



# OPPORTUNITY ZONES

*EVERYTHING YOU NEED TO KNOW*

Grey Dodge  
OZ & Brownfields Lunch & Learn  
January 23, 2020

MADISON STREET  

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STRATEGIES

# MADISON STREET STRATEGIES

*“At the intersection of **economic development** & **public affairs**.”*



## ECONOMIC DEVELOPMENT

Our firm is at the intersection of economic development and public policy. We use our extensive experience with Florida's statewide economic development efforts to help your community grow and reach its goals. We will collaborate with local stakeholders and access state and federal resources to develop and implement strategies for revitalization.



## OPPORTUNITY ZONES

Our team led the nomination process for Florida's 427 Opportunity Zones and have since been recognized as national experts on government engagement with OZ. We can fully create and execute your local government strategy from start to finish. We can also match Opportunity Funds and investors with a stream of local projects.



## DEVELOPMENT FINANCE

Our extensive government experience and wide network of relationships can help your community learn about and access state and federal funding. Our team will help your project become a reality by applying for and managing public grants or loans.

# OPPORTUNITY ZONE CREATION

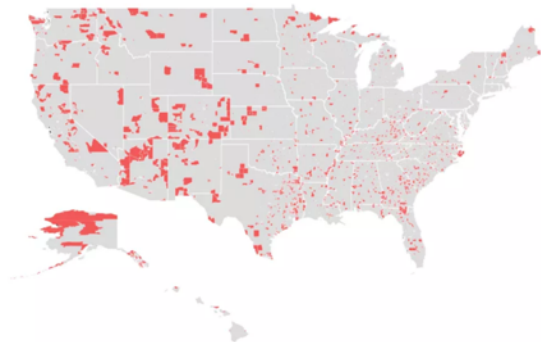
**Created December 2017**



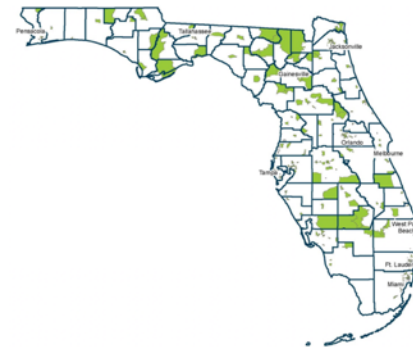
**Governors nominated  
low-income census tracts**



