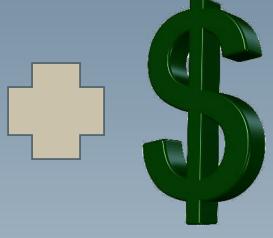
Leveraging Resources for Brownfields Revitalization









Meet the Funders: Economic Development

Today's Speakers



Andrew Seth President Sustainable Strategies DC



Aimee Storm
Land Revitalization Coordinator
U.S. Environmental Protection Agency



Bennett Hilley
Assistant Director for Credit Review
U.S. Department of Housing and
Urban Development



David Ives
Sustainability/Planning Coordinator
Economic Development Administration



Terry Louwagie
Director of Community Programs
U.S. Department of Agriculture



Naomi Lenz Rural Development Specialist U.S. Department of Agriculture



Lincoln Jeffers
Director of Economic and Community Development
City of Lewiston, Maine



Erica Anderson
Director of Economic and Community Development
Land of Sky Regional Council, North Carolina

Today's Agenda

- I. Introductory Remarks
- II. Meet the Funders Economic Development
 - * U.S. Department of Housing and Urban Development
 - * Economic Development Administration
 - * U.S. Department of Agriculture
- III. Economic Development Case Studies
 - * Lewiston, Maine
 - * Asheville, North Carolina
- IV. Q&A

Leveraging Resources for Brownfields Reuse

Identify, Plan & Align Resources

- * What specific actions are needed to implement the plan for cleaning up and reusing your brownfield(s)?
 - what assessment/cleanup will be needed
 - what site improvements and other area improvements are needed
 - what funding/investment is needed? Consider all sources!
 - * Grants
 - * Technical assistance
 - * Local funds
 - * Financing
 - * Partner resources
 - what actions are near-term v. long-term, and where to start
 - who is going to lead each effort (partners involved or needed)





Recent EPA Efforts to Promote Leveraging

- * Ongoing webcasts on leveraging best practices and "Meet the Funders" series; next one on Infrastructure (December 14 @1 – 2:30pm ET)
- * "Setting the Stage for Leveraging Resources for Brownfields Revitalization" new EPA guidebook
- * Brownfields Federal Program guide (updated 2015)
- * Brownfields Area-Wide Planning Federal Resources Matrix
- * Ongoing technical assistance on funding/financing available to brownfields communities via the Council of Development Finance Agencies



Meet the Funders – Economic Development







Meet the Funders – Economic Development





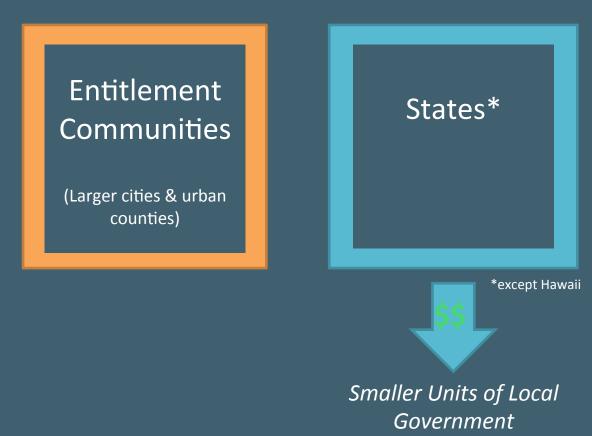
Bennett Hilley
Assistant Director for Credit Review
U.S. Department of Housing and
Urban Development

U.S. Department of Housing and Urban Development (HUD)

How do communities access \$ Community Development Block \$ Grant (CDBG) funds? \$



Who has access to CDBG funds?



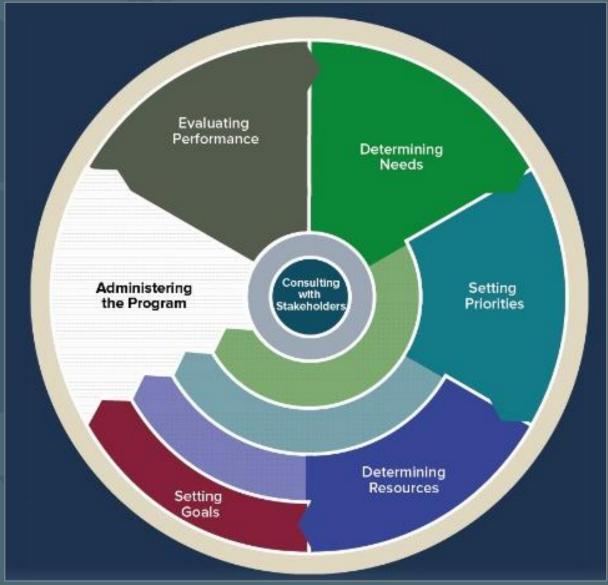
Non-entitlement communities in Hawaii

Insular Areas

While only government entities directly receive CDBG funds, subrecipient entities (e.g., economic development or public housing authorities, community development corporations, non-profits) and other partners often play significant roles in the implementation of projects and programs.

What needs to be done to access those funds?



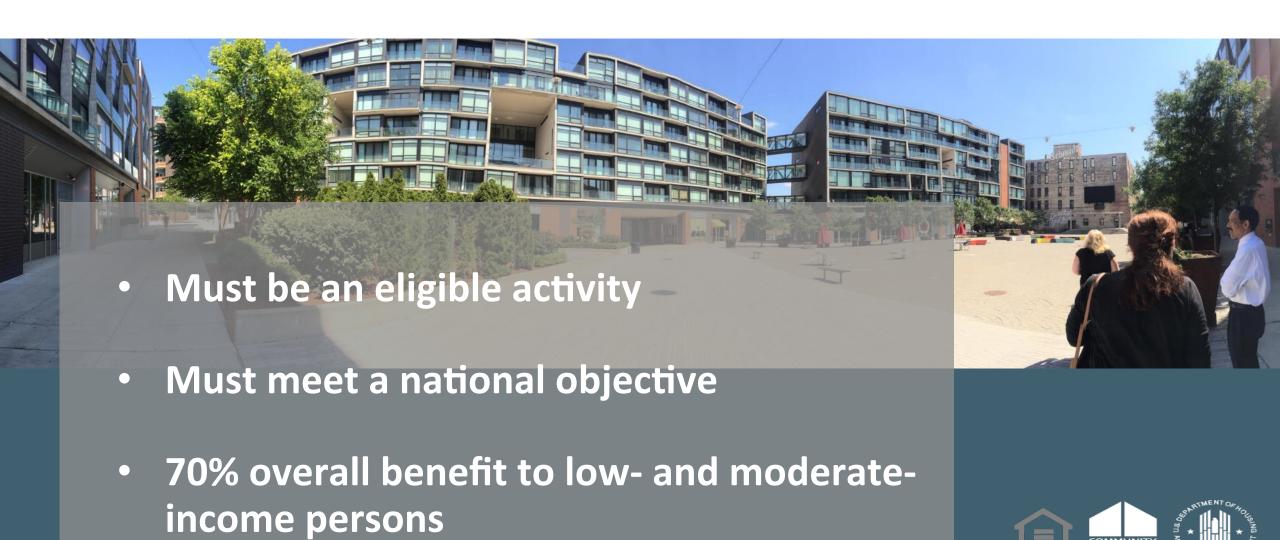


U.S. Department of Housing and Urban Development (HUD)

What criteria do localities need to \$ meet when determining how to \$ spend CDBG dollars? \$



Primary CDBG Program Criteria



CDBG Eligible Activities





- Wide range of activities
 - Housing rehabilitation, new construction
 - Public facilities & Infrastructure
 - Business assistance loans/ grants to businesses
 - Land acquisition, clearance, relocation







CDBG National Objectives













Cross-Cutting Requirements



- Environmental Review
- Uniform Administrative Requirements (2 CFR 200) etc.
- Labor (Davis Bacon)
- Procurement
- Relocation (URA)
- Fair Housing & Lead-Based Paint







U.S. Department of Housing and Urban Development (HUD)

How can the Section 108 loan guarantee program help cities to leverage their CDBG resources for economic development and community revitalization?



