



Transform Your Liability into a Valuable Asset

Save Your Home, Save Your Retirement

James Shaffer of Delphi was ready to turn the service station he and his wife had owned for many years into a nest egg for retirement. Ecstatic when they found a buyer, their hope turned to horror when environmental contamination was discovered on their property.

The Shaffers feared they'd lose their home trying to pay for the clean-up of the damage - or be forced to leave the problem for their children to fix.

David Valinetz, president and CEO of SESCO Group (SESCO) in Indianapolis, knew better.



“A real estate deal doesn't have to fall apart just because there is contamination,” said Valinetz. “We asked the Shaffers to gather their historical records on the property, then our team went to work.”

Restorical Research, an insurance archaeology company and sister company of SESCO, discovered historic insurance policies that would cover much of the costs of cleaning up the environmental damage. SESCO's team helped the Shaffers qualify for the Excess Liability Trust Fund (ELTF), which reimburses owners for a portion of the costs of cleaning up petroleum released from underground storage tanks.

The combination of these two funding sources meant the Shaffers had no out-of-pocket expenses. Seven fuel storage tanks and 3,000 tons of contaminated soil later, the property was remediated, sold and converted into a used-car lot.

Secure in their home, James Shaffer and his wife are enjoying their retirement.

“They just wouldn't have had the knowledge or the means to do this themselves,” a SESCO Project Manager commented. “We're so happy they called us. They're good people.”

1426 West 29th Street · Indianapolis, IN 46208 · p 317.347.9590 · f 317.347.9591
www.sescogroup.com · info@sescogroup.com

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Environmental Investigation & Remediation



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"SESCO has saved our city nearly \$500,000 in remediation costs, and we won't have to lower our selling price because of environmental concerns.

What we once considered a liability has now become a very marketable asset."

- Former Mayor Frank Manus, Greensburg, IN

assessments of their vacant Senior Citizens Center, a property which had once been a service station. SESCO Group was hired to perform the Phase II assessment and to investigate the possibility of using the City's historic insurance policies to fund the cleanup of any contamination found on the property during this assessment. The Phase II confirmed the site had soil and groundwater impact and seven underground storage tanks were discovered.

Insurance archaeologists at Restorical Research, an insurance archaeology company and sister company of SESCO, reconstructed the City's historic general liability coverage and the recovery attorney that SESCO worked with successfully negotiated with the carriers. As a result, **this project was completely funded by the insurance carriers.** SESCO removed the tanks and the site has been completely remediated and a site status letter has been issued, which indicated no further remediation was necessary at the site—**at little or no cost to the City.** Former Mayor Frank Manus is very pleased that the once-abandoned site was sold at fair market value and redeveloped into a commercial center.

City Redevelops Site and Saves Thousands of Dollars

The Senior Citizens Center in Greensburg provides a perfect illustration of SESCO Team's unique approach to Brownfields redevelopment and how **third-party funds can be used to leverage more dollars toward your overall assessment and redevelopment program.**

The City of Greensburg, Indiana received funding through the Indiana Finance Authority (IFA) for Phase I and Phase II



SESCO Group (SESCO) is an Environmental Investigation and Remediation company that has established a reputation for excellence in providing environmental consulting services. SESCO's approach allows businesses to focus on their core operations while evaluating their environmental situation, responding to immediate environmental needs, and developing plans to mitigate liabilities down the road.

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