



Gary Reynolds

Principal

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- Regional NADCO (National Association of Development Companies)
- National NADCO (National Association of Development Companies)
- Coleman Conference

Mr. Reynolds' responsibilities include working with lenders to help them understand SBA's most recent requirements, speaking at various association meetings throughout the nation, and providing value to the industry through the creation of flowcharts, NAICS code charts, fact patterns, and other various tools that are used nationally by lenders as reference tools.

Mr. Reynolds' focus has always been to provide valuable, succinct information to lenders nationwide regarding up-to-date requirements set forth by both the SBA and the Environmental Protection Agency. He is a marketing expert by career and has now become an SBA environmental expert by design.

Mr. Reynolds' experience within the environmental industry has required that he become familiar with several aspects of environmental consulting and the needs and requirements of multiple reporting standards, including ASTM E1527-05 (the All Applicable Inquiries standard), ASTM E1528-06 (the Transaction Screen standard), and the Records Search with Risk Assessment as outlined in SOP 5010 5 (A).

Mr. Reynolds works with financial institutions, commercial real estate brokers, commercial developers, mortgage brokers and equity groups nationally. He has had articles published in national industry publications and continues to search for ways to provide valuable and timely information on environmental due diligence to the various industries Partner Engineering and Science serves.

Mr. Reynolds joined Partner as part of the acquisition of the Colorado based, US Reports. Mr. Reynolds also serves as the regional manager of Partner's Rocky Mountain office and practice director for SBA Due Diligence nationally.

In his previous positions, Mr. Reynolds developed and maintained a variety of client relationships with a number of client companies by providing his expert opinion and skilled report management.

Some client references include:

- The Home Depot

## Affiliations

Member, National Association of Government Guaranteed Lenders (NAGGL)

Member, National Association of Development Companies (NADCO)

Member, Northern Texas Association of Government Guaranteed Lenders (NTAGGL)

Member, Environmental Bankers Association (EBA)

Mr. Reynolds has 4 years of experience working with lenders and assessing their environmental consulting needs and 29 years of sales and marketing experience building and maintaining client relationships. Mr. Reynolds has focused his environmental due diligence career working with U.S. Small Business Administration lenders. By working with various District Councils as well as having strong relationships with Private Council for NAGGL (National Association of Government Guaranteed Lenders) and NADCO (National Association of Development Companies), Mr. Reynolds is a valuable resource for interpreting the current SBA Standard Operating Procedure Environmental Requirements for clients nationally.

Mr. Reynolds is regularly called on to speak at a variety of conferences on the subject of Small Business Administration environmental due diligence requirements. Some of the agencies and conferences that Mr. Reynolds has spoken before include:

- PBBA (Pennsylvania Business Brokers Association)
- Regional NAGGL (National Association of Government Guaranteed Lenders)
- National NAGGL (National Association of Government Guaranteed Lenders)

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- United Western Bank
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- Community West Bank
- American Business Lending
- Banco Popular N.A.
- BNB Bank
- Colorado Lending Source (CDC)