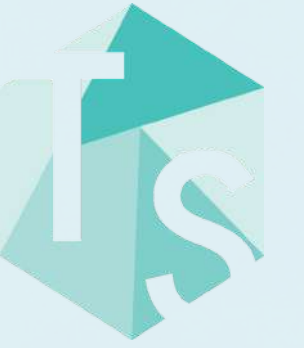




TSR VIRTUAL COFFEE BREAK

WELCOME!



- **Questions?** Type them in the chat or Q&A window at anytime. We'll have time at the end. For everything else, contact Sales@TriStateRestores.com.
- **We are recording!** A links to view the video & PDF presentation will be shared with you tomorrow morning.
- **Starbucks Gift Cards:** Attendees can all expect a caffeinated surprise in their email tomorrow!
- **After the VCB:** Please complete the post-event survey to share topics you'd like us to cover in our next VCB. *See you July 28!*
- **Want an extra \$25?** Post a review of TSR on Facebook, Google or Angie's List after the event and we'll send you an Amazon e-gift card!
- **Stay till the end** – TWO lucky attendees will win a \$50 Gift Card!





WHO WE ARE



FAMILY OWNED - LOCALLY OPERATED - ESTABLISHED FIRM

Tri State Restorations LLC® is a Washington D.C. Metropolitan-based family-owned and locally operated commercial and residential disaster recovery specialist. We specialize in the mitigation, remediation, removal, cleanup and restoration efforts of large commercial water, fire, mold, biohazard & trauma property losses.

Our company's mission is *Turning Disaster Into Peace of Mind®* because we're committed to helping ease the burden of handling your property's disaster providing you with the best customer service and remediation services available.



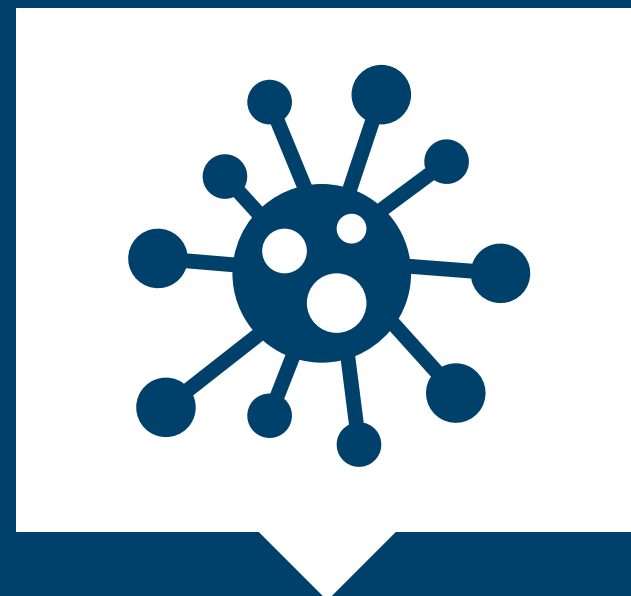


SERVICES

We're Your Local DMV Area Commercial & Residential Disaster Recovery Experts.



Water Mitigation &
Restoration



Mold Remediation



Fire/Smoke
Restoration & Odor
Control



Biohazard &
Trauma
Disinfection



Sewage Mitigation
& Cleanup



LICENSED + INSURED + RELIABLE

- IICRC Certified Firm
- EPA Lead Safe Certified Firm
- IAQA SMART Mold Firm
- Infectious Disease Control Certified
- 5-Star Rated

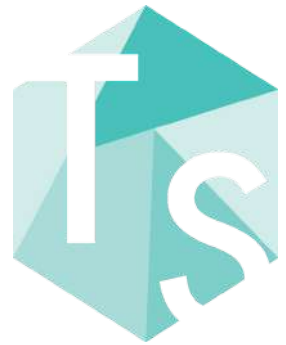


AVAILABLE 24-7





Awareness of seasonal hazards like mold is not only important for your property, it's necessary to maintain occupant safety and health.



