



2017 Year in Review: Michael Novak, Atlantic Environmental Solutions, Inc.

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Name & Title: Michael Novak, LSRP, President

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What was your most notable project, deal, transaction or professional achievement in 2017?

At Atlantic Environmental Solutions, Inc. (AESI), we strategically target our environmental consulting and remediation services to the areas of industrial and commercial property transactions. Over the past 20 years, our firm's greatest impact has been felt throughout the region in projects where we have played a pivotal role in returning contaminated industrial properties to beneficial use. Recent high-profile examples include remediating a 100-year-old chemical plant in Newark to serve as a parking and trucking travel center; and helping to reposition a 12-acre, under-utilized site in Red Hook, Brooklyn into a last-mile distribution facility.

What was the best decision you made in 2017 and why?

With the rapid growth of New Jersey's industrial real estate market, AESI has had to keep pace with increased demand for our environmental consulting and remediation services. We have met this challenge by implementing a strategy of hiring experienced, highly qualified professionals who are skilled at training and managing project teams. During the past 12 months, we have added nine new staff members and expect to fill several more positions in the coming months. This has created a dynamic internal environment where we continually expand our knowledge base and the depth of resources necessary to deliver quality services to new and existing clients.

What trends will impact your business in 2018?

Substantial demand for industrial properties, coupled with a high turnover of these assets, is a trend we expect to continue for the foreseeable future. Key drivers include e-commerce and demand for same-day delivery; food delivery services fueling a need for refrigerated warehousing; the forthcoming legalization of marijuana; expansion of logistics companies; the deepening of the Panama Canal; and the raising of the Bayonne Bridge. While these projects require AESI's capabilities, our focus on maintaining a diverse mix of real estate clients – including retail, mixed-use

residential and office building owners – allows us to thrive in the event of an economic downturn.

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