



DUE DILIGENCE WITH DISTINCTION



## WHAT WE DO

THE FALCONRE GROUP IS PROUD TO ASSIST, SUPPORT, AND CONSULT WITH OTHER ENVIRONMENTAL, ENGINEERING, AND RELATED REAL ESTATE SERVICE FIRMS.

WE ASSIST YOU WITH YOUR DUE DILIGENCE NEEDS, WHETHER YOU ALREADY OFFER DUE DILIGENCE SERVICES TO YOUR CLIENTS, OR WHETHER YOU'D LIKE TO IN ORDER TO SUPPORT YOUR OTHER SERVICE LINES, BUT DON'T WANT THE CAPITAL EXPENSE OF RETAINING EXPERIENCED PRACTITIONERS.

## COLLABORATION

The FalconRE Group provides due diligence services to directly support commercial and industrial real estate transactions for purchasers, sellers, investors, developers, operators, lessees, and brokers by identifying potential risks, liabilities, and cost-saving opportunities.

To provide effective, tailor-made, risk assessment and due diligence services, the FalconRE Group collaborates with other firms on an as-needed basis including:

Engineers  
Scientists  
Financial Specialists

Drillers  
Laboratories  
Technicians

FalconRE Group believes that the whole is truly greater than the sum of its parts and, by partnering with a strong team of varied practitioners who are each expert in their respective fields, we can deliver high quality, tailor-made services, on a project-by-project basis.



## INCREASE REVENUE ~ REDUCE COST AND RISK

The FalconRE Group supports and complements your existing service line, and helps your firm realize premium due diligence opportunities and increased revenue, while reducing costs and liability, and bringing extra value to your clients.

The FalconRE Group offers you value by helping you:

**RAPIDLY DIVERSIFY YOUR PRODUCT PIPELINE:** Gain or enhance your capability to capitalize on premium due diligence projects as opportunities arise, with speedy market response times.

**LOWER YOUR COSTS AND YET BE ABLE TO SERVE PRIME MARKETS:** Access specialized expertise on an as-needed basis, rather than investing in the capital costs of a full-time experienced staff dedicated to due diligence projects, and maintain billability for your existing staff.

**EMPLOYEE EDUCATION:** Enhance the flexibility, knowledge-base, and capabilities of your in-house staff through targeted training.

**REDUCE YOUR RISK:** Utilize the knowledge and experience of industry experts, rather than conducting high liability due diligence assessments with non-dedicated and less experienced staff.

**IMPROVE CUSTOMER EXPERIENCE:** Provide your clients with the value of a comprehensive environmental due diligence service line that bolsters your current offerings and strengthens customer loyalty.

**INCREASE EFFICIENCY AND REDUCE HUMAN ERROR:** Ensure your work products are prepared efficiently, effectively and are designed to reduce human error and inconsistencies, as well as reduce preparation and review time.

**Our due diligence support services include but are not limited to:**

- ✓ **Business development opportunity identification and revenue maximization;**
- ✓ **Report and letter reviews and preparation;**
- ✓ **Project management assistance;**
- ✓ **Client management assistance;**
- ✓ **Staff training and classes (accredited and non-accredited courses); and**
- ✓ **Due diligence document template reviews and preparation.**



## OUR EXPERIENCE

The FalconRE Group is led by, Chemmie Sokolic, an **industry leader in the commercial and industrial real estate due diligence field**, with more than 20 years' experience. Chemmie is an active member of the ASTM Committee E50 E1527 Phase I ESA Task Group; and has been a frequent course instructor for the New Jersey Licensed Site Remediation Professional Association (LSRPA) since 2015.

With a thorough understanding of **federal requirements**, and a knowledgeable and practiced **New Jersey focus**, the FalconRE Group offers services and guidance for a comprehensive range of due diligence and business needs.

Our team has conducted **over 1,000 due diligence projects** including Phase I Environmental Site Assessments (Phase I ESAs), New Jersey Preliminary Assessments (PAs), and environmental inspections and reviews. We've assessed a diverse array of sites, from smaller residential and retail properties, to large portfolio projects, and larger and more complex industrial, commercial, and manufacturing facilities.

Our team has managed **hundreds of environmental and engineering projects** including Site Investigation/Phase II sampling and delineation activities; underground storage tank (UST) removals; indoor air assessments including mold, radon, asbestos, and lead-based paint; construction and geotechnical projects; soil and groundwater remediation projects; building envelope surveys including mechanical, electrical, plumbing, and structural assessments; and civil engineering and property land use assessments.

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