



**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](mailto:Sales@TriStateRestores.com).
- **We are recording!** Links to view the video & PDF presentation will be shared with you tomorrow morning. Visit [TriStateRestores.com/VCB](https://TriStateRestores.com/VCB) for a complete archive.
- **Starbucks Gift Cards:** NEW! First 100 Attendees today will receive a \$5 Gift Card!
- **After the VCB:** Please complete the post-event survey to share topics you'd like us to cover in our next VCB. May 25!
- **Liked this Presentation?** Share a review of TSR on Google for \$25 (Subject to Google Review/Approval) Search for "Tri State Restorations"
- **Stay till the end** – ONE lucky attendee will **win a \$50 Starbucks gift card!**





**Mold cannot just be killed, it needs to be removed. That's why it's important to turn to professionals who understand and implement the correct remediation process when mold begins to grow indoors.**



# WHO WE ARE



## **FAMILY OWNED - LOCALLY OPERATED - ESTABLISHED FIRM**

Tri State Restorations LLC® is an independent commercial and residential disaster recovery firm based in the Washington D.C. Metropolitan area (MD/DC/VA). We specialize in the mitigation, remediation, removal, cleanup and restoration efforts of large and small water, fire, mold, biohazard, lead & odor caused damages.

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



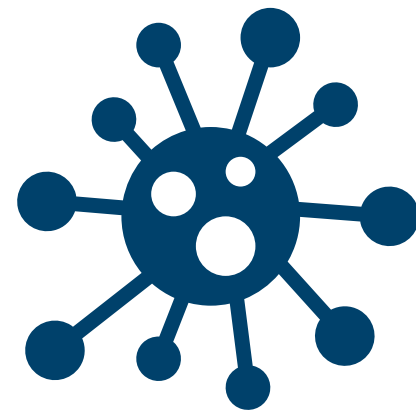


# SERVICES

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



Water Mitigation &  
Restoration



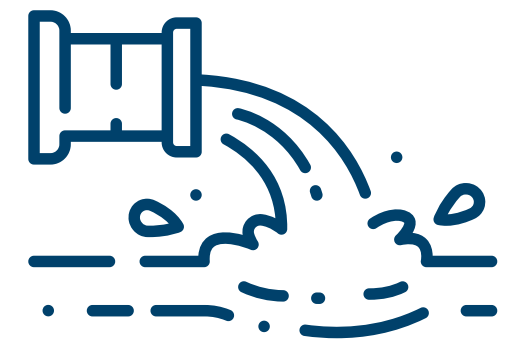
Mold Remediation



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
- 5-Star Rated
- All TSR Employees are Infectious Disease Control Certified
- 2 EPA Licensed Asbestos Inspectors on staff

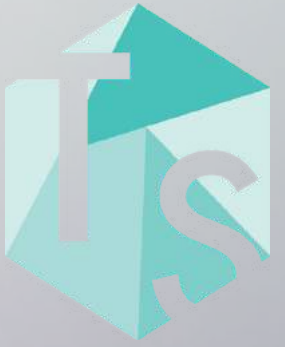


AVAILABLE 24-7





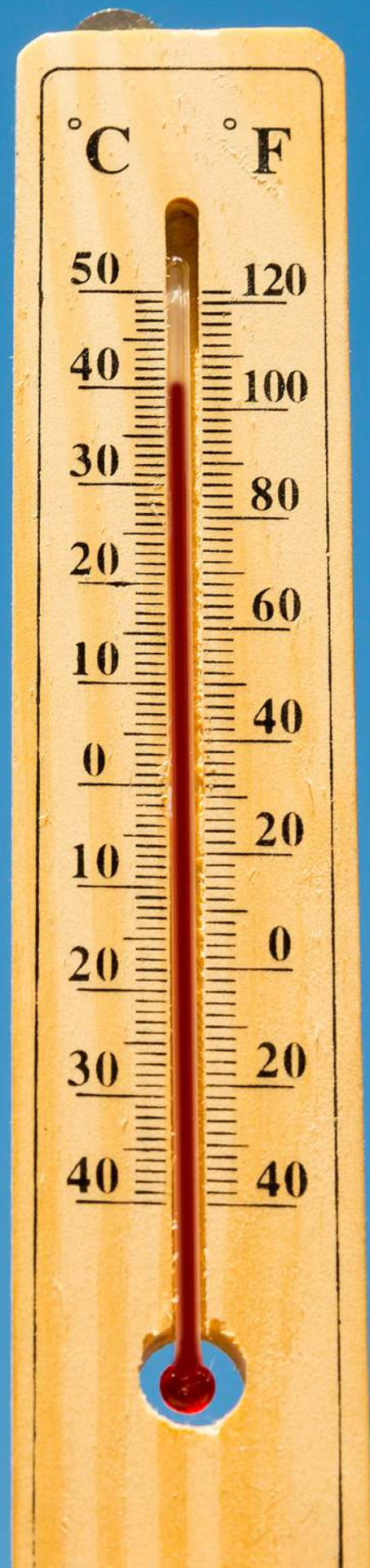
Did you know that **mold is everywhere** and has over 100,000 different types!?



