

THINGS THAT YOU DO NOT SEE ON YOUR INVOICE FALL INTO FIVE CATEGORIES:

1. The professionals at LandmarkJCM 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 working as legislative advocates for your interests at both the State and Federal levels.
3. We are active participants in many seminars and other events throughout the year where we advocate 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”**).

Included herein are just a small sampling of the many things that the professional staff at LandmarkJCM 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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SUMMARY OF SERVICES

- Land Planning
- Environmental Consulting Services
 - Site Engineering Design
- Transportation Engineering and TIS
 - Surveying, GPS and GIS Mapping
- Permits, Agency Processing, Regulatory Compliance
- Due Diligence. Phase I/II ESA, Land Yield Studies
 - Pre-development Advisory Services
 - Environmental Remediation
 - Municipal Planning and Engineering
- Green Building Services-NAHB & LEED Certified
 - Construction Phase Services

What has Your Consultant Done for You Lately?



We won’t let our clients get bogged down in the land development process.

We know that the economy is *terrible* and everyone is cutting things out of their budgets, but we feel that the services LandmarkJCM provides – ones that never show up on our customer’s invoices – are what makes what we do *so valuable* to you, our client.

Besides providing great Environmental and Site Engineering Services, the staff of LandmarkJCM spends a lot of time assisting their clients in ways that you may not even know. And, with everyone looking for the best price today, we thought it important to point out the value of using LandmarkJCM.



COMMITTEES

• Jim McCulley and Howard Fortunato serve on the Board of Directors of the Homebuilders Association of Delaware (HBADE).

• Jim serves on the National Association of Homebuilders (NAHB) Board of Directors, and also serves on the NAHB Environmental Issues Committee (including a working group developing a strategy for the Chesapeake Bay Initiative).

• Howard serves as the President of the HBADE Green Building Council (GBC), and also represents the HBADE on the DNREC Super Green Committee that is developing Green Building Legislation with expedited permit approvals and the current Green4Green Homebuyer grant program.

• 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 serves 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.

• Ted Williams serves on the Delaware Council on Transportation. Ted is Chairman of Transportation Trust Fund Task established by the General Assembly to review funding for the Department.

• Ted is Chairman-elect for ACEC national Executive Committee in Washington, D.C. and serves on the Boards for Committee of 100 and AIA Delaware.

• Mark Parker is Committee of 100's representative to Wilmapco's Public Advisory Committee (PAC).

• Joe Charma serves on the Delaware Clean Water Advisory Council and New Castle County Water Resources Technical Advisory Committee. Joe also serves on the Downtown Newark Partnership's Board of Directors and is the Chair of the DNP Design Review Committee.

• Bruce Tease serves on the ACEC Delaware Partnering Committee with New Castle County.

• Keith Kooker is Kent County representative and a Director for Delaware Association of Professional Engineers.

• Keith Rudy is on the Board of Positive Growth Alliance and Citizens Advisory Council for DNREC's Div. of Water Resources Source Water Projection Program.

• Shane Minner is a Committee Chairman for ACEC Delaware, and serves as a member of Ducks Unlimited.

• John Gonzalez serves on the Havre de Grace Economic Development Advisory Council.



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.

• Numerous staff regularly attend the Committee of 100 monthly dinners and presentations.

• Jim, Howard and others 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.

• LandmarkJCM 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 organized and 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.

• 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.

• LandmarkJCM 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.

• LandmarkJCM was selected as a finalist in the NAHB Green Building Awards in the Green Building Advocate of the Year category. LandmarkJCM was honored for their support of the NAHB Green Building Program.

• Howard was a speaker at the 2010 NAHB Green Building Conference in Raleigh, NC.

• and the list goes on...



BLOG

• LandmarkJCM 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 is found at www.landmarkjcm.blogspot.com

• LandmarkJCM utilizes Twitter and Facebook and other digital technologies to keep their clients up to date and to review and disseminate important industry information.



OTHER

• Numerous LandmarkJCM staff members write articles for professional and trade publications on items that impact the business of development and the environment. Look for us.

• LandmarkJCM attends many public events such as Coast Day and Delaware State Fair and school events to educate the general public on environmental issues related to green building, development and environmental regulation. LandmarkJCM does not directly do business with the public but believes that grassroots efforts such as this are important for the building and development industry.

• LandmarkJCM puts on many educational seminars for young people, in schools, libraries and other locations, such as "An Evening at the Hook" at Prime Hook National Wildlife Refuge." We feel that educating the next generation about the balance between building and the environment is important for the future.

BRAC Know Before You Go
Monmouth, NJ



BRAC Realign Your Focus
New Castle, DE



Mick's Critters...Educational show at area schools and nature events