

What has your Environmental Consultant done for you lately?

We know that the economy is terrible and everyone is cutting things out of their budgets, but we feel that the services that JCM provides that never show up on anyone's invoice are what makes what we do so *valuable* to our customers.

Besides providing great Environmental Services, the staff of JCM Environmental spends a lot of time assisting their clients in ways that you may not even know. We thought that in this economy, when everyone is looking for the best price, that it was important to point out the *value* of using JCM Environmental.

Things that you do not see on your invoice fall into five categories:

1. **The professionals at JCM invest their time, expertise, and travel expenses participating (and representing the interests of our clients) in many industry organizations and committees (see details under "Committees").**
2. **These same professionals are active lobbying for your interests at both the State and Federal levels (see details under "Lobbying").**
3. **We are active participants in many seminars and other events throughout the year where we are advocates for the interests of our many clients (see examples under "Seminars/Meetings/Events/Awards").**
4. **We use the latest communications technologies to keep you abreast of developments in our industry (see details under "Blog").**
5. **We reach out to the general public on your behalf at every opportunity (see details under "Other").**

Committees:

- Jim and Howard serve on the Board of Directors of the Homebuilders Association of Delaware (HBADE); this requires about 5 hours of their time each month just attending meetings as well as additional time to deal with issues that may arise and events that need to be attended.
- Jim serves on the National Association of Homebuilders (NAHB) Board of Directors; this requires several days each quarter to attend meetings in various locations, such as Washington, DC, Chicago, IL, Las Vegas, NV and San Francisco, CA. All of Jim's travel, lodging and meals as well as registration fees are his responsibility.
- Jim serves on the NAHB Environmental Issues Committee; these meetings are held in conjunction with the NAHB Board Meetings described above. Additionally, serving on this committee requires a large amount of preparation and research. As part of this effort, Jim recently spent the day in Washington DC with a working group at NAHB developing a strategy for the Chesapeake Bay Initiative.
- Howard serves as the President of the HBADE Green Building Council (GBC); this requires about 5 hours of his time each month attending meetings as well as additional time to deal with issues that may arise and events that need to be attended.
- Jim serves as the Chair of the HBADE Environmental Committee (DNREC Committee) that interacts with State Government to address environmental issues of interest to builders and developers. Doug Seavey also serves on this committee.

- Doug Seavey represents the HBADE on the DNREC Storm Water Committee that is reviewing the proposed revisions to the State Storm Water Regulations.
- Howard represents the HBADE on the DNREC Super Green Committee that is developing Green Building Legislation with expedited permit approvals.

Lobbying:

- Jim lobbied New Castle County Council to remove the jurisdictional determination requirement from the UDC omnibus text amendments and was successful in getting the language temporarily removed and a working group set up to study the issue.
- Jim and Howard met with Collin O'Marra and his staff along with Mike Luzier from NAHB Research Center to explain the NAHB Green Building Program to DNREC and ask for an incentive program for builders.
- Jim participated in the NAHB "Day on the Hill" earlier this year and met with Senator's Carper and Kauffman and Congressman Castle to discuss issues related to homebuilding.
- Jim visited Senator Carper along with a small group from HBADE in his Dover Office to discuss issues related to homebuilding, the economy and the environment.
- Jim visited Senator Kauffman along with a small group from HBADE in his Wilmington Office to discuss issues related to homebuilding, the economy and the environment.
- The employees of JCM Environmental frequently reach out to their elected officials through letters and e-mails to make sure that the issues important to our clients are addressed.
- Howard and Jim made several visits to the Delaware Legislative Hall this year to address industry concerns related to the proposed Energy Bill. This resulted in the legislature working with the HBADE and the GBC. Howard put a lot of work into organizing proposed amendments and additional research as requested by the legislature.
- Jim is a Build PAC Champion and spent several days in Washington for training on political issues and has helped raise money and awareness for the PAC.

Seminars/Meetings/Events/Awards:

- Jim conducted seminars to educate HBADE Members about the upcoming environmental initiatives at the Federal level.
- Jim and Howard both attended State Energy Policy forums when the State Energy Strategy for 2009 was being rolled out. Howard coordinated the GBC responses to this plan in order to address issues of importance to our clients.
- Doug and Craig regularly attend the Committee of 100 monthly dinners and presentations.
- Jim and Howard regularly attend the HBADE events, including mixers, dinners, educational classes and other events. Howard has also helped organize the Green Building Council Pig Roast for two years and the GBC participation in the Delaware Home Show.
- JCM has worked tirelessly to get the information related to BRAC out to our clients. We have organized and assembled builders for two "Know Before You Go" events and have participated in numerous seminars and events related to BRAC.
- Howard presented Green Building information and a summary of the NAHB Green Building Program to the Northeast Windows and Doors Association as part of the Atlantic Builder's Show in Atlantic City.

- Jim and Howard were featured speakers at a Green Building event hosted by Pella Windows in Lewes, Delaware.
- Jim, Howard and Joe presented a summary of the NAHB Green Building Program and the benefits of Green Building to the Eastern Shore Building Industry Association.
- Jim and Howard assisted one of the featured speakers at the International Builder's Show in Las Vegas with a presentation about the benefits of building to the NAHB Green Building Program.
- JCM Environmental was featured prominently in the presentation given by the NAHB Public Affairs Office at the National Green Building Council Meeting at the International Builder's Show in Las Vegas.
- JCM Environmental was selected as a finalist in the NAHB Green Building Awards in the Green Building Advocate of the Year category. JCM was honored for their support of the NAHB Green Building Program.

Blog:

- JCM Environmental staff maintains an active blog with information of interest to their clients in order to keep them apprised of the latest developments with regard to rules, regulations, policies, research and news. This can be found at www.jcmenvironmental.blogspot.com
- JCM Environmental also utilizes Twitter and Facebook and other digital technologies to keep their clients up to date and to review and disseminate important industry information.

Other:

- JCM Environmental attends many public events such as Coast Day and the Delaware State Fair in order to educate the general public on environmental issues related to green building, development and environmental regulation. JCM does not directly do business with the public but believes that grassroots efforts such as this are important for the building and development industry.
- JCM Environmental puts on many educational seminars for young people, in schools, libraries and other locations. We feel that educating the next generation about the balance between building and the environment is important for the future.

This is just a small sampling of the many things that JCM Environmental does to help our clients. We ask that you think about this the next time you are hiring a consultant for your project. We also encourage you to ask the other consulting firms that you deal with..... *"What have you done for me lately?"*



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