About the Section 108 Program...

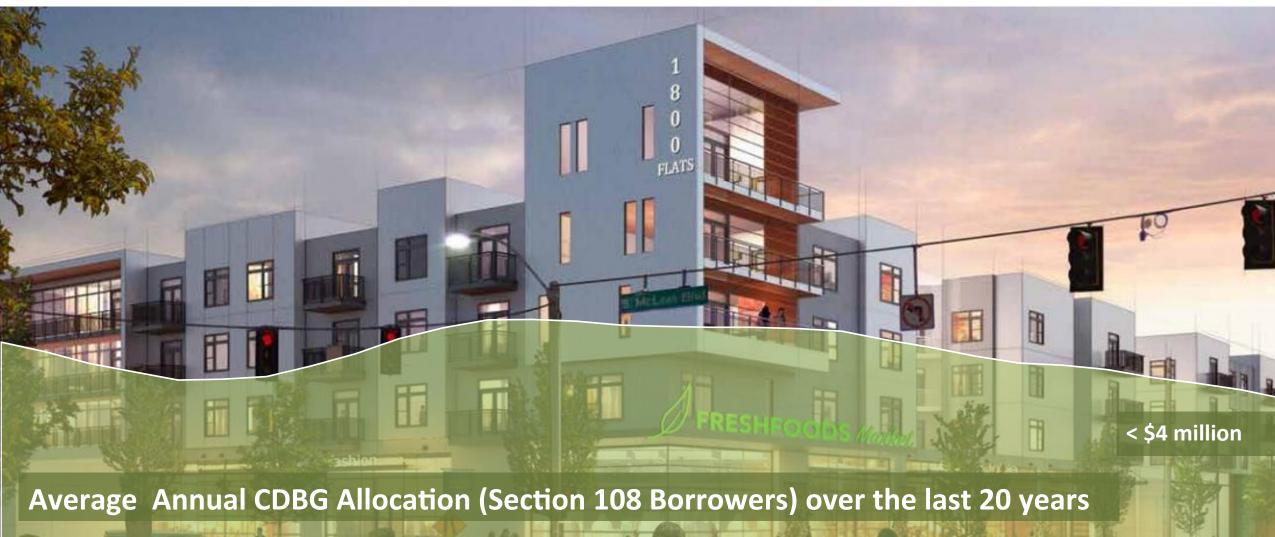




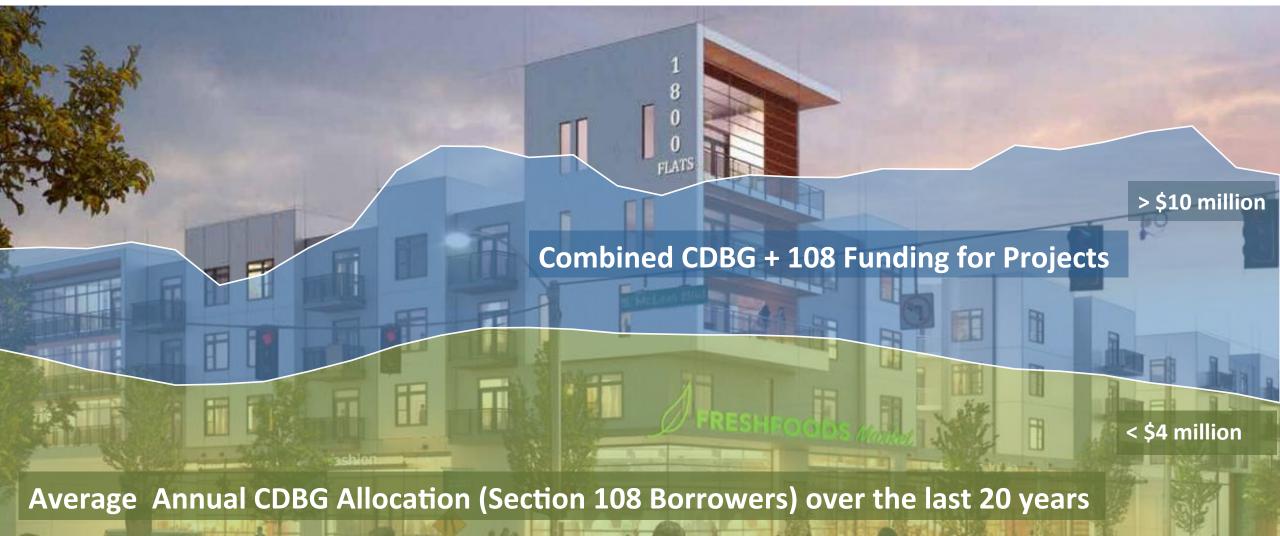




Using Section 108 maximizes the impact of grant funds



Using Section 108 maximizes the impact of grant funds



So, how much can grantees actually borrow?

Annual CDBG Allocation
Max available borrowing capacity
Outstanding 108 commitments
Outstanding 108 loan balance
Available borrowing capacity

\$3,000,000 x 5 = \$15,000,000 - \$800,000 - \$2,000,000 = \$12,200,000

Please contact HUD for assistance in figuring out your state's or community's available borrowing capacity.





