



CELEBRATING
55 YEARS

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Company of the Month: GeoInsight, a New England environmental consulting firm, celebrates 20 years of success!

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GeoInsight is proud to announce their 20-year anniversary. Since their founding in 1993, GeoInsight has grown from an initial staff of three to their current team of over 60 professionals. From their initial location in Manchester, N.H., they have expanded to additional offices in Littleton, Mass. and Middletown, Conn. With these three locations, they are able to focus on serving clients throughout the New England and New York area.

GeoInsight has assembled a team of highly qualified professionals that provides their clients with strategic environmental consulting and engineering services. Since their founding, they have been dedicated to providing responsive and cost-effective services, working with their clients to ensure the success of each project while reducing their clients' business risk.

"GeoInsight helps us identify and manage the risks and the red flags. They handle each situation differently, but within the framework of our business model. They understand what we are looking to achieve and help get us there," said Peter Brown, Juniper Advisory Services.

GeoInsight's professional staff possesses a wide-range of qualifications, including professional engineers, licensed site professionals, licensed environmental professionals, professional geologists, wastewater treatment plant operators, septic system designers, erosion and sedimentation control professionals, asbestos inspectors and planners, and ISO 14000 auditors. They are active in numerous industry groups, including the American Society of Civil Engineers, the American Water Works Association, the Licensed Site Professional Association, Environmental Professional Organization of Connecticut, and the New England Water Environment Association, among others.

"GeoInsight has a good reputation, contacts with associations, and the regulatory experience necessary to get the job done. They deliver the best performance available," said Ed Madera, Raytheon.

Each of GeoInsight's client relationships is grounded on their core values: mutual respect, partnership, stewardship, and integrity. They believe in providing frank, honest discussions and giving the kind of care and attention to their clients' issues as if they were their own.

"GeoInsight was always focused on the main goal. They were straight up and candid, and their practical knowledgeable advice gave us considerable confidence through our complicated and sensitive, high-profile project. I'd recommend these guys all day long," said Chris Clark, Mohegan Tribal Utility.

GeoInsight offers a wide-range of environmental and engineering services to their clients in real estate development, facility planning, and property management. Projects can range from small-scale residential and municipal property developments to 60-acre commercial redevelopments

of former industrial facilities. Their services can be critical throughout the life span of a project and include:

- * **Environmental Due Diligence** - Environmental due diligence can be a major component of a real estate transaction, often requiring an accelerated schedule with many moving parts and stakeholders. GeoInsight helps clients identify pre-existing conditions and avoid "hidden" liabilities associated with a property. They have the expertise to identify these issues and the associated cost implications, as well as to communicate that information in "plain English."
- * **Environmental Site Assessment and Investigation** - GeoInsight approaches each property with a fresh perspective to address the unique combination of regulations, risks, receptors, and physical setting to help their clients make informed decisions. They offer a wide variety of investigation methods to evaluate soil and ground water conditions, as well as various other components that can affect the redevelopment and reuse of a property.
- * **Building Material Assessments** - Hazardous building materials such as asbestos can result in liability and costly mitigation that can delay a project. GeoInsight's licensed asbestos inspectors and other professionals can help identify those risks and the associated cost implications.
- * **Site Remediation and Regulatory Closure** - When it comes to environmental remediation, GeoInsight strives to understand the objectives of each project from their client's perspective and design a remedial strategy to meet those objectives. Their clients have come to rely on their ability to interpret and apply regulations and to design remedial strategies to achieve regulatory closure and restore a property to its full value.
- * **Brownfields Reuse** - Adaptive reuse of impaired Brownfields properties can be complex. In addition to traditional environmental and engineering disciplines, the projects can involve other diverse fields such as real estate market analysis, development feasibility, funding programs, and community outreach. GeoInsight's experience with all aspects of Brownfields projects can make them an important part of the project team.
- * **Civil and Geotechnical Engineering** - Civil and geotechnical engineering can be a critical component for the successful redevelopment of a property. Their services include pre-construction surveys, foundation design, construction and excavation oversight, ground water control, and slope and retaining wall design. They have provided practical civil and geotechnical engineering for thousands of properties throughout New England.
- * **Environmental Auditing, Compliance, and Permitting** - In the real world, it can be nearly impossible for most businesses to be fully aware of the regulations that can impact their operations. At GeoInsight, their strategic compliance management helps their clients comply with ever-changing environmental regulations to reduce their business risk. Their staff includes former industrial facility managers that specialize in environmental auditing, compliance, and permitting.
- * **Health and Safety** - GeoInsight's health and safety professionals assist industrial, private, and institutional facilities with safety program development, compliance assistance and auditing, and training programs.
- * **Water Supply Development** - From developing new water supply sources to monitoring and treating water supplies, GeoInsight works closely with their clients to ensure that water is delivered where it is needed and complies with regulatory standards. Their staff includes water supply engineers, hydrogeologists, former regulators, and water utility personnel, allowing them to approach a water supply project from all angles.
- * **Environmental Sustainability** - Sustainable growth can involve a variety of social, environmental,

and economic challenges. Incorporating sustainable design into projects can simultaneously help the environment while reducing costs and business risk. Their engineers have real world experience working with regional industries, large utility providers, and international corporations.

In addition to serving their clients, GeoInsight is actively involved in their community. Among other charities and pro-bono projects, GeoInsight has hosted a charity golf outing in Massachusetts along with their clients and vendors for the past 15 years. Recent beneficiaries of these events have included the Food Bank of Manchester, N.H. and the Connection Fund in Middletown, Conn.

When it comes to environmental and engineering projects, GeoInsight has always felt that "We don't succeed unless our clients succeed." This simple philosophy has allowed them to become a New England leader in consulting over the past 20 years, and should help ensure their success for many years to come!

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