



Last Updated: 4:28 pm | Sunday, November 11, 2007

Storms blew EQM revenues out of the water Katrina, Rita cleanup work nearly doubled 2005 gains

BY JEFF MCKINNEY | JMCKINNEY@ENQUIRER.COM

FOREST PARK - One of the nation's worst natural disasters led to a storm of growth and new business for Environmental Quality Management Inc.

Most of the \$92.6 million gain in revenues the company had last year came from environmental cleanup work it did in New Orleans and southern Louisiana related to Hurricanes Katrina and Rita.

The environmental and engineering consulting firm was asked to do the work by the Federal Emergency Management Agency through its contract with the U.S. Environmental Protection Agency.

• Presenting the 2007 Deloitte Cincinnati USA 100

EQM had revenues of \$188 million in 2006, up 97 percent from \$95.4 million in 2005. The company, founded in 1990, ranks 39th on the latest Deloitte Cincinnati USA 100 list of the region's largest privately-held businesses, up from 61st a year ago. Its workforce was 280 employees last year, up from 200 two years ago.

EQM was founded in 1990 by four environmental consultants in Forest Park. It has 14 more offices across the United States and three international offices in Slovakia, Iraq and Serbia.

"The contract was significant because it gave us the opportunity to be involved in the largest natural disaster in this country's history," says Jack Greber, the company's president and CEO. He says the project lasted for 18 months and required EQM to perform a large variety of difficult and challenging environmental cleanup tasks in adverse conditions.

The company's revenues last year also were helped by a \$25 million reconstruction project it completed in Iraq for the U.S. Air Force.

Greber says the experience and credentials gained from the project also helped land new business.

EQM earlier this year was awarded an eight-year contract valued at \$354 million by the EPA to do emergency-response cleanup at abandoned hazardous-waste sites and responding to natural and man-made disasters in Louisiana, Texas, Arkansas, Oklahoma and New Mexico, Greber says.

It also won three contracts in July valued at \$8 million with the U.S. Army Corps of Engineers for environmental cleanup in southern Louisiana.

But Greber does not expect the company to experience the same level of growth over the next two years.

He says EQM's long-term strategy for the next five years will be to continue to grow by making acquisitions as well as aggressive sales and marketing efforts.

He says the company plans to use the increased revenue and profits to help support the acquisitions, which it plans to begin making next year.