

WHEN IT COMES TO ENVIRONMENTAL RISK MANAGEMENT,  
HAVING THE RIGHT COVERAGE IS **EVERYTHING.**

Too much and you're *over-covered.*  
Not enough and you're *over-exposed.*

BEECHER  CARLSON

One of the best things we can offer you is to *listen*.



### **WE KNOW WHAT YOU NEED**

We're not just here to place the right coverage at the best price with "A" rated carriers. That's a given, and that's where most brokers stop. *Not us*. We provide valuable analysis, information and strategic solutions to ensure policy procurement is not the first or last answer to every question.

We deliver solutions for all aspects of your environmental risk profile, including the most daunting legacy issues. We also know how to wield our market clout so that what others promise, *we deliver*.

We not only have the *right answers*. We ask the *right questions*.



Beecher Carlson's Environmental Practice team has structured, negotiated and placed hundreds of Pollution Liability, Cost Cap, and Environmental Professional Liability transfer programs for a wide array of Fortune 500 companies and ENR 300 engineers, consultants and contractors.

We have designed programs for many notable Brownfield redevelopments, military base transfers, legacy liability transfers, real estate portfolio transactions and large construction projects.

Because we don't want to be all things to all people, we specialize in a handful of industries. As a result, we're able to dig deep and leverage analytics to empower you with detailed information and a variety of solution choices. To get to the right solution for you, we're asking the important questions, such as:

- What is your ultimate goal regarding your environmental risk, whether transactional, operational or legacy liability?
- Does your Environmental, Health & Safety expert understand the difference between environmental compliance and "environmental liability"?
- Do you have a clear understanding of all the gaps and/or opportunities for improvement in your environmental risk management program?
- Do you have boxes of legacy environmental reports you probably should open but haven't?

## **KNOWLEDGE OF ENVIRONMENTAL REGULATIONS AND DEPTH OF EXPERIENCE THAT'S HARD TO BEAT**

We provide customized, cost-effective solutions to the most complex environmental risk management challenges that allow you to focus on what you do best while we add value and offer peace of mind.

At Beecher Carlson, we don't simply act as a liaison between attorneys and underwriters. We are a truly consultative partner, for both the short and long-term well-being of your business. And we don't disappear when times get tough. If you have a claim, call us first and we'll partner with you to make sure it's resolved successfully.

### **OUR ENVIRONMENTAL AREAS OF EXPERTISE**

- Operational and Legacy Pollution Legal Liability
- Mergers & Acquisitions
- Single and Portfolio Real Estate Transactions
- Brownfield Redevelopment
- BRAC and other Military Base Transfers
- Guaranteed Fixed Price Remediation
- Practice and Project-Specific Contractor's Pollution and Professional Liability
- Closure/Post-Closure and Reclamation Obligations
- Storage Tank Liability Programs
- Environmental Risk Management Audits
- Remediation Cost Cap
- Blended Finite Programs
- Environmental Surety
- Supplemental Environmental Transportation Liability



## OUR SENIOR TEAM MEMBERS ARE ACCESSIBLE AND RESPONSIVE

When you partner with Beecher Carlson, you'll have direct and ongoing access to our nationally recognized environmental team. You will not be passed off to a relationship manager or a junior broker or wait a week for a return call. Our senior members have underwritten and brokered nothing but environmental insurance for the last ten years.

For expert analysis of your environmental risk profile, risk management and insurance needs, including direct access to a dedicated environmental team with the depth of experience, market clout and responsiveness you deserve, contact Beecher Carlson today.



**BEECHER CARLSON'S ENVIRONMENTAL PRACTICE**

**EXPERIENCED  
PROACTIVE  
RESPONSIVE  
COMMITTED**



#### Contact

Rick Craig

National Environmental Practice Leader

415.913.2501

[rcraig@beechercarlson.com](mailto:rcraig@beechercarlson.com)

Kyle Strand

Senior Vice President

415.913.2502

[kstrand@beechercarlson.com](mailto:kstrand@beechercarlson.com)

BEECHER  CARLSON

[www.beechercarlson.com](http://www.beechercarlson.com)

1 800 657 0243