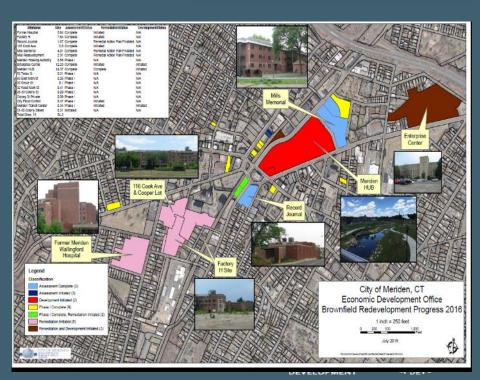


HUD Section 108 Project Example:

Economic Development and Revitalization of an LMI Area

- Economic disinvestment
- High poverty, low incomes
- High concentration of minority residents
- Lack of job opportunities
- 140 Distressed Public Housing Units
- "Choice Neighborhood" planning grantee (2013)
- 35+ Brownfield Sites identified (silver manufacturing)
- History of Flooding





Key Projects-Harbor Brook Flood Control Plan









Flood water detention at Hub brownfield site downtown and upstream

6 Bridge Replacements 1 Bridge Removal 2 Relief Culverts

Harbor Brook Channel **Improvements**

Property acquisition, demolition and flood proofing

\$35 million committed City/state/federal investment 2013-2018 Flood Control Plan was permitted and approved in 2013 by CT DEEP, FEMA, **Army Corps of Engineers**







Section 108 Loan for Site Improvement-Factory H & 116 Cook Avenue



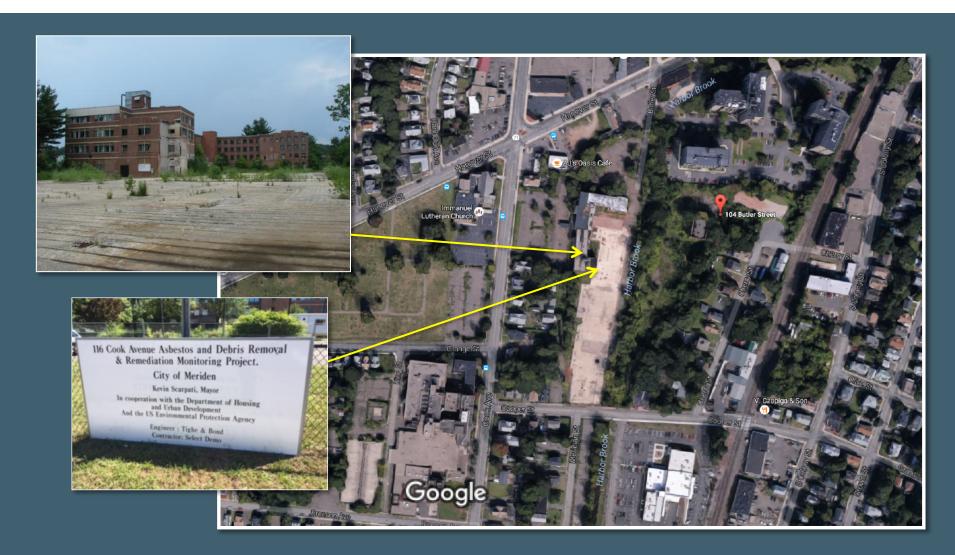
- 10 acre former silver manufacturing located along Harbor Brook
- \$2.4 million cleanup/ demo
 - \$1.5 million Section 108
 - \$600,000 USEPA
 - \$300,000 CT DECD
- Future redevelopment by POKO Partners-mixed use residential
 (20% affordable, 80% market rate)







Section 108 Loan for Site Improvement-Factory H & 116 Cook Avenue









Redevelopment of Factory H & 116 Cook Ave.

Meriden Mews Proforma 116 Cook Factory H COMBINED USES Hard Costs 18,988,908 22,792,517 41,781,426 Soft Costs 3,132,354 3,893,744 7,026,097 Developer Fee 2,594,194 2,587,018 5,181,212 TDC 24,715,456 29,273,278 53,988,735 SOURCES Conventional Debt 2,981,290 10,362,357 13,343,648 CHAMP Funds 5,000,000 15,000,000 20,000,000 **DECD Brownfield Funds** 3,000,000 3,000,000 DECD Urban Act Funds 3,750,000 3,750,000 HTC Equity 9,267,139 9,267,139 Deferred Developer Fee 717,027 717,027 Investor Equity 3,910,921 3,910,921 **Total Sources** \$24,715,456 \$29,273,278 \$53,988,735







Takeaways from the City's perspective

- **Provided needed capital with 15-year repayment schedule:** \$1.5 m Section 108 Loan (15 year repayment) provided needed capital to advance critical demolition/remediation project --part of citywide flood control.
- Allowed us to take on an "all or nothing" project: Section 108 Loan leveraged other state & federal
 funds (\$600,000 USEPA Brownfields Assessment and Cleanup, \$300,000 CTDECD Brownfields) that
 allowed City to complete project that could not be completed incrementally
- Addressed community needs: Demolition of blighted structure in low income area addressed critical community need and improved the neighborhood.
- Project advanced development of blighted/abandoned property: Developer selected to redevelop Factory H and 116 Cook Ave. site with reduced pre-development costs due to City's use of Section 108 loan and other grants.







U.S. Department of Housing and Urban Development (HUD)

Who should a community representative contact to further discuss U.S. Department of Housing and Urban Development resources?

- Bennett Hilley & B. Cory Schwartz:
 - Bennett.r.hilley@hud.gov and benjamin.c.schwartz@hud.gov
- HUD Exchange:
 - CDBG Program:

https://www.hudexchange.info/programs/cdbg-entitlement/

- Section 108 Program:

https://www.hudexchange.info/programs/section-108/

- Local HUD Community Planning & Development Field Office:
 - <u>https://www.hudexchange.info/programs/cpd-field-office-directory/</u>







Meet the Funders – Economic Development





David Ives
Sustainability/Planning Coordinator
Economic Development Administration

Economic Development Administration

Characterize the types of areas and industry sectors where the Economic Development Administration can provide support for job creation.



Q: "Characterize the types of areas and industry sectors where the Economic Development Administration can provide support for job creation."

A: EDA provides catalytic grant-based investments to units of state and local government and non-profits in communities and regions suffering from economic distress.

- Grants are intended to help regions build the capacity for economic development.
- Grants promote the attraction of private capital investment and the creation and retention of higher-skill, higher-wage jobs.
- Flexible suite of economic development grant programs support bottom-up, regionally-driven economic development priorities.
- Primarily focus on projects that that help build or contribute to an area's economic base.

Economic Development Administration

What sources of Economic Development Administration funds are appropriate for community revitalization?



Q: "What sources of Economic Development Administration funds are appropriate for community revitalization."

A: Specific programs which support community revitalization, and brownfields redevelopment in particular, include:

- **Public Works Program**—Supports the construction, expansion or upgrade of public infrastructure and facilities.
- Economic Adjustment Assistance Program—Flexibly supports the design and/or implementation of strategies (e.g., strategy development, infrastructure construction, RLF capitalization/recapitalization) to assist communities or regions that have experienced or are under the threat of serious damage to their underlying economic base.
- Planning Program

 —Assists local and regional organizations (Economic
 Development Districts, Indian Tribes, and other eligible areas) with their short
 and long-term economic development planning efforts.
- Local Technical Assistance Program—Provides focused assistance to public and nonprofit leaders to help in economic development decision making (e.g., impact analyses, feasibility studies).

Economic Development Administration

What types of projects does the Economic Development Administration typically support?



Q: "What types of projects does the Economic Development Administration typically support."

A: EDA's projects range from up-front planning efforts to multi-million dollar infrastructure improvements. EDA's grant programs primarily support the redevelopment components or "back-end" of brownfield projects.

Key brownfield activities include:

- Physical infrastructure upgrades/demolition
- Re-use of publicly-owned buildings
- Redevelopment plans
- Site-specifics feasibility studies
- Capitalization of Revolving Loan Funds (RLFs)

NOTE: EDA funding is not regularly used exclusively for environmental clean-up activities (although clean-up of incidental environmental contamination is allowed)

Economic Development Administration

Who should a community representative contact to further discuss Economic Development Administration resources?



