EBC Site Remediation & Redevelopment Program:
Professional Life Lessons for the Ascending Professional
Welcome

Max Forsythe
Program Co-Chair and Moderator
Business Development Manager
US Ecology

Environmental Business Council of New England
Energy Environment Economy
Program Introduction

Max Forsythe

Program Co-Chair and Moderator

Business Development Manager

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Great Expectations

David Foss

Program Co-Chair

Chair, EBC Site Remediation Committee

Senior Vice President – Principal Hydrogeologist

Wilcox & Barton, Inc.
Great Expectations: Are we on the same page?

EBC OF NEW ENGLAND

MARCH 5, 2020

David Foss, CPG, LSP
Environmental Professional
Before: EPA Superfund Site
After: Successful Redevelopment

Police Station

Senior Center
Are we on the same page?

- It was the best of times, it was the worst of times, it was the age of wisdom, it was the age of foolishness, it was the epoch of belief, it was the epoch of incredulity…”
  - Charles Dickens

- Perspective and point-of-view
  You and I may see different things and have different understandings
There is something I ought to tell you. I am not left-handed, either.

- The Dread Pirate Roberts

Inconceivable! . . .

- Vizzini (the Sicilian)

This word you keep using, I do not think it means what you think it means.

- Inigo Montoya
Clear Communication

- Ask questions
- Don’t count on the other person to always set the expectations
- Clear communication is the best way to minimize conflict and confusion
- We should communicate not in our own style but in the style of the people with whom we are speaking
The Business of the Business
It’s Not Just About Being Technical

Patricia Pinto

Senior Vice President & Principal
Sanborn, Head & Associates, Inc.
When Things Go Sideways

Amy Roth

Associate Vice President
Wilcox & Barton, Inc.
When Things Go Sideways

• Tuck and Roll (not Duck and Cover)
• Billions and Billions
• Henny Penny -vs- Goosey Loosey
• Thank Goodness I’m Not a Doctor
• Lean In and Speak Up
• Learn Something (Anything)
Success is moving from failure to failure without loss of enthusiasm.
– Winston Churchill

I have missed more than 9,000 shots in my career. I have lost almost 300 games. On 26 occasions I have been entrusted to take the game winning shot, and I missed. I have failed over and over and over again in my life. And that is why I succeed.
– Michael Jordan
Moderated Discussion

Moderator: Max Forsythe, US Ecology

Panelists:
• Kathleen Brill, Foley Hoag LLP
• David Foss, Wilcox & Barton
• Patricia Pinto, Sanborn Head
• Amy Roth, Wilcox & Barton

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