# WARM WEATHER + 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.





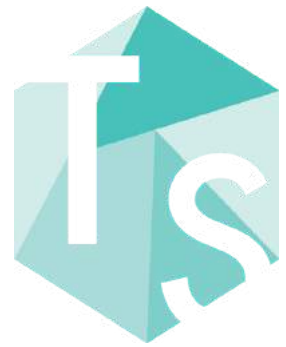
**Mold can grow  
on many different surfaces  
and is especially hearty on  
building materials like  
wood and drywall.**



# 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.

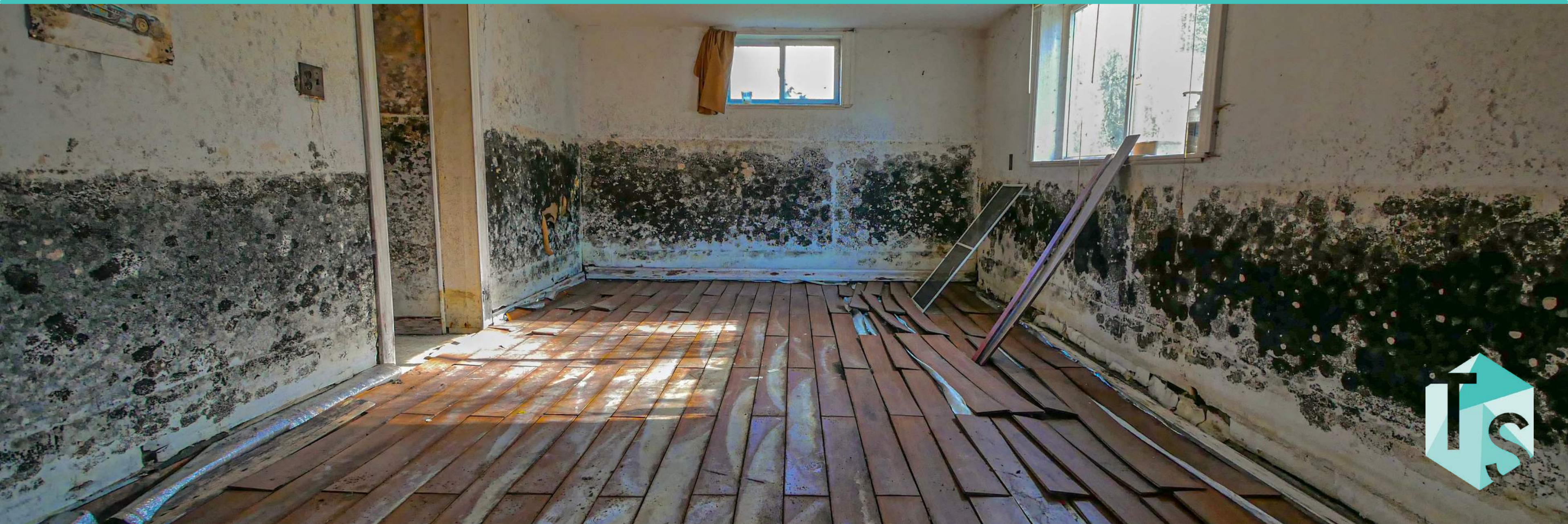
### Warning Signs:

- 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



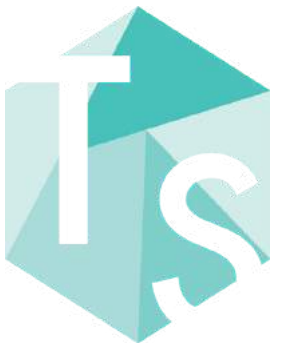
# WHAT CAN I DO TO PREVENT MICROBIAL GROWTH AND LIMIT SECONDARY DAMAGES?