Q: "Who should a community representative contact to further discuss Economic Development Administration resources."

A: Initial discussions should take place with the appropriate EDA state point-of-contact; POCs can be found at **www.eda.gov/contact**



Meet the Funders – Economic Development





Terry Louwagie
Director of Community Programs
U.S. Department of Agriculture



Naomi Lenz Rural Development Specialist U.S. Department of Agriculture

Meet the Funders: Economic Development Agency Profile

U.S. Department of Agriculture

U.S. Department of Agriculture

What communities (e.g., size, location) are eligible to receive support from the U.S. Department of Agriculture?

Varies Depending on Program

- Water and Environmental Programs serve communities of 10,000 or less in population
- Community Facilities Program serves communities of 20,000 or less in population

U.S. Department of Agriculture

What types of U.S. Department of Agriculture funding are available to public entities and non-profits to support economic development and community revitalization?

Eligible Project Types

- Community Water Systems
- Community Wastewater Systems
- Community Storm Water Systems
- Community Solid Waste Facility

Eligible Applicants

- Entities serving communities of 10,000 or less in population
 - Public Entities
 - City, County, Township
 - Water / Sanitary Districts
 - Recognized Native American Tribes
 - Cooperatives
 - Nonprofit Organizations

Eligible Project Costs

- Project Construction
- Land Purchase / Easement Acquisition
- Engineering
- Interim Construction Interest

- Related Soft Costs
 - Attorney fees
 - Bond Council Closing Costs
 - Bidding/Testing/Public Notices
- Potentially: Refinance of Existing Debt on System

Loan Rates & Terms

- Interest rate determined by Median Household Income (MHI) of applicant
 - Market, Intermediate, or Poverty
- Up to 40 year term
- Fixed interest rate for full term of loan
- Security best available

Grant Considerations

- Minimum Grant needed to reduce costs to the user to an affordable rate
- Regulatory Restriction
 - 45% / 75% of total project cost limitation

Program Background

- Entities serving communities of 20,000 or less in population
 - Public Entities
 - City, County, Township
 - Recognized Native American Tribes
 - Cooperatives
 - Nonprofit Organizations

Eligible Purposes

- Fire/Rescue Facilities & Equipment
- Healthcare Facilities
- Public Service Buildings
 - Library, Community Center, Food Shelf, Daycare
- Transportation Facilities
 - Street / Sidewalks

Grants

- Maximum of 75% of Project cost
 - Sliding scale determined by MHI and need
- Maximum of \$50,000 per project

Direct Loans

- Up to 40 year term
- Fixed interest rates
- Security best available
 - Typically GO Bonds or Note & Mortgage

Guaranteed Loans

- Generally non-profit applicants
- RD provided 90% guarantee to lender
- Rates & Terms negotiated with lender

U.S. Department of Agriculture

How can the U.S. Department of Agriculture support small and rural businesses?

Business Programs

- ✓ Strengthening & Diversifying Rural Communities (population of 50,000 or less)
- ✓ Creating Jobs
 - Business Development in rural areas
 - Financial resources are often leveraged with those of other public and private credit source lenders to meet business
 and credit needs in under-served areas
 - Loan Guarantees for most any business purpose
 - Job creation and retention
 - Capitalize revolving loan funds
 - Loans or grants to entities that relend the funds to small rural businesses
 - Grants to encourage business development
 - Entrepreneurial support technical assistance, regional planning, adult training, feasibility studies, incubators, infrastructure

Loan Guarantees – Leverage Financial Institutions

Rural Development guaranteed loans help leverage local capital by providing a guarantee against loss on a loan made by a traditional lender. Consider them when:

- Local lender restricted by lending limit
- Quality application but unfamiliar industry
- New borrower relationships
- Lender indicates a benefit



Loans can be for nearly any business activity or energy project financing for small rural businesses & agricultural producers.

Non-Traditional Lending – Leverage Additional Capital

Rural Development has several programs available to capitalize a revolving loan fund to provide direct capital. This capital can be used to leverage other funding.

- Small & emerging business development
- Supporting micro-entrepreneurs
- Job creation
- Economic development



These programs are available to non-profits, public entities, tribes, and cooperatives.

Grants

Rural Development has a number of grant programs. Grants are generally competitive and tend to target very specific criteria like:

- Energy efficiency or renewable energy for farms & businesses
- Building processing & marketing capacity of value-added agriculture
- Development of small & emerging business
- Technical assistance to socially-disadvantaged groups
- Cooperative development

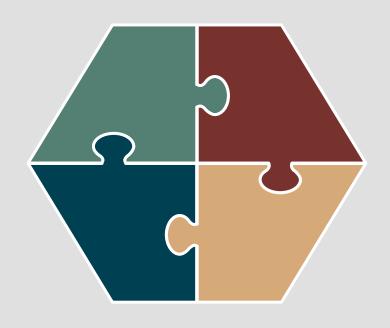


Applications require a reasonable level of due diligence and in most cases matching funds. Grants are competitively funded.

Business Programs

The Business, Cooperative & Energy divisions include at least a dozen different programs, each with specific requirements and limitations, that can be used to improve the vitality of rural communities. Some things to consider:

- Resources, competitiveness, and partners vary by State or Region.
 - Connect with RD on a local level to discuss your specific project. Even if we can't provide funding, we may be able to point you to another resource.
- Funding Community Projects is often like solving a puzzle.
 - We may have a piece of the puzzle. Bring prospective partners together.
- It's difficult to rely on Grants.
 - Grants can be great resources, but are rarely adequate to cover 100% of project costs.
- Design the project you really want or need.
 - As a rule, projects should make sense in both design and cost. Substantial changes for the sake of a grant application rarely result in a great project.



U.S. Department of Agriculture

Who should a community representative contact to further discuss U.S. Department of Agriculture resources?



Rural Development

Additional Information

- Water and Environmental Programs <u>www.rurdev.usda.gov/UWEP_HomePage.html</u>
- Community Facilities

 www.rd.usda.gov/programs-services/community-facilities-direct-loan-grant-program
- Rural Business-Cooperative Services <u>www.rd.usda.gov/about-rd/agencies/rural-business-cooperative-service</u>



For Additional Information, please visit with staff in your State: http://www.rd.usda.gov/browse-state

