

## NJSBDC Success 2007 Winners / 2007-The-College-of-NJ-Winn

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While PARS Environmental (PARS) may be Kiran Gill's first entrepreneurial experience, she is no newcomer to the environmental sciences or to management. In 2003, she had the opportunity to purchase

PARS from the previous owner, who was retiring. Having worked at PARS—first as an assistant to the General Manager, and then as PARS Operations Manager—was exactly the kind of on the job training Kirin needed to prepare her for taking over the company.

PARS Environmental is a full service environmental consulting firm offering services in environmental engineering and health and safety. Kirin's services include remedial investigations, ecological services, due diligence audits, underground storage tank management, industrial waste management, OSHA Hazard Communication, Industrial Hygiene and Safety, Audits and Liability Studies, RCRA/CERCLA Chemical Waste Management, Asbestos Management and Water and Wastewater treatment.

In addition to conventional services, PARS has proprietary technologies that offer cost effective solutions for the remediation of soils and groundwater. Among these technologies are: Nanoiron (NanoFe™), NanoOx, Electrocoagulation, ENSOL and Urrichem.

Kirin contacted the NJSBDC for assistance in government contracting when she purchased the business. The one-on-one counseling with an NJSBDC specialty consultant assisted her in obtaining State certification as a WBE, MBE and SBE. With additional assistance, Kirin also obtained approval for the Federal Small Business Program, 8(a) certification. These certifications provided her and PARS with many contracting opportunities. Most notably was the EPA contract they won earlier this year. This long-term contract involves providing technical support services to the EPA to conduct research, development and evaluation studies concerning wet weather flows (WWFs), water distribution and wastewater collection system infrastructure problems.

Mirroring that success, employment at PARS has grown from six to 25 in the time Kirin has owned it, and sales have increased from \$500,000 to \$2 million in just the last couple of years. Like many others who have found success through help from the NJSBDC, Kirin says, “The SBDC is a great resource and referral service. Their staff and team of consultants have always been extremely helpful in providing guidance in a number of business areas.”