

Randall Jostes founded Environmental Liability Transfer, Inc. (ELT) in 2004. At the time, Jostes was serving as Vice President of Acquisitions for Commercial Development Company, Inc. (CDC). During his five year tenure in acquisitions Jostes successfully expended \$117,400,000 for the purchase of 10,750,000 square feet of commercial and industrial facilities. A majority of the sites acquired by Jostes possessed significant ongoing environmental obligations. To maximize return on investment Jostes assembled a team of environmental specialists in the fields of underwriting, abatement, insurance, law and regulatory affairs. Ultimately Jostes' CDC portfolio proved immensely profitable and the decision was made by CDC and Jostes to launch ELT.

Under Jostes' guidance, ELT has ascended to a leading position in the real estate acquisition and environmental liability transference and assumption market. In concert with CDC, ELT has assumed over \$1 billion in corporate environmental liabilities and has successfully developed 32 brownfield sites throughout North America. As President and CEO Jostes provides leadership to a team of real estate, environmental, legal and insurance experts.

Jostes advocates nationally for brownfield acquisition and sustainable redevelopment. Jostes currently serves on the board of directors for the National Brownfield Association and has been a guest speaker at the last four National EPA Brownfield conferences. Jostes also serves as an advisory board member and speaker for the RTM Sustainable Property Transactions series of conferences. In 2011 Mr. Jostes was pleased to serve as an instructor to professors at Rutgers University regarding the burgeoning brownfield market. Email: RJostes@ELTransfer.com