**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:

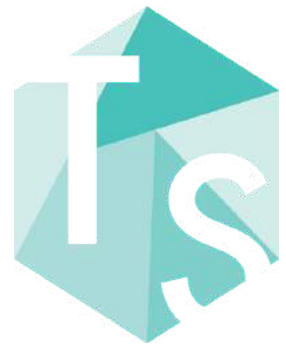


## DO NOT:

- 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 Restorations for assistance
- 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.

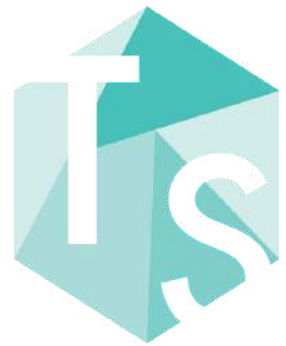


## ASSESSING THE DAMAGE: WHEN TO SEEK HELP

**Seek a licensed remediation professional like  
Tri State Restorations 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.





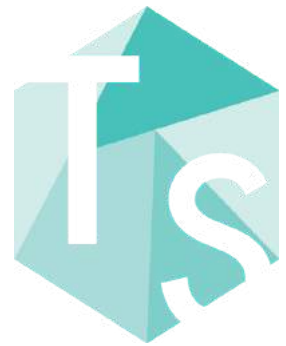


# 5 QUESTIONS TO ASK BEFORE HIRING A PROFESSIONAL



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?**





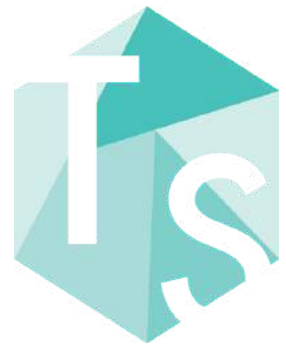
## WHAT IS AN IICRC CERTIFIED FIRM?

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, Bloodborne Pathogen, Odor Control and Mold remediation and restoration practices.





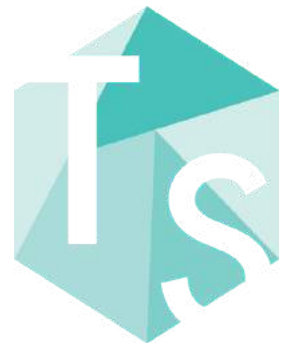
# WHAT IS AN INDOOR AIR QUALITY SPECIALIST?

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.