Meet the Funders: Economic Development Case Study

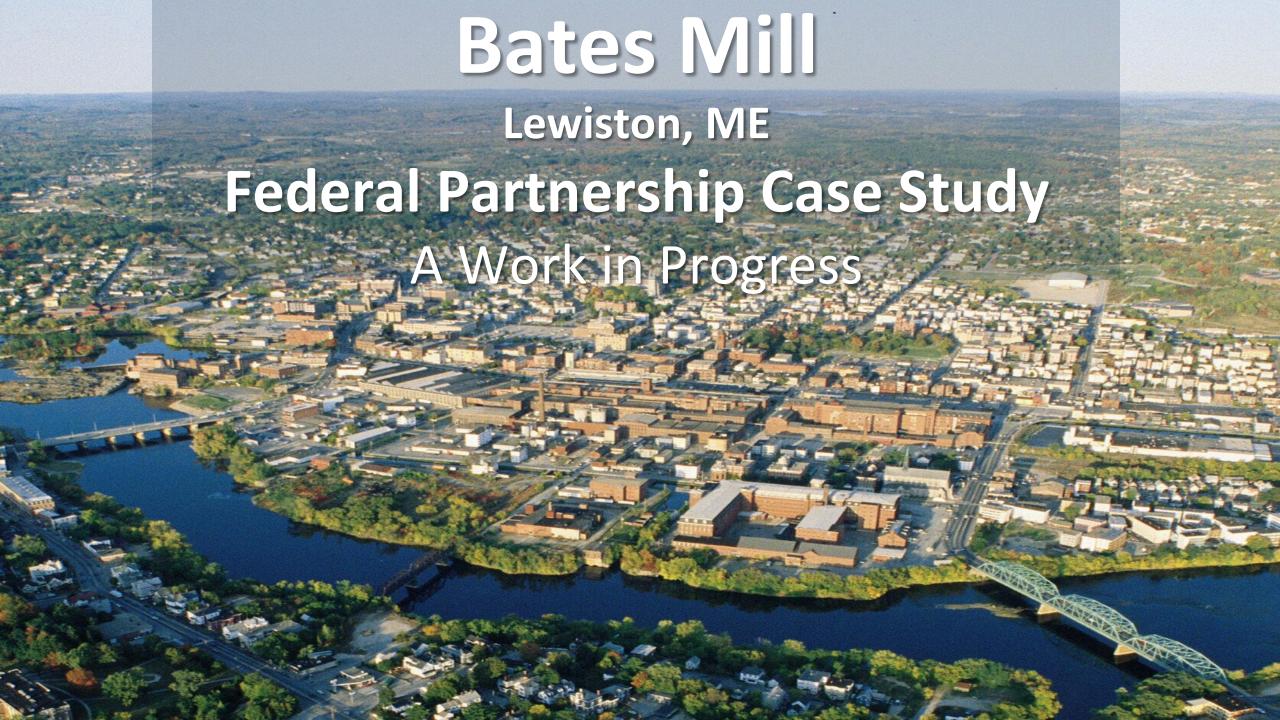
Lewiston, Maine

Meet the Funders – Economic Development

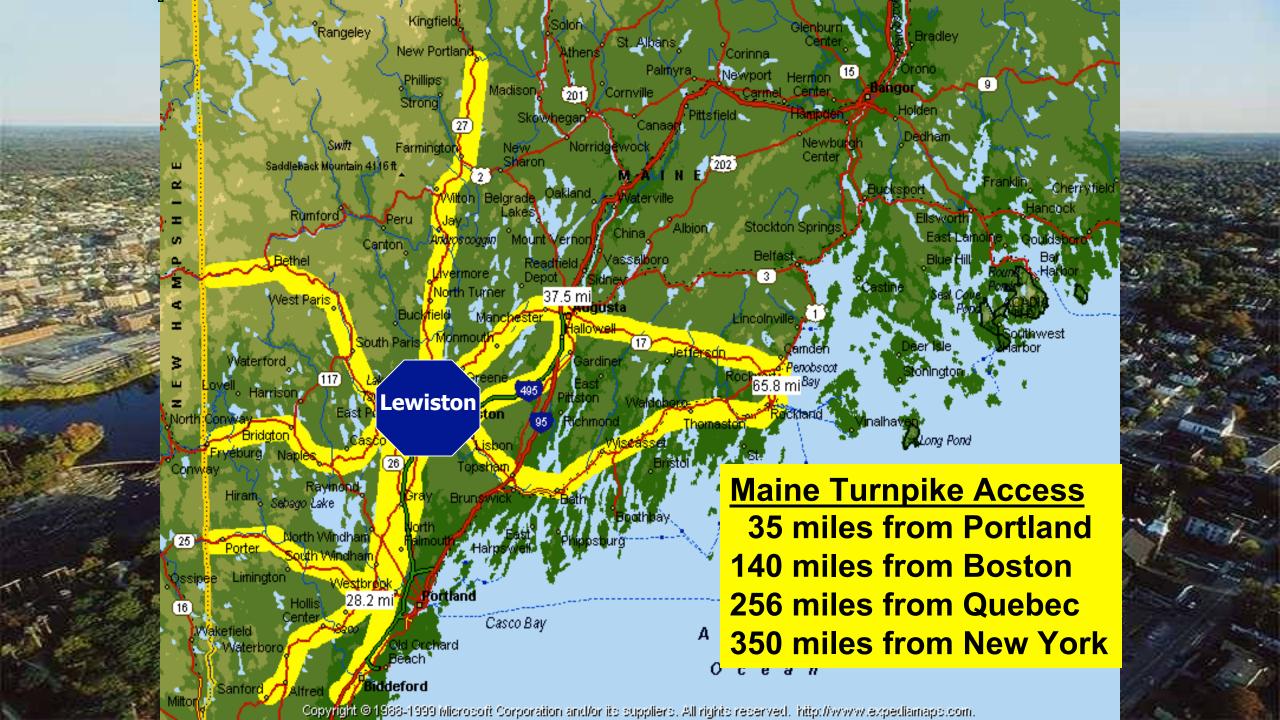




Lincoln Jeffers
Director of Economic and Community
Development
City of Lewiston, Maine