MARK A. WILSON

PRESIDENT/CEO

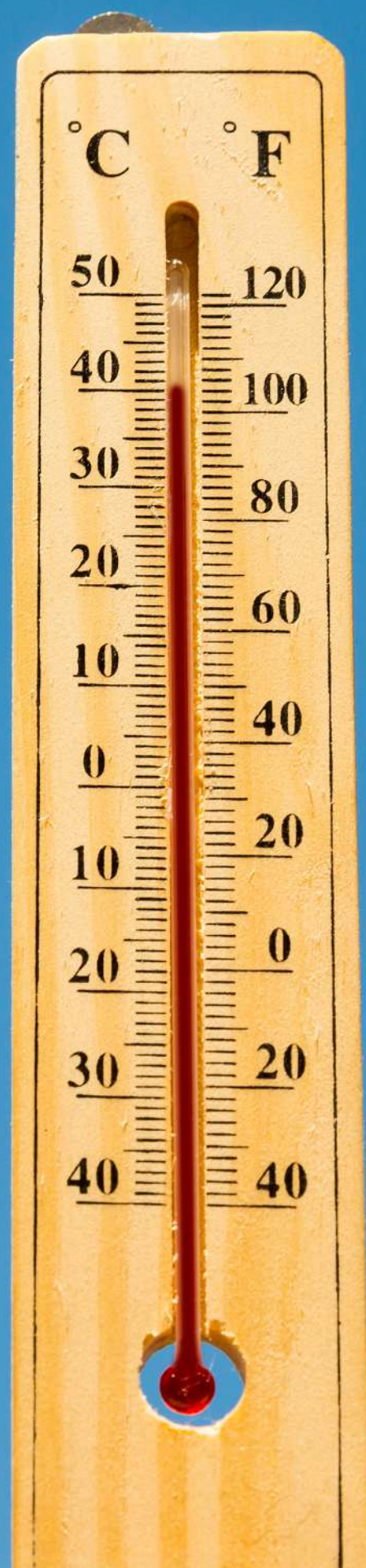
Mark has been assisting DMV area customers with their property's emergency disaster restoration and mitigation needs since 1996 - first as a technician - then as a manager - and now as an owner with his wife, Tara.

After 25+ years of doing what he enjoys most, Mark now works to pass on these valuable experiences and skills to his employees and customers through mentorship and events like this!





**Did you know that mold is
everywhere and has over
100,000 different types!?**



SUMMER HEAT + RAIN = PERFECT STORM!

Summer's warmer weather and heavy rainfall creates a 'perfect storm' scenario for mold and microbial growth.

Mold is caused by warm and humid conditions and is likely to grow and become a problem where there is indoor moisture, dampness, flooding, leaky roofs, improper ventilation, faulty appliances, high humidity, improper landscaping grading or most commonly, indoor plumbing issues.



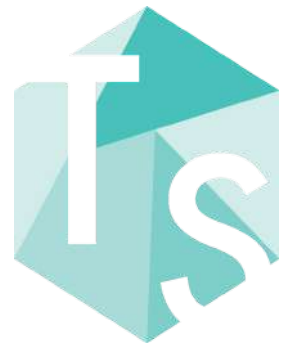
Mold can grow on many different surfaces and is especially hearty on building materials like wood and drywall.



MOLD FAQs:

- **100%** of all types of mold have the potential to cause some health effects (EPA)
- **8 Symptoms of mold:** sneezing, itchy & watery eyes, runny or itchy nose, congestion, dry mouth, and respiratory issues.
- **93%** of chronic sinus infections attributed to mold (Mayo Clinic)
- **70%** of structures estimated to have mold behind walls (Harvard EDU)
- **100,000** different species and types of mold
- **30%** of brand-new homes have mold (CNN)





IS IT MOLD OR MILDEW?

Both are fungi, love damp environments and can grow on virtually any surface. Both can also cause air quality issues and exposure symptoms, putting building occupants at risk of serious illness.

Warning Signs:

- visible mold or water stains
- cracks around windows or doors
- musty smell or strange odor present
- wood rot around exterior doors and trim
- peeling paint
- leaking faucets, bath or toilets
- improper bathroom ventilation



WHAT CAN I DO TO PREVENT MICROBIAL GROWTH AND LIMIT DAMAGES?

Quick action is required when visible leaks or standing water is present. Water is unforgiving – mold and structural damages can begin within mere hours of an incident!