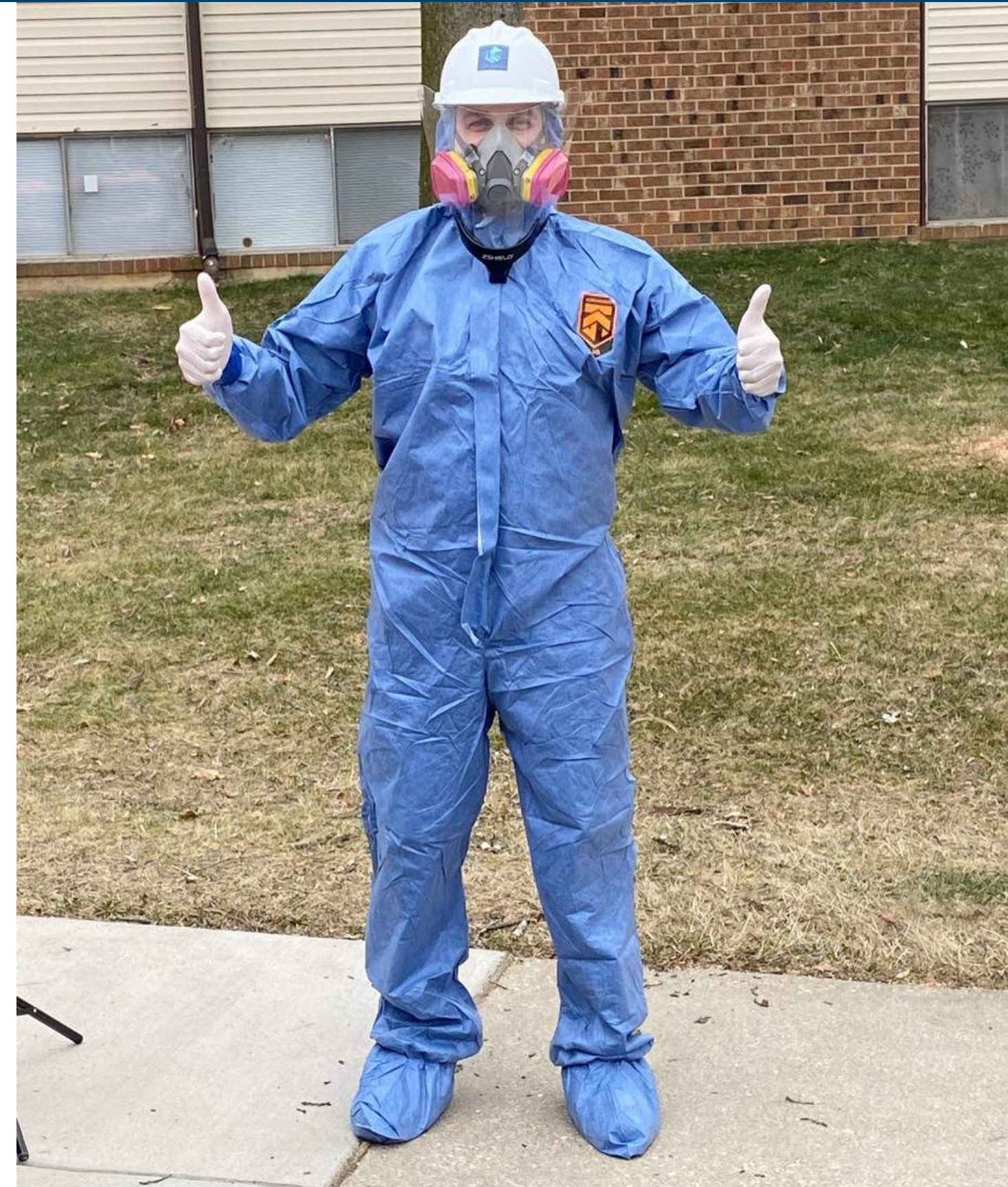


## DRESSED FOR SUCCESS

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





## **DEVELOPING YOUR SCOPE OF WORK:**

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

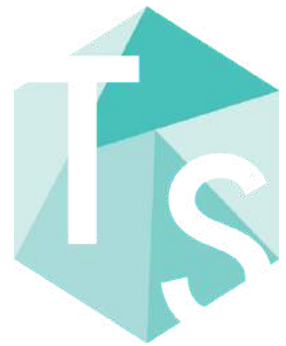


# MOLD SERVICES

**Mold Estimate Tier 1 = \$250** Includes: site visit from Mold Certified Technician, use of PPE, moisture assessment via Hygrometer/Protimeter, FLIR infrared camera, borescope and written estimate and scope of work

**Mold Estimate Tier 2 = \$550** Includes: the above + mold testing via 3 air samples [outside, unaffected inside, and affected inside], lab testing with results and written estimate with scope of work