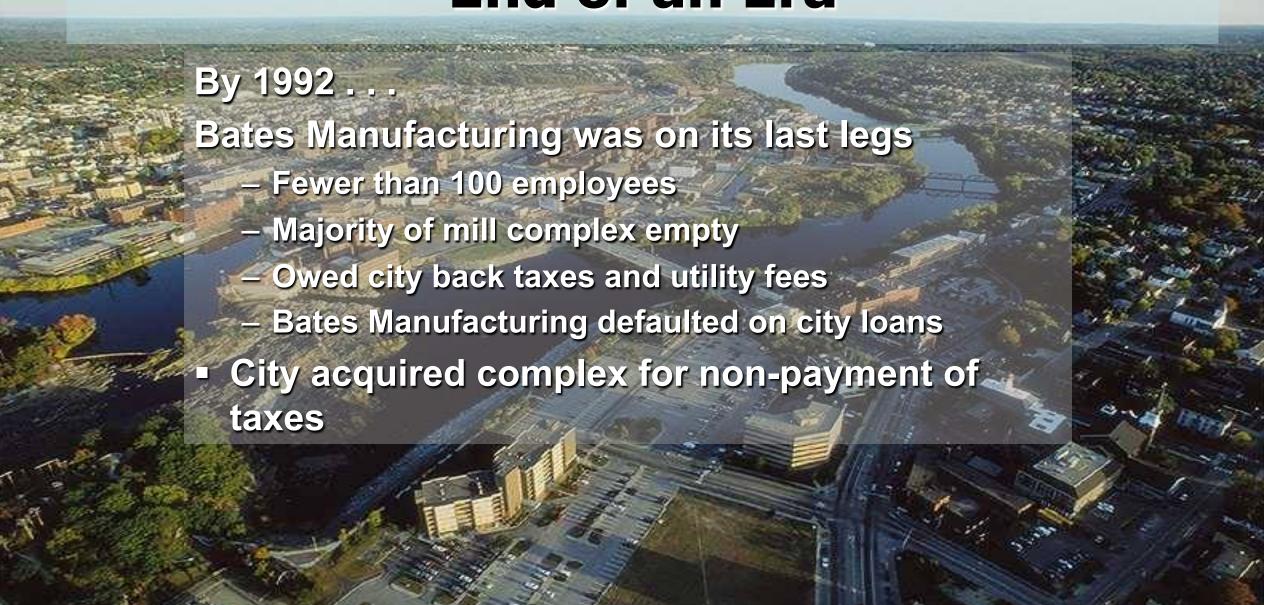
Lewiston Facts



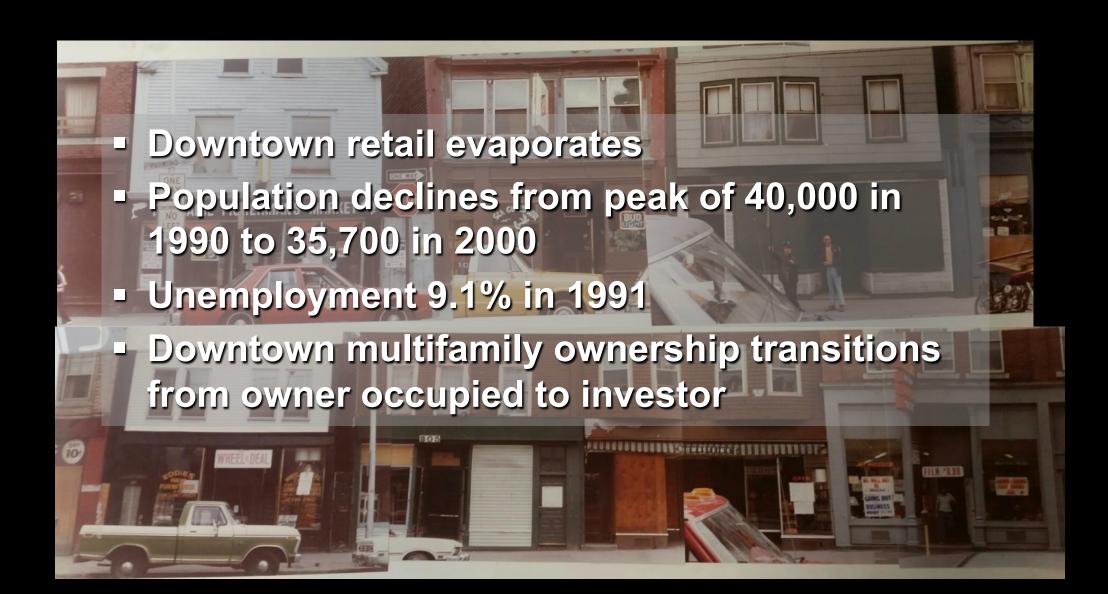
LewistonHistorical Roots

- > River powered industry, received pollutants
- Good infrastructure
 - Canals
 - Rail
 - Hydroelectric
- Textiles primary industry began in 1846
 - Bates Manufacturing largest private employer in state in 1950's- employed 5,000 people
- > Immigrant labor force
- Early service center
 - 2 hospitals
 - Bates College
 - Vibrant downtown-strong independent, destination retail
- Dense urban core
 - Walkable scale
 - Blocks of tenement housing-5,000 people per square mile



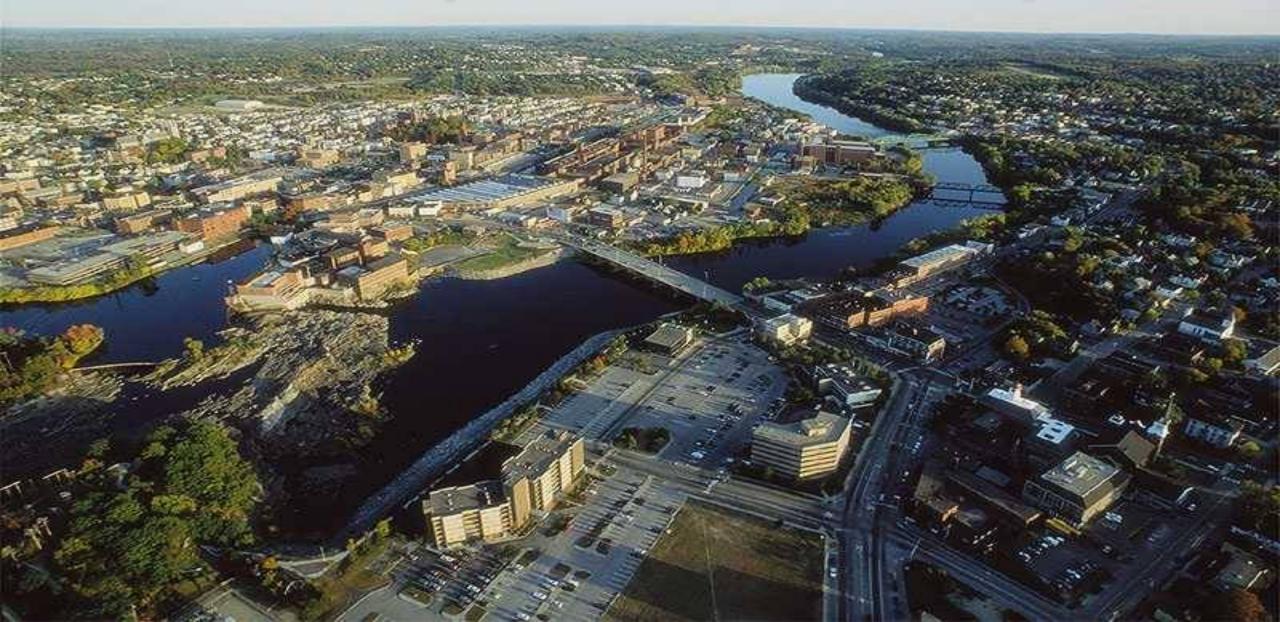


At the same time . . .





What Sparked the Recovery?