FOLLOW THESE STEPS UNTIL A PROFESSIONAL CAN INTERVENE:

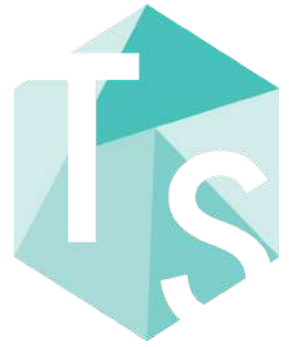


DO NOT:

- Disturb visible mold.
- Wait for standing water to dry on its own.
- Enter a room with standing water.
- Use household vacuum to remove water.
- Remove wall-to-wall carpet.
- Use electrical appliances while on wet flooring.
- Do not remove books from shelves, instead pack them in tightly to prevent page warping.

DO:

- Contact a restoration professional like Tri State
- Remove as much water as possible by mopping/blotting.
- Remove wet area rugs or other floor coverings.
- Wipe down furniture and prop-up wet draperies & furniture cushions for even drying.
- Move wall hangings to a safe, dry location.
- Open drawers, closets, and cabinet doors to enhance drying.

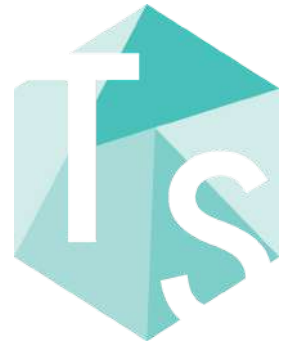


ASSESSING THE DAMAGE: WHEN TO SEEK HELP

**Seek a licensed restoration professional like
Tri State if you have:**

- Visible mold or suspect an occurrence of mold based on the warning signs above
- Severe allergic reactions/air quality issues
- Standing water or visible water leakage from a recent rainfall or flood and need extraction & structural drying services
- Recent sewage backup or other plumbing issues





WHAT IS MOLD TESTING?

Mold testing is a great way to find out if there is a greater mold related health hazard in any interior space. Tri State performs:

- Air Sampling
- Tape Lift Sampling
- Swab Sampling

Tri State Restorations will then work with you to determine if remediation needs to be done.





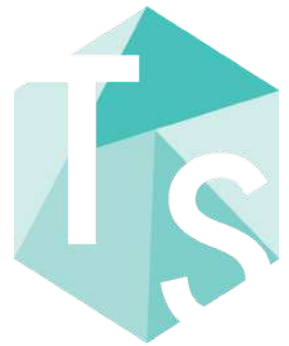


5 QUESTIONS TO ASK BEFORE HIRING A PROFESSIONAL



1. **Are your employees certified and insured?**
2. **What type of PPE will employees wear?**
3. **Do you have Mold Remediation experience? *Testimonials?***
4. **What types of chemicals/cleaning solutions will you use?**
5. **What mold removal techniques will be used?**





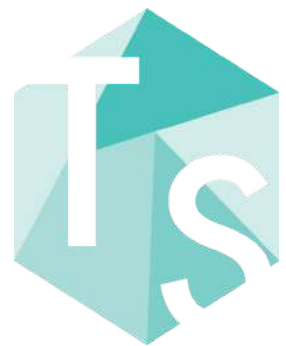
WHAT IS AN IICRC CERTIFIED FIRM?

IICRC stands for the Institute of Inspection, Cleaning and Restoration Certification.

As a consumer, seeing IICRC-certification means you are receiving the highest possible level of cleaning and restoration work, backed by an organization dedicated to raising the bar for customers and technicians worldwide.

Tri State holds the IICRC certified firm accreditation and our technicians are individually certified in Water, Fire & Smoke, Biohazard and Mold restoration practices.





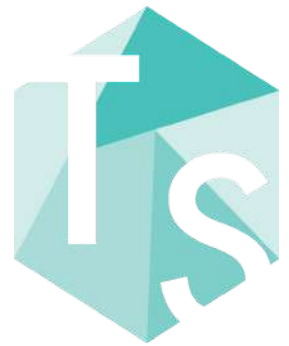
WHAT IS AN INDOOR AIR QUALITY SPECIALIST?

Indoor Air Quality Specialists have unique training to diagnose, consult, and remedy common indoor air quality issues.

Tri State is a member of the IAQA (Indoor Air Quality Association).

Our employees are trained to understand the fundamentals of airborne and particulate toxins and infectious agents, how it affects the indoor air quality of your property and your health.



