

Client Profile

Confidential Military Housing Property Management Company • Southern California, Missouri, Georgia, and Mid-Atlantic

Client Overview



Client: Confidential military housing property management company

End market(s): Military privatization/Real estate

Practice area(s): Infrastructure, Compliance and Assurance, Industrial Hygiene, and Environmental

Service(s) provided:

- Stormwater, wastewater, and drinking water infrastructure inspection, maintenance, and repair
- Industrial hygiene (mold and asbestos), and environmental due diligence at privatized military housing communities across the nation

Service area(s): Primarily Southern California plus Missouri, Georgia, and mid-Atlantic

Engagement date: 2000 to Present

Challenge

We were introduced to the client through another client that had teamed with this property management company for evaluation of one of the first privatized military family housing projects in Seattle. The effort involved extensive environmental due diligence and risk management support to assist the client in securing bonds for 50- and 100-year land lease deals.

While our initial work with the client focused on due diligence and industrial hygiene, once the client secured multiple 50- and 100-year privatization deals they they shifted their focus to finding support for wet utility infrastructure and reached out to Apex for our support providing this ongoing service.

Solution

Apex has MSAs with two entities, both of which are public-private partnerships with the client as the managing partner. Apex performs comprehensive stormwater, wastewater, and drinking water system maintenance, repair, and emergency response for 30 Navy and Marine Corps family housing communities in Georgia, Missouri, and California. Functioning much like a Department of Public Works Apex provides inspection, maintenance, repair, and emergency response services associated with the wastewater, drinking water, and stormwater treatment and distribution systems associated with these communities. Over the years, Apex's role has included design, start-up and operation of dedicated drinking water and wastewater treatment plants. In addition to the wet utility services, Apex provides comprehensive industrial hygiene support, including mold/moisture surveys for more than 10,000 units and mold-free construction inspections for renovations and new builds. Apex additionally has separate MSA agreements with two military family housing districts that enables each to access Apex a diverse array of as-needed services.

Results

The client's business focuses on comprehensive military housing management and relies on a strategic partnership with Apex to provide specialized services. Apex partnered with the principals of the client's organization at the onset of the privatized military housing industry in the early 2000s and established a unique level of trust that we have maintained for 20 years.

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In addition to providing comprehensive drinking water, wastewater, and stormwater maintenance (where we function like that of a municipal department of public works), Apex has also provided extensive industrial hygiene services to the client over the years, which, considering the history of mold impairment in military housing, is an essential risk management support function.

While Apex began and continues having strong relationships with the client's executive team, we have also developed a strong rapport at all levels within the client's organization. This has allowed Apex to grow our services over the years despite natural turnover of project-level account managers with the client. The multi-year operations and maintenance (O&M) contracts provide a steady and reliable revenue baseline that positions Apex to more than double that revenue stream annually through our wet utility infrastructure repair contract and the opportunity to partner with the client in development and annual update of their wet utility infrastructure capital investment plan.



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