Bates Mill Complex



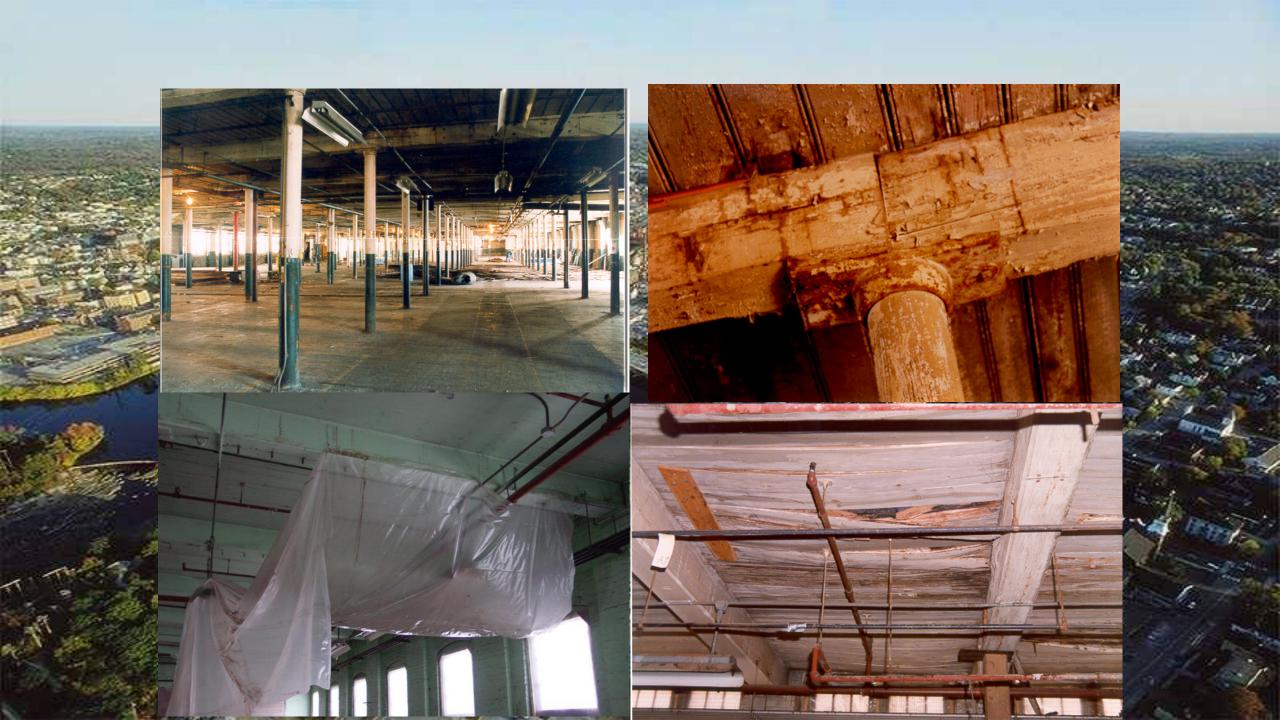
Why Did Lewiston Get Involved?











Bates Mill Options



Issues

- > Failing roof
- > Failing boiler
- > Failing structural elements
- Dense urban fabric no room to park
- ➤ PCB's (light ballasts & transformers), asbestos, lead paint, dyes, semi volatile organic compounds (SVOC), diesel range organics (DRO), barrels of unidentified chemicals, petroleum and chemical staining on floors throughout complex

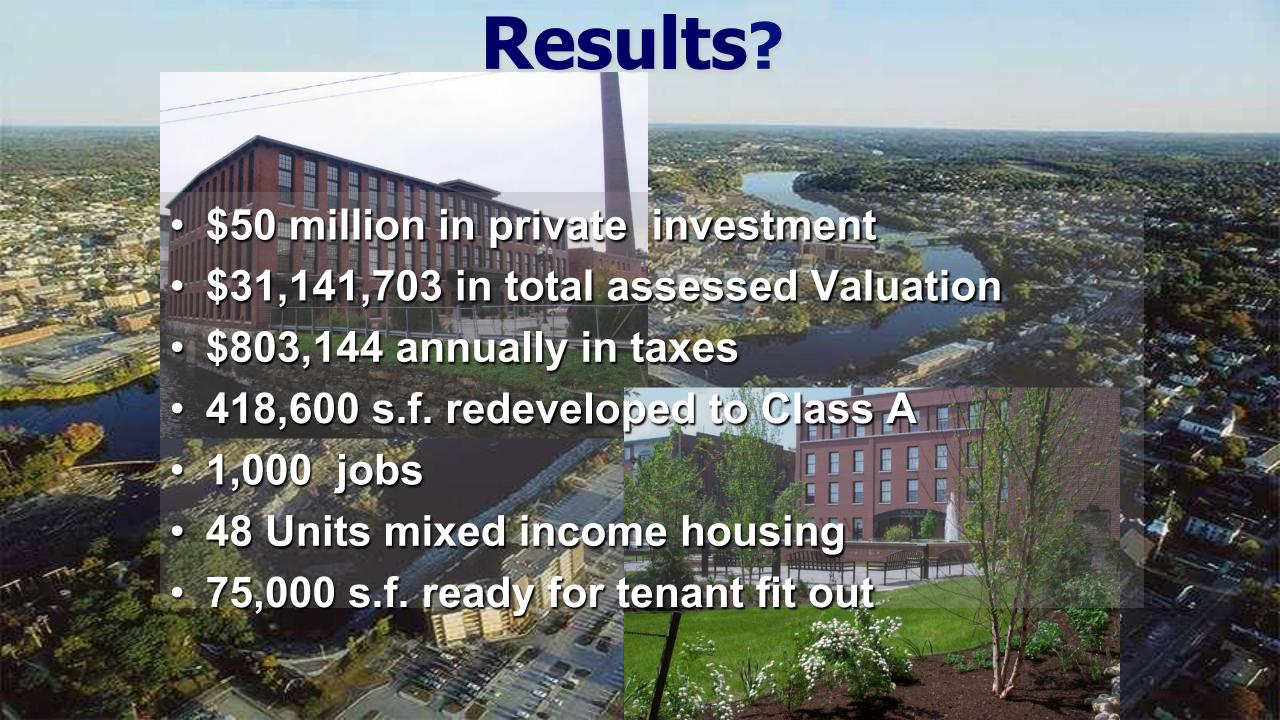
Federal Partners

Funds Received Since 1993

- EDA –\$1.8 million roof & boiler for majority of complex
- EPA
 - \$275,000 Brownfields Pilot & Supplemental Assessment
 Grant
 - \$150,000 Grant to establish Revolving Loan fund
 - \$387,000 CERCLA Program Remediation
 - \$150,000 Targeted Brownfield Assessment Bates Mill #5
- HUD
 - \$1.67 million EDI Special Projects Parking Garage
 - \$1 million EDI/Section 108 Roof
- USDA
 - \$200,000 Rural Business Enterprise Grant- Parking Garage

LEWISTON'S APPROACH

- > Environmental "Clean Bill of Health"
- Lewiston Mill Redevelopment Corporation
 - Non Profit Development Corporation to provide oversight, guidance, and fiscal management
- > Public/Private Partnerships
 - Use Public Resources to leverage private investment
 - Public investment used to identify and fix environmental issues & build traditional infrastructure
 - Creative development agreement
 - ✓ Real estate option
 - ✓ Development consulting service cost sharing