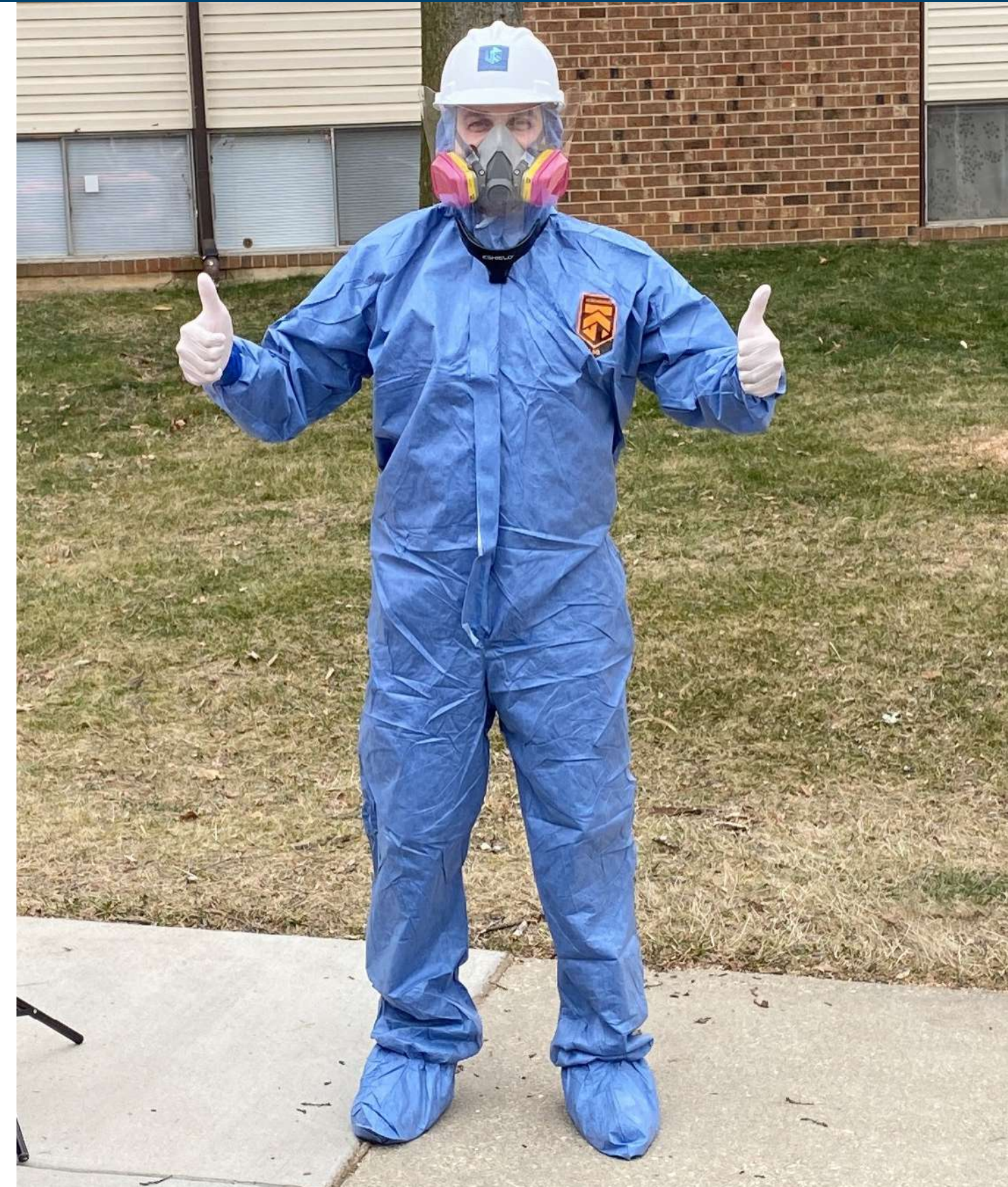


DRESSED FOR SUCCESS

Our goal is to keep you and our team safe while also providing peace of mind.

We arrive to every mold inspection and remediation appointment wearing appropriate PPE including, but not limited to:

- booties
- full-face respirators
- tyvek suits
- and gloves





DEVELOP PLAN OF ACTION

Our certified mold remediation experts arrive onsite to provide a full inspection of the damage in your home or facility, then provide you with an action plan leading to a simple and efficient mold removal process, and include recommendations to prevent future intrusions.

