



FIRM OVERVIEW

CONCUR, Inc. is a premier provider of services in agreement-focused facilitation, mediation, situation assessment, strategic planning, joint fact-finding, and training in mutual-gains negotiation. Agreement-focused facilitation and mediation is our core service.

Over the last twenty years, CONCUR has assisted clients in building agreements on a wide range of complex environmental policy, planning, and natural resource cases, many of which involved substantial scientific uncertainty and technical complexity. Based in California, CONCUR has completed projects in most regions of the US, and 21 other nations including assignments in the Caribbean, Latin America, Europe, Asia, Africa, and the South Pacific. The specific focus of our work has covered the full spectrum of environmental and other public policy issues on the county, state, federal, multi-state regional and international transboundary scale, from fisheries management and land use planning to scarce resource allocation and economic development. We have worked with a broad range of stakeholders - from small local entities such as city planning departments to the federal departments of Defense and Interior, from Native American tribes to local businesses and national environmental NGOs. CONCUR is known in both the natural resource community and the field of Alternative Dispute Resolution for our exceptional dual expertise and track record of success in building agreements.

Distinguishing Features of CONCUR

Neutrality: CONCUR works as a neutral facilitator and mediator and does not work as an advocate for any single organization. We have built agreements with signatories that include players in all environmental policy areas.

Dual Expertise: We bring both substantive and process expertise to our work. Our staff has extensive substantive knowledge in the natural sciences, environment and water law, public policy, environmental planning, economic development and organizational development. In addition, our process expertise and years of successful practice includes extensive knowledge of the full range of collaborative negotiation and mediation techniques.

Legitimacy and Accountability: CONCUR's experience in crafting consensus-based agreements, coupled with its dual expertise, creates legitimacy and acceptance of work products from public agencies and officials, private industry and non-governmental advocacy groups.

Stability and Durability: Our process is designed to produce decisions and agreements that are durable, stable and legally enforceable.

Integrating and Translating Technical Information: As a key part of our facilitation model, we work directly with hydrologists, biologists, engineers, economists and other specialists to assemble and clearly communicate to both experts and stakeholders the very best available technical information. By guiding and structuring the exchange of technical information, we help contending parties escape the pitfalls of "adversary science" and instead build a firm foundation for later agreements.

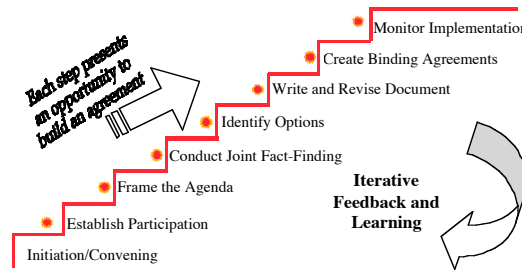
Building Stepwise Agreements: CONCUR's process for building agreements proceeds through a logical sequence of steps in which parties create a series of small agreements, culminating in a complete solution to the problem under discussion.

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CONCUR, Inc.

We at CONCUR are committed to working closely with our clients to develop a customized approach that is flexible and meets the needs of their specific project. Our Stepwise Model for building agreements can be customized for any size project:



Selected Project Summary Matrix:

Project	Resource Issues										Services / Work Product							
	Watershed Management	Water Quality	Water Supply	Ecosystem Restoration	Endangered Species	Coastal and Marine Resources	Land Use Planning	Toxics Remediation	Energy, Transportation and Infrastructure	Economic Development	Situation Assessment Report	Strategic Planning	Joint Fact-Finding	Training	Stakeholder Involvement / Outreach	Agreement-Focused Facilitation	Resource Management Plan / Policy	Ratified Agreement
CALFED Bay-Delta Program	•	•	•	•	•			•	•	•	•	•	•		•	•	•	•
Santa Clara Valley Water Resources Protection Collaborative	•	•	•	•			•	•	•	•	•	•	•		•	•	•	•
Clean Estuary Partnership	•	•						•			•	•			•		•	
Crane Valley Hydropower Relicensing	•	•		•					•	•	•	•			•	•	•	•
Guadalupe River Flood Control Project	•	•		•	•				•	•	•	•			•	•	•	•
Humboldt Watersheds ISRP	•	•		•	•						•	•	•		•		•	
New York Bight Initiative		•						•			•	•	•		•	•	•	•
Tijuana River Estuary Management Plan	•	•		•	•	•	•				•	•			•			
California Marine Life Protection Act Initiative		•		•	•	•	•			•	•	•				•	•	
Atlantic Longline Take Reduction Teams					•	•				•	•	•	•			•	•	•
Imperial irrigation District Water Resources Planning		•	•						•		•	•			•	•	•	
Lake Tahoe Research and Science Consortium	•	•	•	•			•			•	•	•			•	•	•	•
Louisiana Comparative Risk Project		•	•		•	•	•	•		•	•	•	•	•	•	•	•	•
Pacific Island Regional Office Strategic Planning				•	•	•				•	•	•			•			
Trinidad and Tobago Alcoa Aluminum Smelter Situation Assessment		•	•	•		•	•	•	•	•	•	•						
Okavango Sharing Water Project	•	•					•				•	•	•				•	
Independent Review of Oil and Gas Development in Ecuador	•	•	•				•	•	•		•	•					•	

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