**8,700+ Opportunity Zones**



**1,706 eligible LICs = 427 OZs**

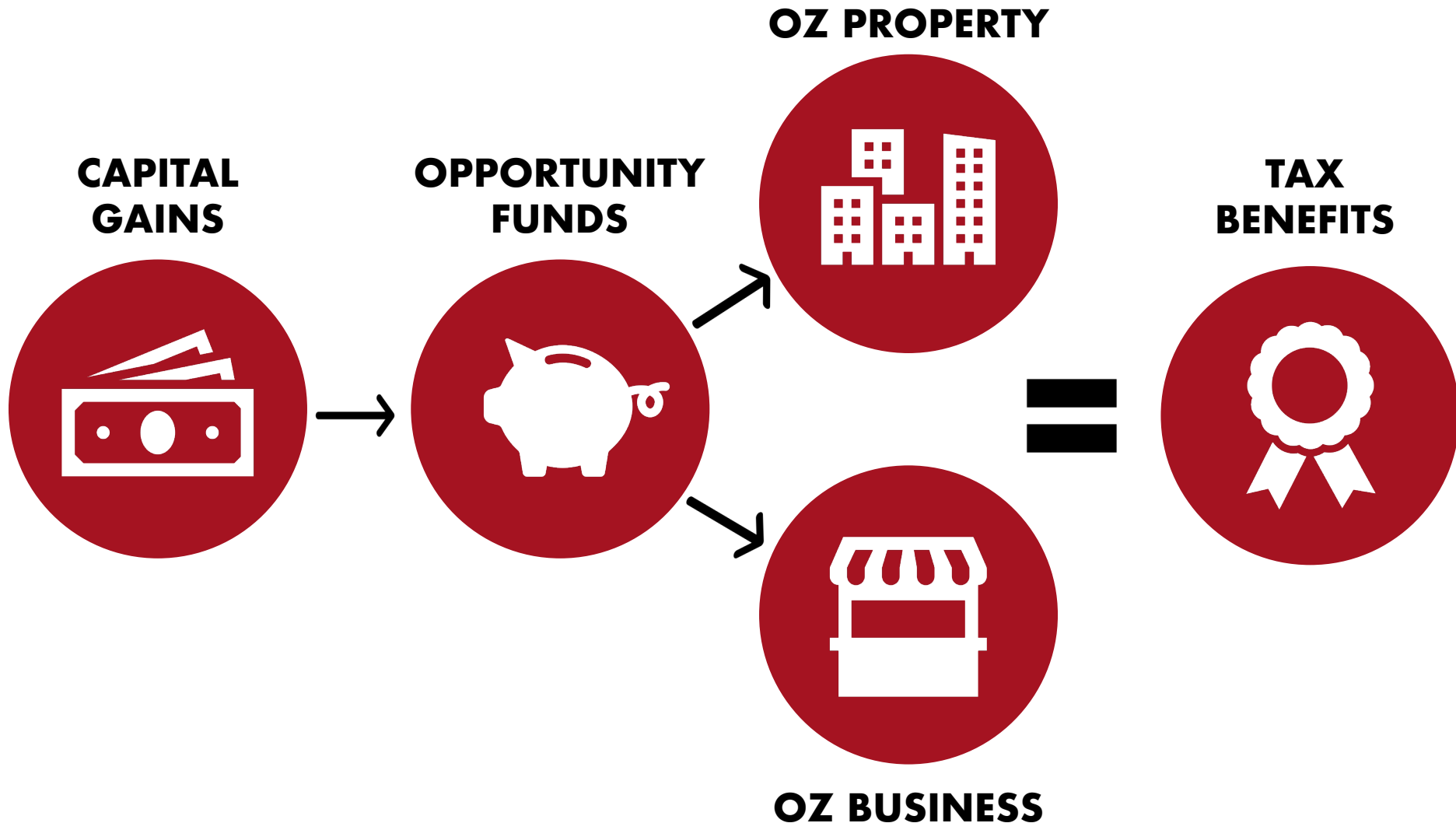


# WHAT ARE OPPORTUNITY ZONES?



- **Low-income census tracts (LICs)**
- Governors nominated **25%** of their LICs as OZs
- Encouraging **long-term investments** in **low-income communities**
- Re-investing unrealized **capital gains** into Opportunity Funds provides tax incentives to the investor

# OPPORTUNITY ZONE INVESTING

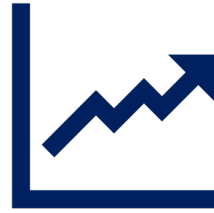


# TAX BENEFITS OF OPPORTUNITY ZONES



## **1 TEMPORARY DEFERRAL**

Capital Gains from the sale of an asset are deferred until the sale of the new investment, or December 31, 2026, whichever is earlier.



## **2 STEP-UP IN BASIS**

5 year hold = 10%  
7 year hold = 15%



## **3 PERMANENT EXCLUSION**

Investments held for 10 years will pay no capital gains tax on the post acquisition gains.