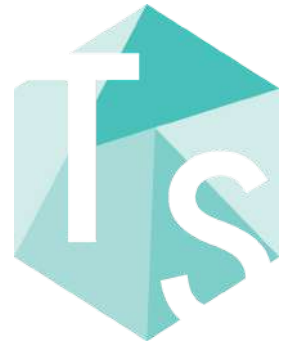


2 TIERS OF MOLD TESTING

Mold Estimate Tier 1 = \$250 Includes: onsite technician, use of PPE, moisture assessment via Hygrometer/Protimeter, FLIR infrared camera, borescope and written SOW

Mold Estimate Tier 2 = \$550 Includes: onsite technician, use of PPE, Mold Testing via 3 Air samples [outside, unaffected inside, and affected inside], lab testing with written results and written SOW





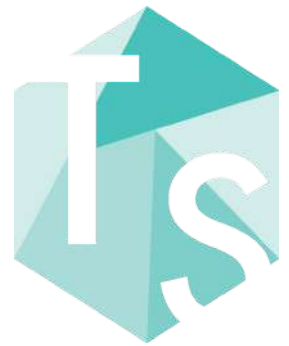
3RD PARTY CONSULTING

Tri State consults with several 3rd party industrial hygienists and Indoor Environmental Professional (IEP)s to support property owners needs.

Industrial hygienists analyze, identify and measure hazards or stresses that can cause sickness and impaired health from biological exposures and an **IEP** has specialized equipment that can detect the particular area where the mold is coming from and perform post-remediation verification

Many of you met Shari Soloman from CleanHealth Environmental during our February VCB.





HOW DO I KNOW THE MOLD IS GONE?

Air quality checks are performed before and after the work is complete, providing you with peace of mind that the hazard has properly been removed.



