



Growing an EHS Consultancy

***“A Contrarian’s Thoughts and Guidance
from 50 Years of Business Experience”***

Stephen J. Myers, CEP, CPEA

Founder and President, Myers Environmental Consulting, LLC
Senior Associate and Charter Member, Pine Bluff Env. Associates
smyers@myersenvconsulting.com
518.357.4936 (office)
518.423.4806 (cell)



Stephen J. Myers, CEP, CPEA



- Founder and President of Myers Env. Consulting, LLC
- Senior Advisor to Founder and Charter Member of Pine Bluff Env. Associates
- 50 years of experience in engineering, env. operations & reg. compliance, executive business management, environmental risk, acquisition/divestitures, env. remediation & sustainable innovation
- Private Industry, Consulting and Insurance
- Specialize in environmental excellence, risk management and innovative strategies for business success for multinational companies



DISCLAIMER



The following presentation is for educational purposes only. All information is based on my personal experiences over 50 years in business and to stimulate discussion and thought. Nothing is meant to insult or demean any person or company.

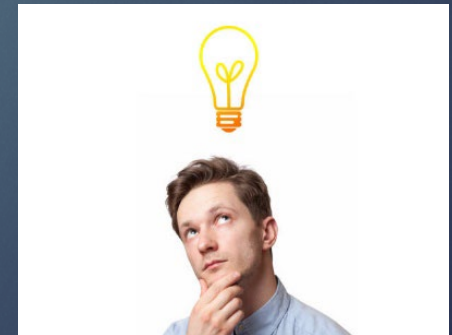


PREFACE/ASSUMPTIONS



- ✓ This will be **DIFFERENT** from everything else you will hear today!
- ✓ A **PRIVATE SECTOR/INDUSTRY** EHS services focus
- ✓ **DO NOT BE INSULTED OR TAKE THIS PERSONALLY-** my experiences not necessarily yours
- ✓ It requires an **OPEN MIND** to alternative scenarios.
- ✓ **POTENTIAL OUTCOMES-** “signs” not generalizations
- ✓ **PROVOCATIVE** questions to make you **THINK!**

OBJECTIVE- one person who says “.....I Get it!.....”



QUESTION 1

IS EHS CONSULTING A SUCCESSFUL BUSINESS MODEL?

(i.e., WOULD YOU INVEST YOUR OWN MONEY IN IT?)

Structural Challenges:

- Leadership
- The only asset?
- The growth plan to failure
- Bidding and winning and losing money
- KPI's
- How many are there?

WHAT DOES THE “C SUITE” THINK OF THE EHS FUNCTION?

Perception IS Reality:

- A cost of doing business
- “Kids table” at Christmas
- What we “sell” (do) vs what they “need”
- “Technical gobbledeygook”
- Wrong people, wrong language, wrong message
- “Activists” hurt our reputation and business

QUESTION 3

WHY ARE EHS STAFF AND CONSULTANTS UNDER VALUED?

“...the importance, worth or usefulness of something...”

- Not part of the client company core mission
- Not part of the core team- “field goal kicker”
- Not client company advocates- “Willy Sutton”
- Required by laws/regulations
- Moralists vs. problem solvers
- A necessary “cost” (evil)
- No barriers to entry- cost discounting!

QUESTION 4

WHAT IS THE REAL PROBLEM WE ARE SOLVING?

Technical? Administrative? Operational? Cultural?

OR

STRATEGIC AND FINANCIAL

- Technical vs. business solution
- Engineers have guardrails
- The inefficiency of regulatory processes
- The “remedy” may only be the beginning
- The balance sheet
- **EHS is a risk management business**

WHAT IS THE EHS “ISSUE OF THE DAY”?

...“IT WILL KILL YOU AND IT’S EVERYWHERE” ...

- The “Death Chemical”- DDT, Asbestos, PCBs, Methyl Isocyanate ,Lead, MTBE, PFAS...
- Safety, Env. Compliance, Beyond Compliance, Certifications, ISO, Global Warming, Climate Change, ESG, Sustainability...

What’s Next????
Greenwashing?

WE HAVE A CREDIBILITY PROBLEM



A FEW HUMBLE SUGGESTIONS



- COMPANY KNOWLEDGE/CLIENT PREPARATION
- SELF-ANALYSIS- FOCUSED EXPERTISE
- SOLVE PROBLEMS THAT MATTER
- THE RIGHT PEOPLE WITH THE RIGHT MESSAGE
- ASK DON'T TELL
- CONNECT EVERY SOLUTION TO THE BUSINESS
- BRING MORE THAN EXPECTED EVERY TIME
- **YOUR VALUE DICTATES YOUR COMPENSATION**

YOUR SECRET WEAPON- **“ADAPTATION”**



***“...PROVIDE BUSINESS LEADERSHIP
THROUGH SUPERIOR EHS PERFORMANCE...”***

Thank You!

Stephen J. Myers
518.357.4936 (office)
518.423.4806 (cell)
smyers@myersenvconsulting.com
www.myersenvconsulting.com
www.PBEAssociates.com