
  - ✓ Client Communication & Executive Presentation Skills
  - ✓ Leadership Development for Technical Managers
  - ✓ Business Development for Technical Professionals
- ❖ Individual Executive Coaching



### The Falcon CREST Framework

- **Connect:** Build authentic team, client, and stakeholder relationships
- **Reflect:** Develop self-awareness and strategic thinking
- **Evolve:** Implement continuous improvement systems
- **Succeed:** Achieve measurable performance gains
- **Transcend:** Realize your personal potential and create lasting organizational and societal impact

## Menachem (Chemmie) Sokolic - Principal

### TEACHING AND TRAINING ENGAGEMENTS

#### ASTM International Accredited Instructor

- ◆ Phase I & II ESAs, Transaction Screens, and numerous related topics (2022-present)

#### Corporate & University Programs

- ◆ City College of New York: "Phase I Environmental Site Assessments & Transaction Screens" (2024)
- ◆ Rutgers University School of Business: "Environmental Due Diligence Primer" - Real Estate Development (2022)
- ◆ Legal Education-accredited classes: "Real Estate Environmental Due Diligence" for NJ/PA Continuing Legal Education and realtor/broker credits (2018-present)
- ◆ High school programs: "Environmental Consulting - Real Estate Due Diligence"; "Personal Finance"; "Public Speaking" (2016-present)
- ◆ "Due Diligence in New Jersey," hosted by Continuing Professional Education Services (2021-2024)

#### Industry Association Speaking

- ◆ "The Art of Public Speaking to Better Persuade, Inform, Inspire, and Entertain Others", The Jewish Entrepreneur Business Education Program (2025)
- ◆ State of Maryland Department of Planning: "The New ASTM Phase I ESA Standard: The Nuts & Bolts" (2022)
- ◆ Brownfields Coalition of the Northeast (BCONE), New York City Brownfield Partnership, Licensed Site Remediation Professional Association (LSRPA), and the Society of Women Environmental Professionals NJ Chapter: "ASTM E1527 Revisions" and "Phase I ESA Standard" workshops (2022-2023)
- ◆ Licensed Site Remediation Professional Association: "Due Diligence in NJ" annual classes (2015-2021)
- ◆ Additional industry events: Construction Round Table, Brownfield partnerships, professional builder associations, and commercial real estate organizations

### PUBLICATIONS AND AUTHORED CONTENT

- Co-author, white papers: "City Directory Research" and "Historical Aerial Photography Research" with industry leaders (2023-2024)
- Featured articles in numerous industry and trade journals including *Commerce; New Jersey Business*; and industry publications on environmental due diligence (2016-2025)
- Authored multiple articles for TheFalconREGroup.com, professional real estate, legal, and broker platforms

### AWARDS

- + Award of Appreciation, ASTM Committee E50 on Environmental Assessment, Risk Management, and Corrective Action (April 2022)
- + Graduate Scholarship Award, ASTM Committee E50 on Environmental Assessment, Risk Management, and Corrective Action (October 2022)

### WHAT MY CLIENTS SAY

"Very good presenter" -- "Very entertaining" -- "Tremendously informative, great jokes!" -- "Extremely engaging, easy to follow, and excellent relatability" -- "Excellent speaker, dynamic, and high level of expertise" -- "I'm able to apply what I learned throughout my job" -- "Thank you. I've been looking for a good class exactly like this for some time" -- "I enjoyed Chemmie's real world experience that he brought into the lesson and his engagement with the class" -- "Chemmie was very good at presenting the material in an understandable way. He also seemed excited to be there, which made the presentations more engaging" -- "Great course. I will recommend this course to junior staff so they don't have to struggle like me on my first handful of Phase I's" -- "This is super helpful, I wish I took this class earlier"

## Menachem (Chemmie) Sokolic - Principal

### PROFESSIONAL EXPERIENCE

#### Environmental Consulting & Due Diligence

- Conducted 1,000+ environmental due diligence assessments at a wide variety of sites, from residential and retail properties to large portfolio projects, and larger and more complex industrial, commercial, and manufacturing facilities.
- Also has experience with wetland and ecological evaluations; compliance and permitting audits; Property Condition Assessments; mold, radon, and indoor air assessments; pre-demolition/renovation asbestos, lead-based paint, and PCB surveys; child daycare/ education facility environmental assessments; site feasibility and constraints reviews; conceptual site planning & design reviews; regulatory and transactional support services; turnkey brownfield remediation and repurposing; Phase II ESAs, and Site and Remedial Investigations; underground storage tank removals; site remediation projects; and litigation support and expert services.
- Managed major portfolio projects including Spectra NJ-NY Expansion Pipeline (220+ sites) and complex multi-phase remediation assessments.
- Oversaw Phase I, II, and remedial action investigations for large industrial facilities (IBM semiconductor, Dow Jones complex, Marcal paper recycling).
- Built and led high-performing teams of 40+ professionals across multiple offices, managing complex project coordination and data management on time and under budget.

#### Corporate Training & Educational Leadership

- One of seven globally certified ASTM Phase I & II ESA instructors.
- Trained and provided expert consulting services to 1,000+ environmental and engineering consultants, attorneys, and real estate professionals.
- Experience teaching both technical and non-technical classes including environmental due diligence and regulatory compliance; business development; marketing and sales; client engagement; finance; public speaking; technical writing; staff management; executive coaching; leadership development; and business strategy.
- Other teaching experience includes instrumental and compositional music (Juilliard-trained) and Health & Fitness (American College of Sports Medicine-certified instructor)
- Designs and delivers specialized corporate training programs including but not limited to: Report Writing Excellence, Client Communication & Presentation Skills, Business Development for Technical Professionals, and Leadership Development for Technical Managers.
- Provides individual executive coaching to C-suite and technical managers on communication strategy and leadership effectiveness.

### CLIENT RESULTS

- Effective **technical writing** leads to increased productivity, decreased production costs, reduced company & client liability, better consistency & branding, and happier, better-informed clients.
- Effective **external communication** leads to reduced company liability, clearer value proposition messaging, and better marketing & sales efforts resulting in increased revenue & business development opportunities.
- Effective **internal communication** leads to improved morale, increased efficiency and productivity, reduced liability, and happier client resulting in increased revenue.
- Better **trained junior and senior staff and executive leaders** leads to improved morale and productivity, higher quality work products & services, reduced company & client liability, and increased revenue & industry branding.