REMEDIATION EXAMPLES





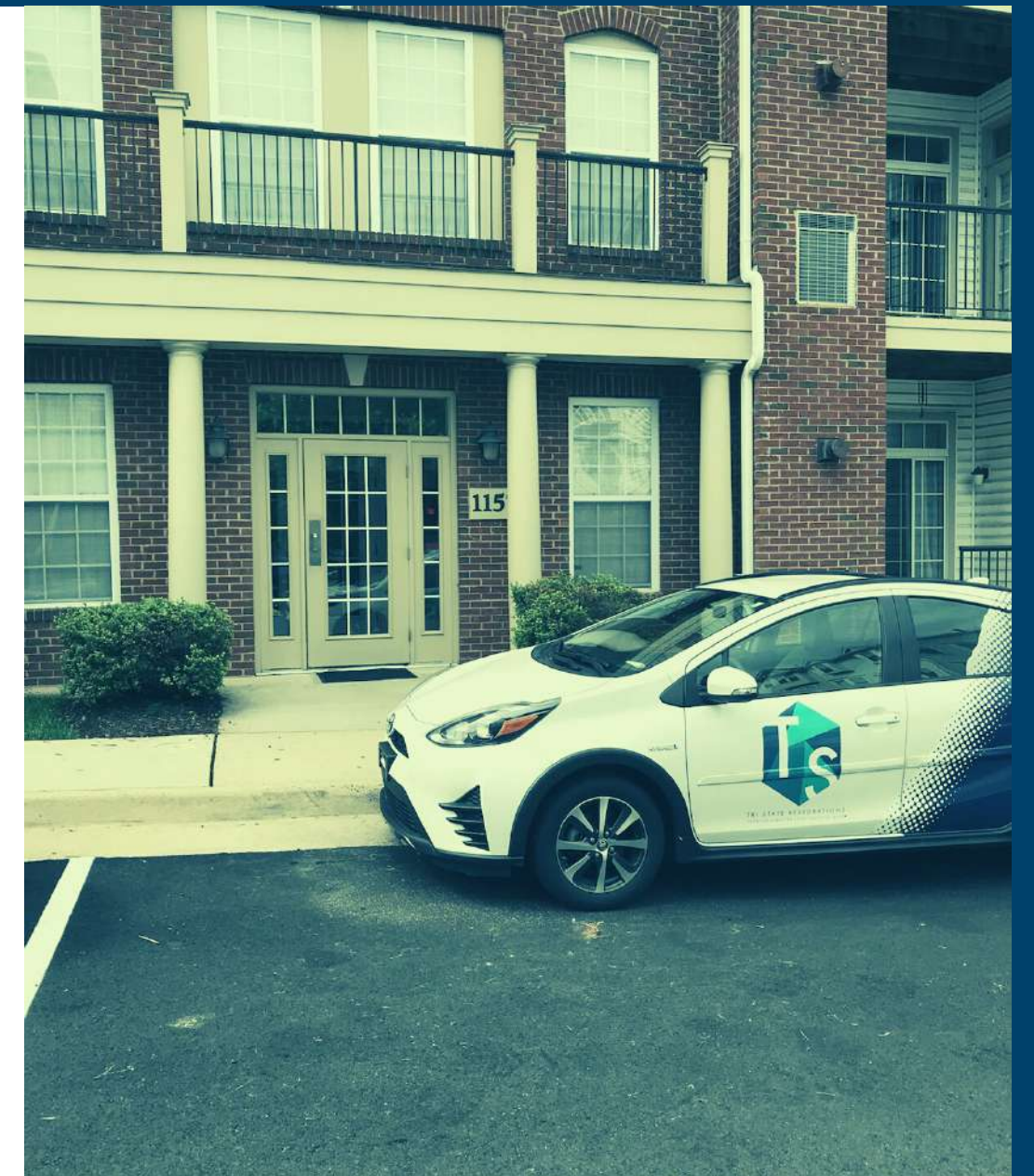
MOLD REMEDIATION

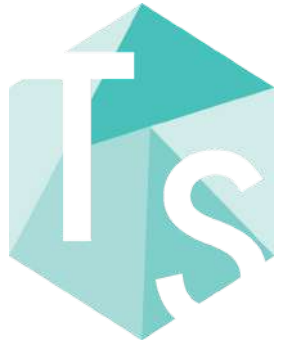


REMEDICATION OF MOLD IN COMPLEX TRASH/DISPOSAL ROOM

Unit 203 directly above trash compactor room has a leak from the toilet causing major microbial growth on ceiling in the trash compactor room. Set up containment, dehumidifier and air scrubber to help prevent cross contamination.

Tri State worked to remediate both the Unit 203 bathroom and the trash/disposal room.






Matterport

11575 Cavalier Landing Ct., Fairfax,
VA 22030



Explore 3D Space

POWERED BY

 **Matterport**



THE AFFECTED ROOMS



UNIT 203



CONTAINMENT



REMOVAL OF AFFECTED AREAS





DISINFECTION & ANTI MICROBIAL



EQUIPMENT IS SET



JOB COMPLETION



MOLD REMEDIATION



MOLD & MICROBIAL GROWTH REMOVAL AT ASHBURN PRESCHOOL

A water leak was repaired in one of the Primrose preschool classroom walls, but the residual moisture led to unwanted microbial growth and Tri State was called out to help remediate.

Our team of IICRC mold remediation certified technicians arrived onsite in full PPE, including Tyvek coveralls, gloves, full face respirators and booties and began work to contain the hazardous environment to reduce the spread of airborne toxins.





