



Universal Environmental Consulting, Inc.

Your Partner in National Debris Removal,
Construction Services, & Facilities Services

Prepared For
The Briad Group



Headquarters: 266 Bangor Street Lindenhurst NY 11757 | Phone: 800-552-0309

Brief History

Blending Large Firm Capabilities with Small Firm Flexibility since Day One

- Leading integrated construction solution provider, specializing in the full spectrum of contracting and consulting services, 24/7 service and maintenance and innovative operational strategies to feed your bottom line
- Licensed, insured and permitted to operate throughout the U.S., Canada and Puerto Rico
- Over 20,000 locations managed across our combined client portfolios: commercial, industrial and retail
- Up-to-date Environmental compliance mandate education across the country
- Specialty teams in each discipline, headed up by experts with extensive knowledge and experience to help ensure operational optimization, as well as cost reduction/income strategies where possible



Lisa Giaquinto, Owner/CEO

- An expert in Waste Management and Recycling Services for nearly 4 decades
- Career highlighted by working in various large carting companies in high-level positions, followed by branching off to create Universal Environmental Consulting, Inc. on her own with much success; NEW acquisitions of regional mechanical construction and green energy conglomerate, as well as regional tank cleaning and remediation entity
- Considerable background in the evaluation of real cost to companies on multiple-budget levels and identifying real opportunities for facilitating revenue enhancement and cost savings
- With extensive experience and building a team of experts around her, Lisa has been able to grow her relationships through top-notch service, impeccable business practices and consistently acting as a partner in her client's success

Our Team

Ginetta Marino, Vice President Client Relations & Business Development

- Seasoned, results-oriented executive backed by nearly 15 years of experience in a variety of disciplines within the Waste, Facilities, Construction & Energy markets
- Career highlighted by a verifiable track record of achievement in capturing major account relationships, creating and nurturing channel partnerships in extended areas of expertise, and managing client cost savings/profitability through these channels
- Considerable background in the evaluation of business cases and opportunities to facilitate revenue enhancement and cost savings for the entire family of companies and their client rosters, while achieving short and long term market objectives

Our Team

Dan Samoles, Director of Operations

- With 35 years of experience and expertise in the commercial sector, Dan is extremely well-versed in both external field operations as well as internal efficiencies - a necessary strategic asset to our family of companies and our client rosters.
- Expertise in all disciplines such as: right-sizing client portfolios, specialty disposal projects, contract renegotiations, vendor relations, powerwashing, construction and more.
- From bulk pickups to organics - in the food, grocery, enclosed mall and industrial sectors - Dan has helped Universal Environmental Consulting expand not only its service offerings, but its extensive database of vendors nationwide.

Facilities Services

Multiple National Services, One Solid Vision: Your Partner In Essential Services

UNIVERSAL ENVIRONMENTAL CONSULTING

UNIQUELY TAILORED PROGRAMS FOR ALL YOUR WASTE/RECYCLING REMOVAL NEEDS
ACCOUNT AUDITING & MANAGEMENT REPORTING, CONSOLIDATED BILLING AND REPORTING
VENDOR RELATIONSHIPS WITH EXCELLENT NEGOTIATING POWER ON A REGIONAL OR NATIONAL LEVEL
ONGOING DEVELOPMENT OF OPTIMUM SERVICE LEVELS & HANDLING REQUIREMENTS
24/7 CUSTOMER SERVICE & DEDICATED ACCOUNT MANAGEMENT
SPECIALTY WASTE STREAM DIVERSION TACTICS
PAD RENTAL & TENANT BILLING MANAGEMENT EXPERTISE

UNIVERSAL ALLIED

FACILITIES SERVICES, INCLUDING:
HANDYMAN REPAIRS
EMERGENCY & CONSTRUCTION CLEAN UPS
ELECTRICAL & PLUMBING REPAIRS
EXTERIOR CLEANING & EXTERMINATION SERVICES
INTERIOR DEMOLITION
SNOW PLOW SERVICES
JANITORIAL SERVICES
PAINTING, WALLPAPERING & FLOORING
PARKING LOT STRIPING & SWEEPING
PORTER SERVICE

UNIVERSAL BALER

COMPACTOR & BALER REPAIR
CUSTOM COMPACTOR INSTALLATION
FABRICATION & INSTALLATION OF ALL MECHANICAL ITEMS
TEAM OF HIGHLY QUALIFIED MECHANICS
24/7 EMERGENCY REPAIRS

UNIVERSAL CONTAINER

ALL WASTE HAULING SERVICES
TEMPORARY CONTAINERS OF ALL SIZES
TEAM OF HIGHLY QUALIFIED DRIVERS & MECHANICS
CONTAINER REPAIR AND SIGNAGE

Mechanical Contracting

Multiple Regional Services, One Solid Vision: Your Partner In Essential Services

- Regional mechanical construction, maintenance/service and green energy conglomerate
- Brings with it a full service package for both sides of the meter
- Energy Management System technology, inclusive of LL97 carbon emission and cost tracking
- 24/7 customer service for boiler room emergency and maintenance
- Mechanical construction planning and execution – from engineering to start up
- Expertise & licensing in plumbing, electrical, general contracting and commercial development
- Vetted and respected vendor of NYCHA, as well as large private entities
- DOB/DEC compliance and risk mitigation



Tank Installation and Maintenance

Acquisitions to Expand Our Core Services

- 2018 Acquisition of Riteway Industries, specializing in both commercial and residential oil tank services in the NY Metro area
- Reaching the 5 boros and long island, we can provide:
- Oil tank installation/fabrication, cleaning, testing, abandonment & temporary tanks
- Environmental services, oil spill cleanup, well monitoring & pbs application filing
- Emergency services, 24/7 customer service and compliance monitoring/dec filing
- Vetted and respected vendor of department of education, as well as large private entities
- Properly licensed, with a highly qualified staff devoted to top notch customer service



Construction Management Services

Multiple Regional Services, One Solid Vision: Your Partner In Essential Services

- We work with Contractors, Property Owners and Retailers hand-in-hand for the management of Construction Services
- Expertise in all disciplines such as: demolition, carpentry and framing, electrical/plumbing, dry wall, painting and spackling, flooring and fixtures, and more.
- From build-outs for individual commercial spaces to full renovations of large enclosed malls/office spaces, to breaking ground on new construction
- We offer services that go above and beyond standard scheduling and vendor negotiation, such as: General Contracting scheduling & coordination; Offer other equipment rentals to aid in the construction process; Cost regulation and reduction where possible

Exclusive Channel Partnerships

Keeping Us In The Lead for Innovation & Service

- We have aligned ourselves with other experts across the different niches within our industry in order to be a full service partner with our clients. We believe in partnering with companies that are the best at what they do, while we are the best at what we do
- Exclusive channel partnerships with companies that handle everything from sustainability planning to composting to energy procurement & cost reduction and green energy, we make virtually any service become available to our client portfolio
 - **Programs including waste flow for more sustainable end-use**
 - **Corporate budget strategies to release cost burdens and turn into available capital for reinvestment**

UEC: The Full Service Option

Multiple Companies, One Solid Vision

- Combining our collaborative, fundamental expertise towards one singular effort of being your partner in all essential services
- Understanding the mechanics of each specific service function, assigning one or more of our discipline experts to your overall strategy
- Finding cost reduction and freeing up budgetary capital for reinvestment
- Innovation in sustainability and green efforts in both technology and real-time execution tactics
- 24/7 customer service and capable field staff, as well as administrative functions and vendor management capabilities

Appendix