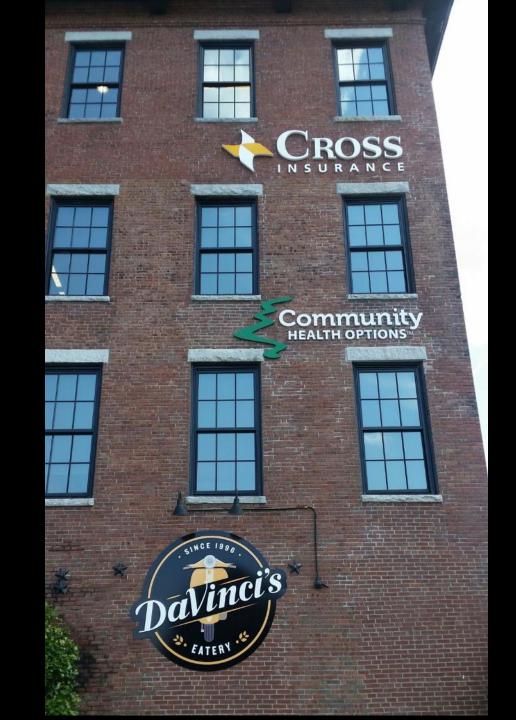


AndroscogginBank

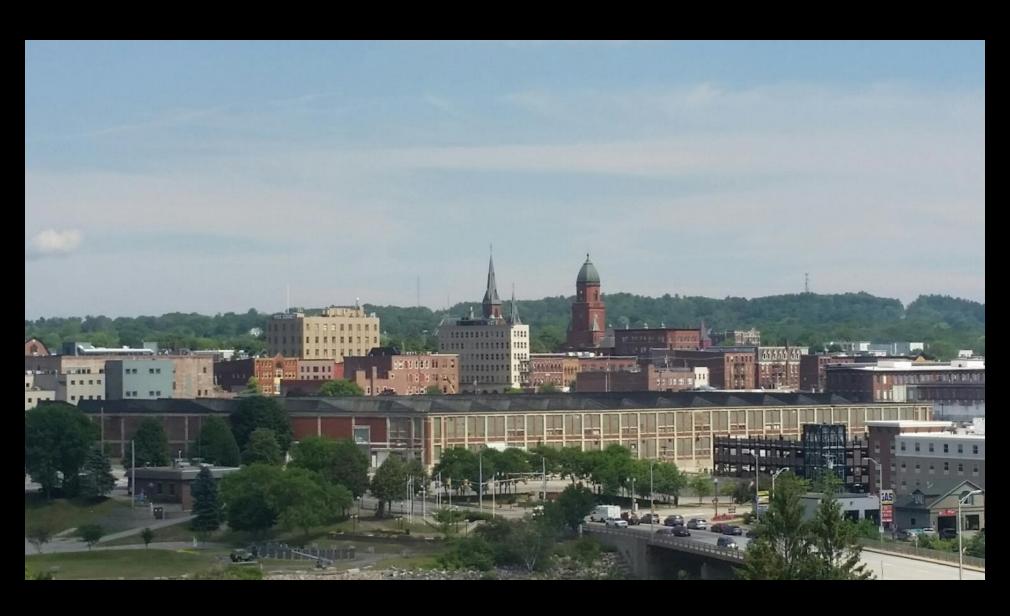




Museum LA



What's Next?







Lewiston Economic Development Summary

Since 2000 . . .

- > \$665+ million in new investment city wide
- > \$306.5 million downtown
- 2,130 new parking spaces
- 3.2 million s.f. new retail, office, medical, warehouse, and commercial space
- > \$4.65 million estimated new annual taxes
- > 3,380 new jobs 1,689 jobs retained

Meet the Funders: Economic Development Case Study

Asheville, North Carolina

Meet the Funders – Economic Development

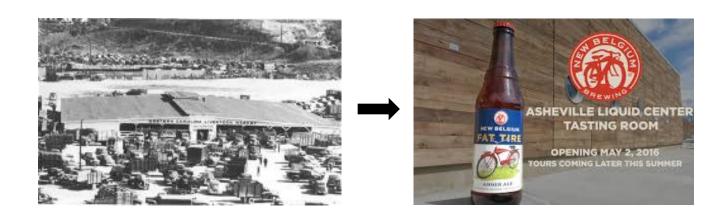




Erica Anderson
Director of Economic and Community
Development
Land of Sky Regional Council, North
Carolina



Brownfields to Brewery



EPA Office of Brownfields & Land Revitalization
October 25, 2016

Who We Are:

Land of Sky Regional Council is a multi-county, *local government planning* and *development* organization. We reach across county and municipal borders providing *technical assistance* to local governments and *administer projects and programs* which *benefit our region's citizens*.



Our Mission:

Our mission is to provide *creative regional solutions* to *relevant and emerging issues* in Buncombe, Henderson, Madison, and Transylvania counties while providing a *standard of excellence* in the delivery of federal, state, and regional *services for our member communities*.

Programs & Services:

Resources:

Grant Writing
Project Administration
Fee for Services
Regional Collaboration

Data Repository

Tools:

Strategy Toolbox Map Viewer GIS Land Use Model

Support:

Technical Assistance
Research
Partnerships & Convening
State & Federal Grants



Regional Brownfields Initiative



- Established in 2003 with a Revolving Loan Fund
- Assisted over 40 sites with Phase I or Phase II assessments
- Managed two cleanup grants (\$200,000 each) for Towns of Woodfin and Fletcher
- Revolving Loan Fund has sub-granted over \$600,000 and loaned \$979,000 for cleanup of Petroleum & Hazardous Substances
- \$4,210,000 EPA grants awarded to the Region





Livestock Yard & Junkyard Brownfield Site





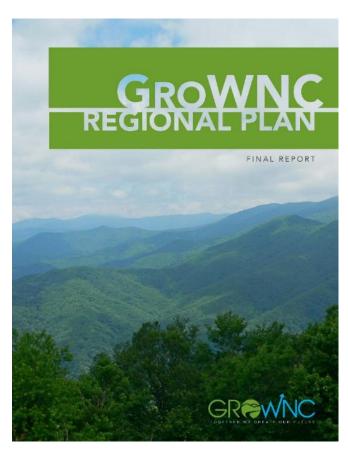
Livestock Yard & Junkyard Brownfield Site





Brownfields to Brewery





www.gro-wnc.org

EPA Phase I & II completed June 2011 - \$36,193 HUD – Sustainable Communities Initiative

- GroWNC vision and planning process
- Brownfields Redevelopment = priority

Strategic Investments Leveraged:

- State of North Carolina's Golden Leaf Foundation - \$300,000
- City of Ashville
 - \$49,860 from the water fund
 - \$1,072,542 from the General Fund
- US Commerce, EDA \$1,122,401
- Total project cost \$2,244,803

EDA Investments





Infrastructure improvements:

- Transportation improvements and waterline upgrades
- 130 jobs within 5 years
- 151 jobs after 6 years
- \$150,000,000 in private investment



New Belgium Brewery

Former WNC Stockyards





New Belgium Brewery





New Belgium Brewery

Opened May 2016







NBB Enka Distribution Center

Industrial Site





Building a Brewery: Sneak peek into our Asheville Brewery

Friday, August 19, 2016





https://youtu.be/-4K9vvmDI3w?list=PLhZ2MZ5djJhZp_gAjm9xV2_QeBVlanfVg

Thank you!

Erica Anderson, AICP
Director of Economic & Community Development

Erica@landofsky.org

828.251.6622

www.landofsky.org



Q&A