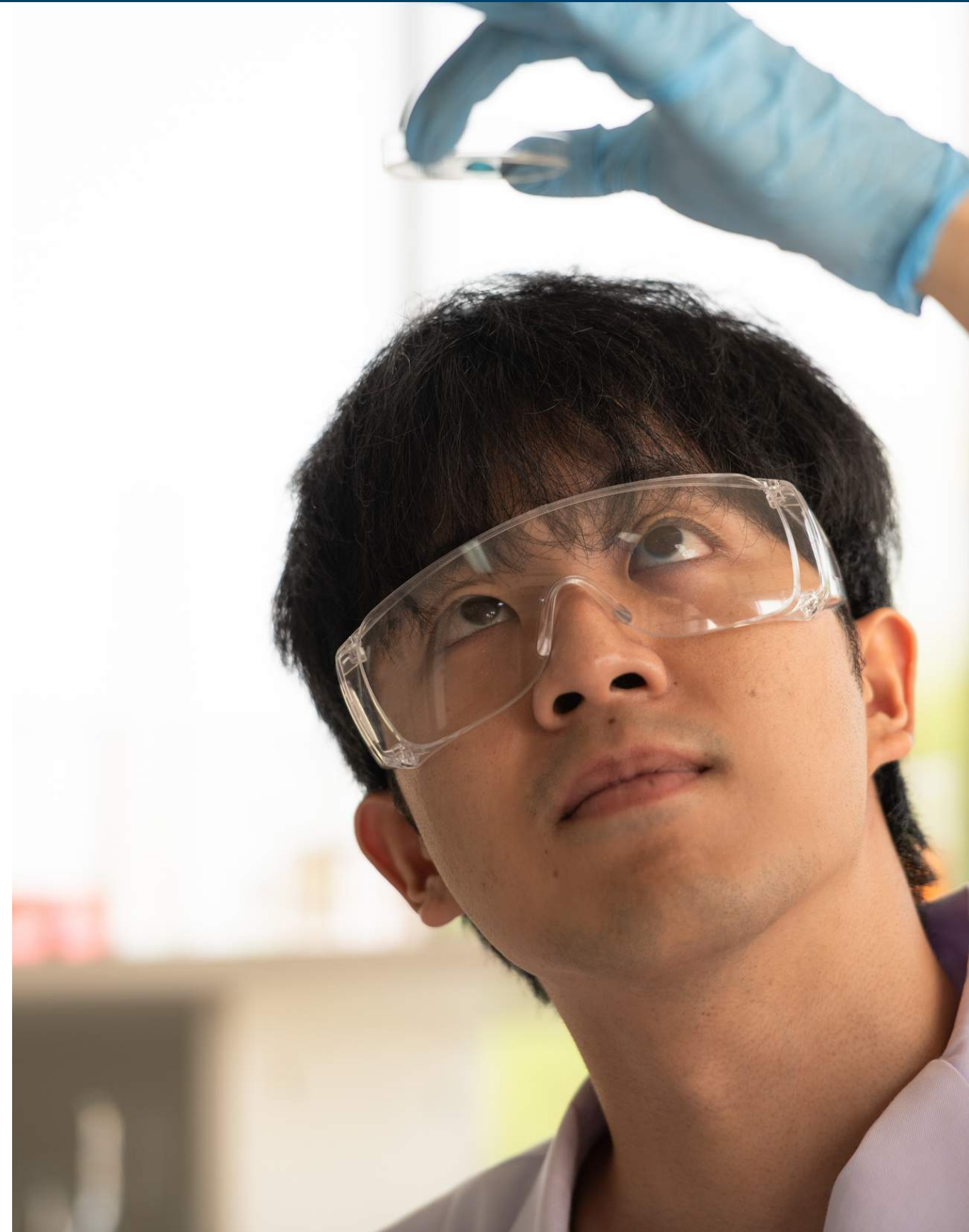


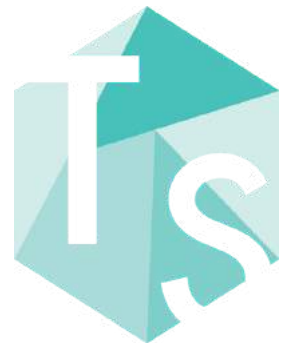


## INDUSTRIAL HYGIENISTS

Tri State consults with several unaffiliated 3rd party industrial hygienists and Indoor Environmental Professional (IEP)s to support our customer's needs.

Industrial hygienists analyze, identify and measure hazards or stresses that can cause sickness and impaired health from biological exposures and will create a roadmap for remediation requirements. TSR can then follow that guideline to properly eliminate the microbial hazards from your property.





## HOW DO I KNOW THE MOLD IS GONE?

Air quality checks are performed before and after the work is complete. 3rd party hygienist services are also utilized to provide you with the peace of mind of knowing that the microbial hazards have properly been remediated and removed.



