

2023 Ones to Watch Industry Leaders: Chuck Merritt, Merritt Environmental Consulting Corp.



Name:
Chuck Merritt

Title:
President/LEED AP

Company:
Merritt Environmental
Consulting Corp

**Number of years in
CURRENT position:** 14

3 skills that you use every day in your position: Start the morning with my to do list... and get all items done. Be motivating and positive to our team. Return every client phone call/email by the end of the day.

What recent project, transaction or accomplishment are you most proud of? MECC was contacted by a firm interested in buying several industrial properties on Long Island at auction. There was only 5 days of due diligence time to access the buildings and prepare a Phase One Environmental Site Assessment (ESA) on the properties. We got it done.

What makes this nominee an Industry Leader? "Throughout all the years and all the mergers, Merritt Environmental has always been there for our bank. The MECC team offers concise environmental reports in a timely manner so the bank can understand any risks prior to making a commercial real estate loan. In addition, Chuck is always available by cell phone to speak with bank reps and borrowers to explain the sometimes-complex nature of environmental issues." - John Adams, Senior EVP/CLO at NYCB/ A division of Flagstar Bank.

Best book, podcast, or app for aspiring leaders: Golf is not a game of perfect... Bob Rotella

Best advice for new leaders in 10 words or less: Treat everyone with respect. They may be your next customer.

What was one of your biggest challenges as a leader and how did you overcome it? Environmental Consulting can be a subjective industry. We had a client buy a property and approach a large lending institution for a loan and presented our reports (phase 1 & phase 2 investigation) after they purchased the site. That lender relied on another consultant to review our reports. They insisted that more work needed to be done so they could advise their bank client better. We worked through the scope we had agreed upon with our client which was designed by a NY State Professional Geologist (PG). After a lengthy conference call with all parties, the other firm agreed with our conclusions.