PRIMROSE SCHOOL
Ashburn, VA



THE AFFECTED CLASSROOM



INSPECTION



**MOLD & MICROBIAL GROWTH
PRESENT IN AFFECTED AREA**



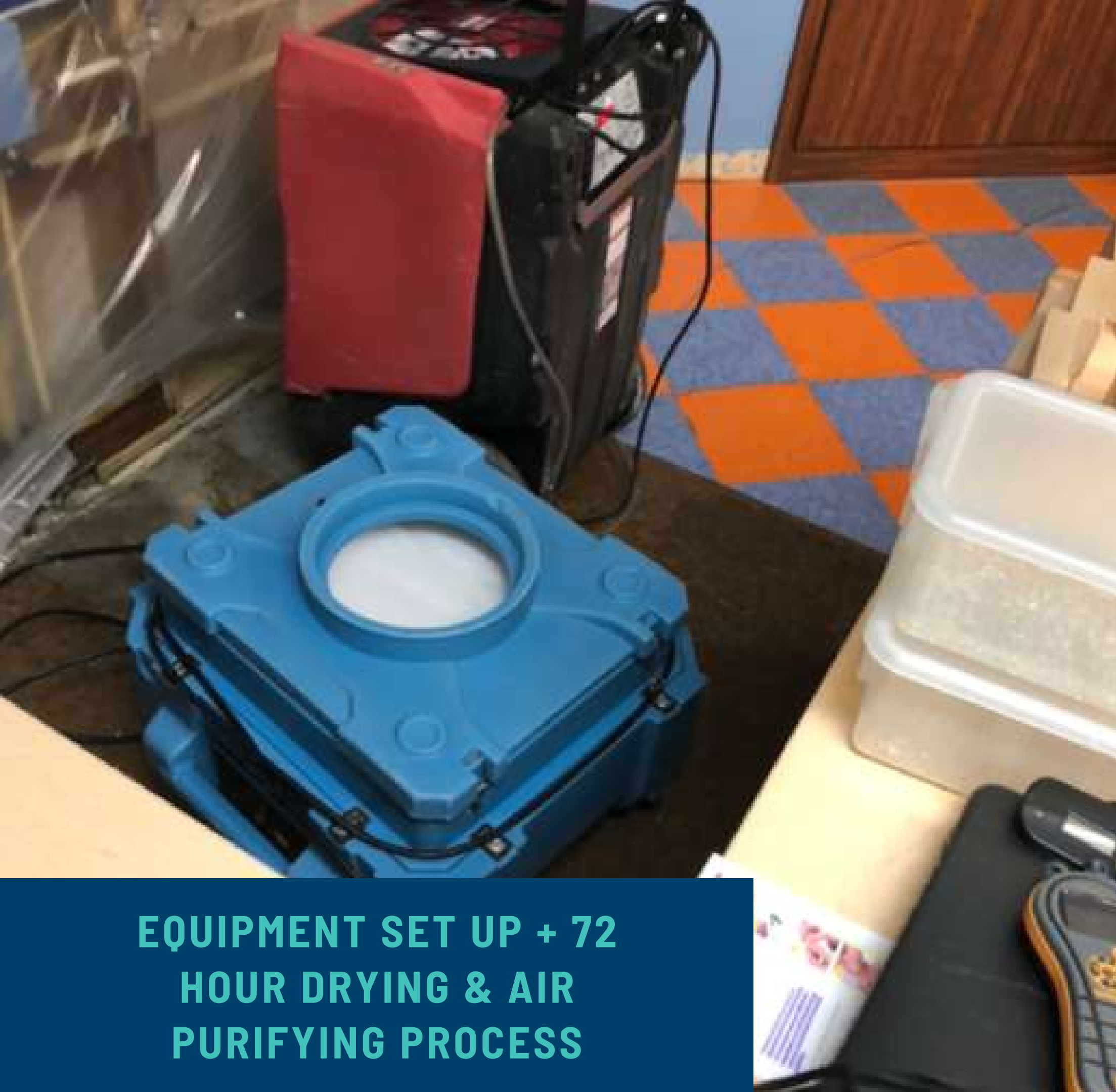


CONTAINMENT



**REMOVAL OF AFFECTED
AREA & DISINFECTION**





**EQUIPMENT SET UP + 72
HOUR DRYING & AIR
PURIFYING PROCESS**

“

**FEEL CONFIDENT CHOOSING
TRI STATE WHEN DISASTER STRIKES**



“Great contractor. Responsive, professional, attentive; overall great service. We will certainly use them for all future needs, and we don't hesitate to recommend them.”

Learn more about this project:
<https://bit.ly/3vv2tGo>

VICTOR TABOADA
PRIMROSE SCHOOLS - MCLEAN, VA



When Tri State received a call from a local plumber that found mold hidden behind the walls of a shower during renovation, we were on the scene in less than 90-minutes.

MOLD INSPECTION VIDEO





MOLD INSPECTION



Mold Assessment

Watch on  YouTube

IN CLOSING...

Following proper water mitigation standards after a leak or flood is crucial to help prevent unwanted disasters like mold.

If you suspect water damage, mold growth, or any other property hazard, give us a call on our emergency services line:

866-818-1949





QUESTIONS?



24-HOUR EMERGENCY LINE

866-818-1949



WEBSITE:

TriStateRestores.com



FOLLOW US:

[@TRISTATERESTORATIONS](#)
Instagram - Facebook - LinkedIn

CONNECT



GRAND PRIZE DRAWING!



HELP US PLAN FOR FUTURE COFFEE BREAKS!

Let us know what you'd like for us to cover next month by completing the post-event survey!



LIKED THIS PRESENTATION?

Review Tri State Restorations on Google, Facebook or Angi and we'll send you a \$25 Amazon Gift Card!



SEE YOU JULY 28!



TRI STATE RESTORATIONS
24-HOUR EMERGENCY SERVICES
866-818-1949