# REMEDIATION EXAMPLES





# MOLD REMEDIATION



## REMEDIATION OF MOLD IN BETHESDA, MD.

Customers reported severe allergenic reactions whenever inside of their home. Outside exposure to the home through two fireplace chimneys created unwanted moisture in the home. Insufficient caulking and poor grading also created breeding grounds for microbial growth throughout the property's foundation.

Unfortunately, this customer waited 6 months to begin remediation services and ended up having more than 3x more mold growth due to the delay.





INITIAL INSPECTION







RE-INSPECTION

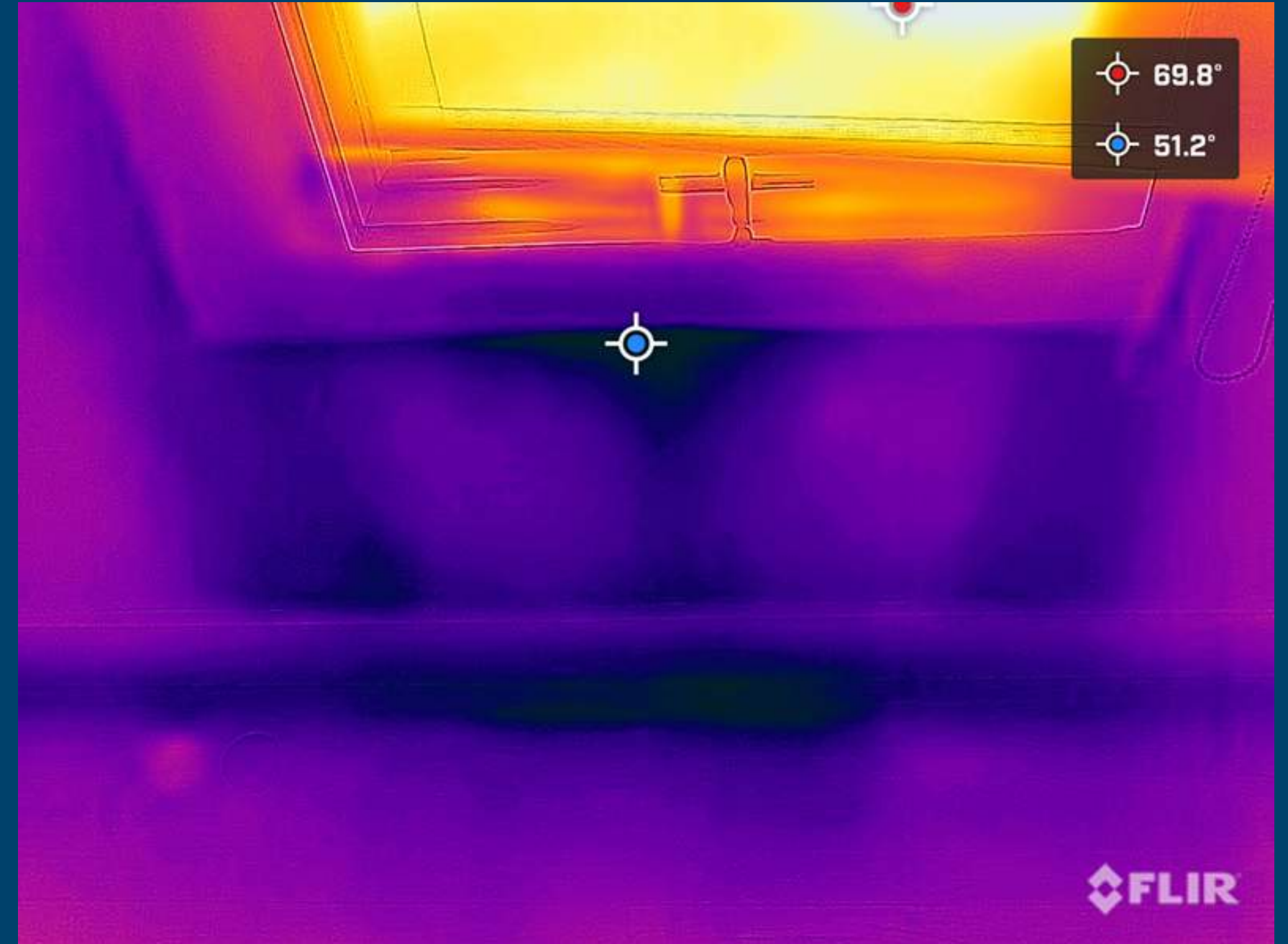






**THE AFFECTED AREAS**











DEMO







**CONTAINMENTS &  
DUCTING AFDS**















# 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

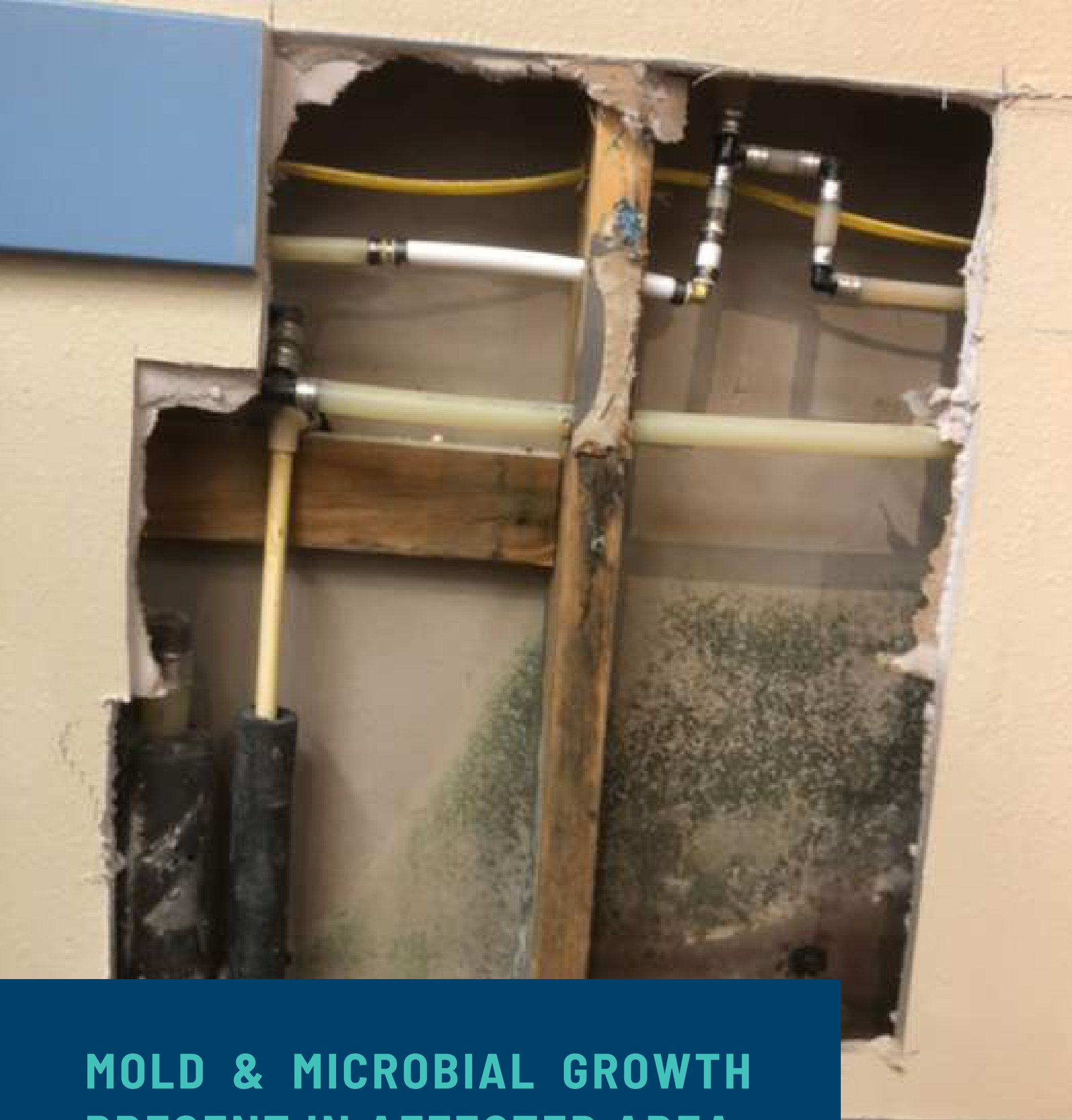




**THE AFFECTED CLASSROOM**



INSPECTION



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





