

# HELPING COMPANIES WITH ENVIRONMENTAL COMPLIANCE

Utilizing advanced technical and industry knowledge to ensure regulatory compliance

The constant evolution of science and technology makes regulatory compliance seem like a moving target. The stresses of this evolution are driving up demand for environmental consulting services. Estimates predict that the environmental consulting services market will increase 47 percent over the next few years, hitting \$43.8 billion by 2025, according to Orbis Research. As regulatory requirements become more stringent, more clients are choosing to outsource their compliance responsibilities. "Clients trust us to help them navigate the complexities of an ever-changing regulatory landscape," says Keith Sampson, CEO of SRP Environmental.

Sampson, a native of Cape Breton, Nova Scotia, leads one of the fastest-growing environmental consulting firms in the U.S. This year, SRP Environmental was named to the Inc. 5000 list for the fourth time. What differentiates SRP from other environmental consulting companies is its scope of services, which includes environmental consulting, industrial hygiene, and safety services. That breadth of capabilities allows the company to serve a wide range of industries, from health care to oil and gas, from insurance, banking, manufacturing, transportation, and restoration, to federal, state, and local agencies. With 18 offices throughout the U.S. and Pacific region, SRP also has a large geographic footprint.

## INVESTING IN THE BUSINESS

In addition to offering a range of environmental services, SRP has thrived by investing in its employees' professional development. Eighty-two percent of SRP's team hold either an advanced degree or specialized regulatory accreditations. The firm is committed to employing highly skilled industry experts who provide best-in-class service to its rapidly growing client base. "We've built a strong, dedicated team that's extremely talented," Sampson says.

Investments in technology also drives SRP's continued growth. Leveraging cutting-edge technology has enabled the company to maximize the quality of its data tracking, measurement, and real-time monitoring responsibilities.

1948

2019  
RANKING

\$14.3

MILLION  
2018 REVENUE



206%

3-YEAR GROWTH

82%  
EMPLOYEES

HAVE AN ADVANCED  
DEGREE, CERTIFICATION,  
OR LICENSE



Keith Sampson,  
CEO of SRP  
Environmental

"Environmental health and safety software allows us to capture complex data more quickly, efficiently, and accurately," says Sampson, in part through mobile apps developed in house.

Several acquisitions have accelerated SRP's fast growth. The firm has acquired three companies since 2012, and its short-term goal is to acquire eight more.

## EXPEDITED RESPONSE TIMES

A need for specialized expertise is precisely why one national elder care company turned to SRP for support in addressing environmental risks following natural disasters, such as hurricanes and floods. Nursing homes and elder care facilities serve a sensitive, high-risk population whose health can be negatively impacted by changes in their environment. Therefore, performing timely assessments and providing effective protocols is critical, explains Sampson. "We work hard to get residents' lives back to normal as quickly as possible, without compromising their quality of life," Sampson says.

That commitment to effective and efficient solutions has led to a long-standing and growing partnership, which is the norm at SRP. At least 80 percent of its business comes from existing clients.

"Our dedication to our customers' compliance and success has led to repeat business that has fueled our growth," Sampson says.