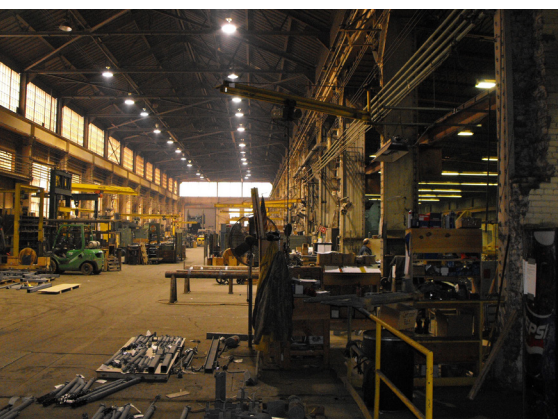




# Transactional Due Diligence

**CEC's integrated approach to due diligence services is designed to provide timely information to financial, legal, commercial, and industrial clients planning real property transactions.**



Failing to identify, evaluate, qualify, and manage liabilities during the decision-making process for the sale, refinance, or development of real property can result in financial pitfalls. Unknown liabilities can turn a once-great deal into a financial or legal quagmire. For example:

- A property with environmental contamination may result in a lower-than-anticipated rate of return due to remedial and legal liabilities.
- A building with substandard utilities, roofing, or structural elements may require repair before it can be leased at the anticipated rate.
- An acquired business with accumulated hazardous materials or a poor environmental compliance record may require unanticipated expenditures for cleanup or environmental controls.
- An undeveloped property may contain physical limitations such as poor soil conditions, geological limitations, stormwater management issues, and other concerns that will directly influence development costs.
- Permitting issues may increase costs and delay development schedules.

Recognizing and considering liabilities when planning a transaction is essential to the decision process. The ability to effectively manage liabilities depends upon early identification, quantification, and communication of the risks to decision-makers.

CEC helps clients define risk tolerance, schedule, and cost parameters, and develops a scope of services based on those parameters to keep clients apprised of work-in-progress, and, most importantly, potential risks identified early in the process.

## **DUE DILIGENCE SERVICES INCLUDE:**

- Environmental Assessments (Transaction Screens, Phase I and II Assessments)
- Property (Facility) Condition Assessments
- Utility Evaluations
- Environmental Compliance Audits
- Hazardous Material Surveys
- Ecological Resources Reviews and Permitting Evaluation (Wetland Identification/Delineation, Jurisdictional Waters, Threatened and Endangered Species)
- Land Survey Services (ALTA/NSPS and Geophysical Surveys)
- Land Ordinance Reviews
- Geotechnical Investigations
- Floodplain/Floodway Identification
- Stormwater Management Assessments
- Site Evaluations
- Land Planning

These services can be provided individually or in combination and can run concurrently or in succession.