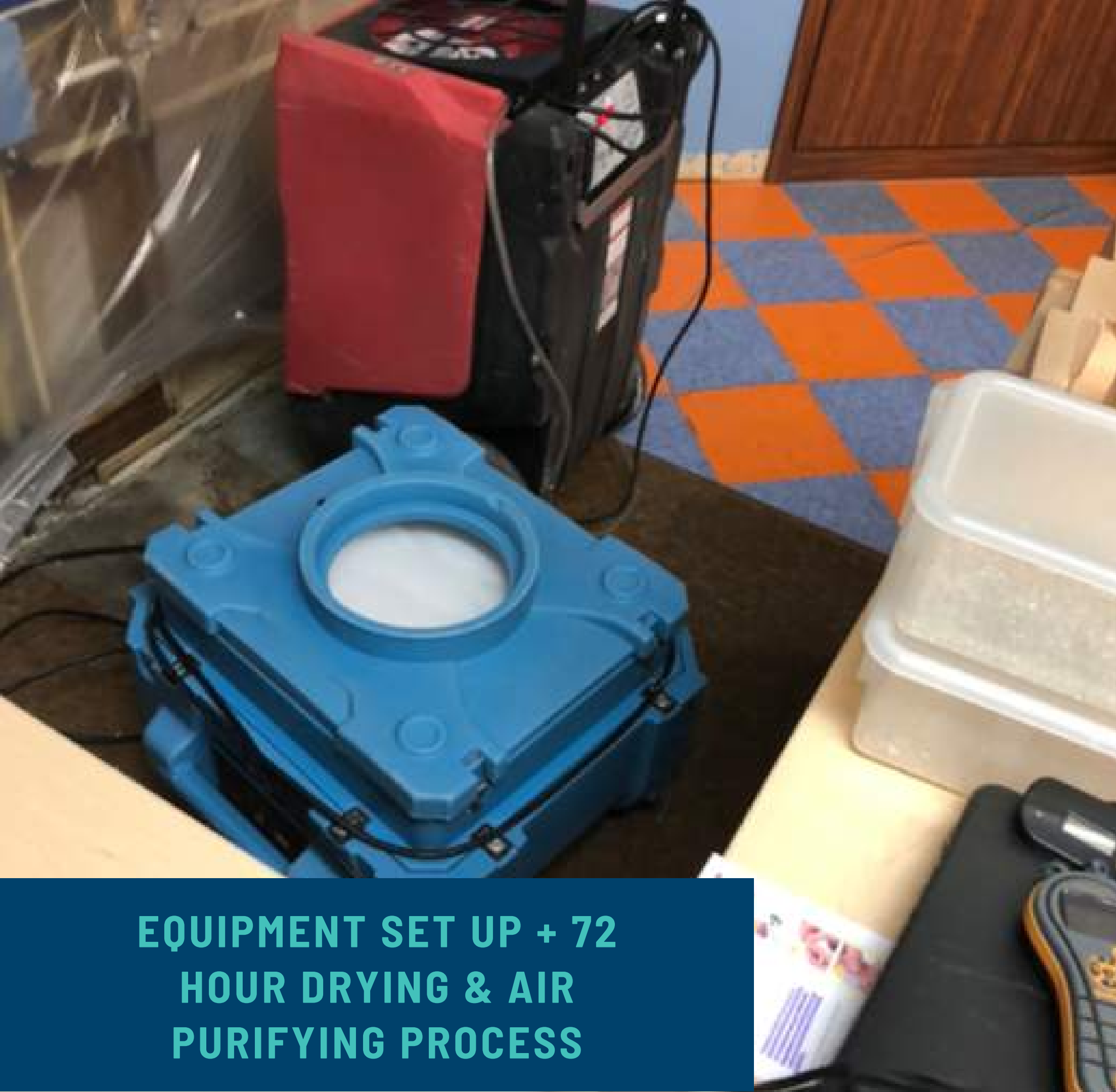
CONTAINMENT





**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

# 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?

Enter them into the Q&A or chat box now!



24-HOUR EMERGENCY LINE

**866-818-1949**



WEBSITE:

TriStateRestores.com



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# 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!



# GRAND PRIZE DRAWING TIME!



**SEE YOU MAY 25!**