

MICHAEL SYLVESTER

VICE PRESIDENT BUSINESS DEVELOPMENT AND MARKETING

EDUCATION

B.A. Business Management/Marketing 1988
Upsala College

REGISTRATION AND CERTIFICATION

NJ Real Estate License 1996

RESPONSIBILITY AND EXPERIENCE, WHITMAN

Mr. Sylvester joined Whitman in January 2005. As Vice President of Business Development and Marketing, Mr. Sylvester is responsible for the overall management of Whitman's business development and daily business activities. Mr. Sylvester has over twenty years of public/private sector experience in the environmental industry and is recognized on both National and State levels as a leader in Brownfields. He has also provided high-level technical, financial and strategic consultation on matters involving investigation, remediation and redevelopment of commercial and industrial properties.

SUMMARY OF OTHER PROFESSIONAL EXPERIENCE

New Jersey Economic Development Authority 2001-2005
Trenton, New Jersey

Program Manager, Real Estate Division - Brownfields Redevelopment Office

Identified various public and private funding sources in an effort to assist in establishing financial pro-formas to finance and further develop Brownfields redevelopment projects. Responsible for overseeing and administering the processing of all Department of Environmental Protection (DEP) loan and grant programs, including the Hazardous Discharge Site Remediation Fund (HDSRF), Petroleum Underground Storage Tank Fund (PUST), and the Economic Development Authority's (EDA) Pre-Development and Brownfields Redevelopment Loan Programs. Represented the EDA as a liaison and coordinator with the DEP to process loan and grant approvals for the programs.

Mr. Sylvester participated as a speaker and/or panelist at numerous educational, marketing and Brownfields events educating attendees, including environmental consultants and county and municipal officials, on the various types of grant and loan funding available with regard to Brownfields redevelopment.

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Public Finance Officer, Investment Banking Division

Managed the processing of Hazardous Discharge Site Remediation Fund (HDSRF) and Underground Storage Tank (UST) applications for board approval, and the closing of HDSRF and UST projects, which included preparing project summaries for the board. Prepared monthly board agenda activity reports for the Department of Environmental Protection (DEP) regarding HDSRF/UST approvals. Managed the closing process of all DEP applications under the HDSRF and UST programs. Directed and administered the closing and post closing activities for all public lending programs. Participated in numerous presentations and meetings educating outside organizations, divisional staff and municipal and county officials about the HDSRF program.

Excel Environmental Resources, Inc.
North Brunswick, New Jersey

1999-2001

Vice President

Responsible for the overall business operations, including but not limited to staffing, budgeting, reporting and forecasting. Coordinated project work related to acquisition of grants and creative financing for property transaction and redevelopment projects. Accountable for the overall management of sales and marketing forecasts and budgets of all communication programs. Strategically developed, supervised and facilitated communication programs including brochures, ads, print materials and collateral.

TRC/Vectre Corporation
Lafayette, New Jersey

1988-1999

Vice President

Responsible for the overall business operations for sales and marketing. Responsible for the development and implementation of the company's strategic business and marketing plans for all offices and their related services.

Provided high-level technical and strategic consultation to a wide range of public and private sector clients. Calculated creative solutions for redevelopment of known and suspected contaminated properties utilizing incentives under the Brownfield Act, the Environmental Opportunity Zone Act, as well as grants and alternative funding under the Hazardous Discharge Site Remediation Fund. Developed and implemented corporate business and marketing plans, increased corporate sales revenues and profits and executed a strategic plan, which ultimately led to the sale of the corporation over a three-year period.

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APPOINTMENTS AND MEMBERSHIPS

Commerce and Industry Association of New Jersey (CIANJ), Environmental Business Council (EBC), Advisory Board Member, 2010

Commerce and Industry Association of New Jersey (CIANJ), Environmental Business Council (EBC), “Brownfields and Site Remediation Committee”, Chair, 2010

Paterson Environmental Revitalization Committee (PERC), Board Member

National Brownfield Association (NBA), New Jersey Chapter, Vice President and Advisory Board Member

National Brownfield Association (NBA), New Jersey Chapter, Treasurer, 2005

New Jersey Brownfields Redevelopment Task Force Delegated Member

New Jersey Brownfields Interagency Team (BRIT), 2001-2005

SPEAKING ENGAGEMENTS AND PROFESSIONAL ACTIVITIES

- “Case Study: River Place at Butler, Butler, Morris County, New Jersey,” New Jersey State League of Municipalities Annual Conference, Brownfields: Emerging Issues in Redevelopment Panel, Atlantic City, New Jersey, November 15, 2007.
- “The Role of the Environmental Consultant,” Financing Business Expansion and Environmental Due Diligence Seminar sponsored by Passaic County Board of Chosen Freeholders and Passaic County Department of Economic Development , Wayne, New Jersey, May 23, 2006.
- Speaker, “Brownfields Redevelopment: Remediation, Funding, Insuring, Redevelopment,” McManimon & Scotland, L.L.C. Seminar, Mount Laurel, New Jersey, March 27, 2006.
- Speaker, “Brownfields Redevelopment: Remediation, Funding, Insuring, Redevelopment,” McManimon & Scotland, L.L.C. Seminar, Newark, New Jersey, March 17, 2006.
- “Case Study: River Place at Butler, Butler, Morris County, New Jersey,” Brownfields Marketplace Conference, Iselin, New Jersey, May 25, 2005.
- “New Jersey’s Brownfields Redevelopment Resources,” Economic Development Tools and Techniques Seminar sponsored by Passaic County Board of Chosen Freeholders, Passaic County Department of Economic Development and Passaic County Mayor’s Organization, Wayne, New Jersey, May 21, 2005.
- Panelist, Government Opportunities Session, EPCON 2005 The Environmental Procurement Conference, Iselin, New Jersey, April 18, 2005.
- Adjunct Professor, New Jersey Institute of Technology, Environmental Problem Solving Seminar – Finance Panel, February 15, 2005.