# WHAT ARE OPPORTUNITY FUNDS?

- Opportunity Funds are a legal entity (LLC, Corporation)
- **No** requirements on fund size or scope
- Opportunity Funds make **equity** investments in:

OZ PROPERTY



OZ BUSINESS

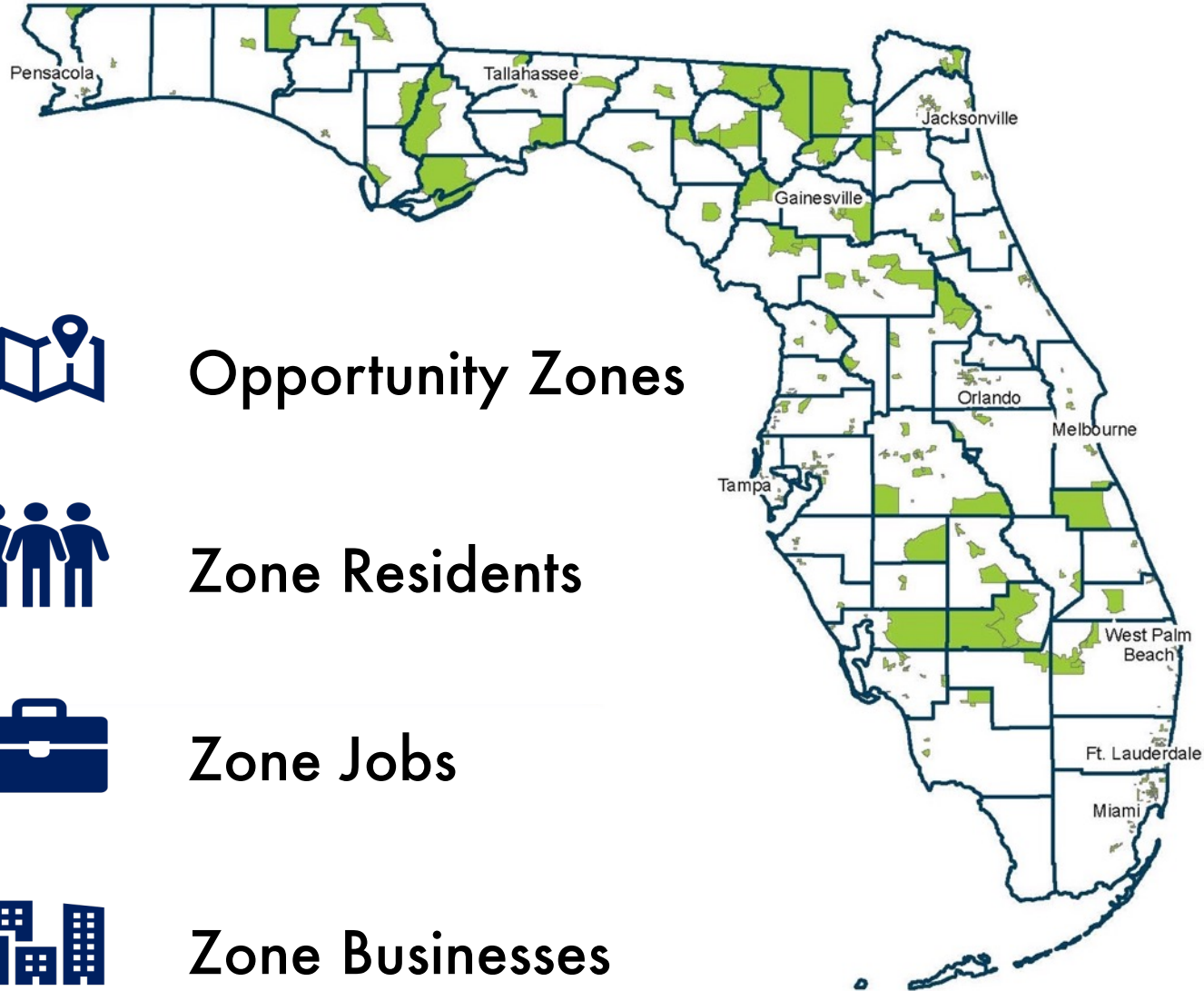


# FLORIDA NOMINATION PROCESS

## Nominating Florida's Opportunity Zones:

- ☒ At least one in every county
- ☒ Proportionately allocated
- ☒ Economic analysis of poverty, unemployment and population
- ☒ Input from local governments, investors, businesses, elected officials, developers, etc.

# FLORIDA OPPORTUNITY ZONES



**427**



Opportunity Zones

**1.9m**



Zone Residents

**1.0m**



Zone Jobs

**83k**










Zone Businesses

# FLORIDA OZ STATISTICS



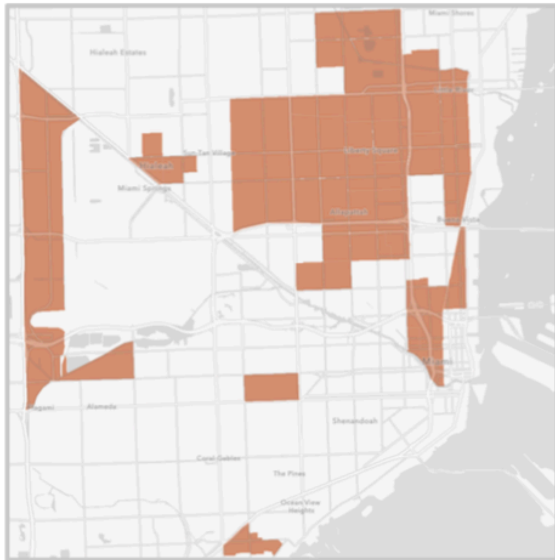
OZ

Minority Population	Poverty Rate	Median Income	Bachelor Degree+	Adults Not Working	Housing Vacancy	Rent Burdened
						
<b>45%</b>	<b>15%</b>	<b>\$61,400</b>	<b>28%</b>	<b>29%</b>	<b>9%</b>	<b>57%</b>
<b>66%</b>	<b>29%</b>	<b>\$38,700</b>	<b>14%</b>	<b>40%</b>	<b>12%</b>	<b>64%</b>

# FLORIDA OZ STATISTICS

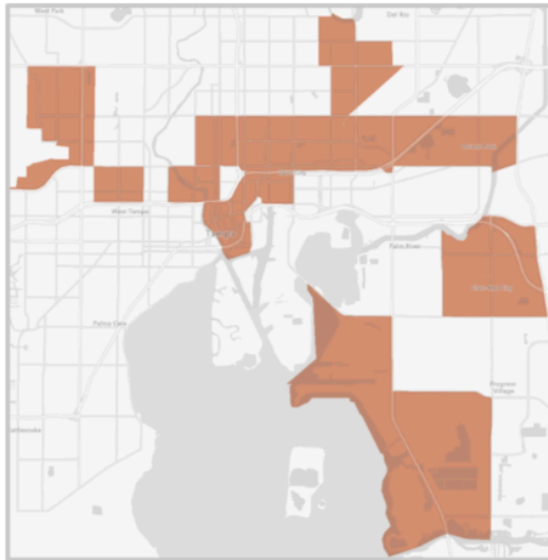
## Major Cities with the Largest Number of Zones

Miami



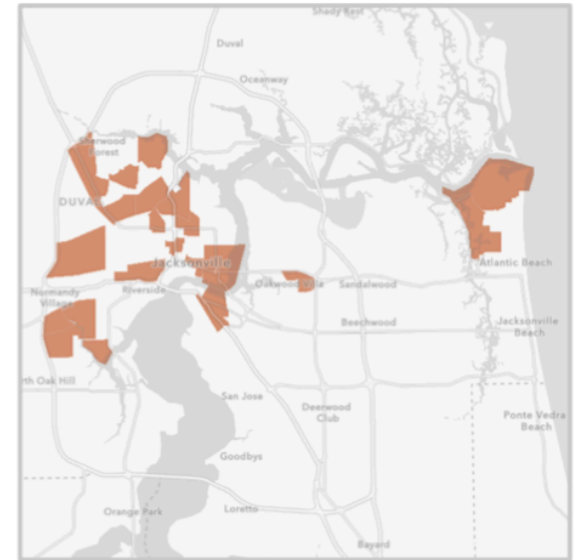
28 Tracts

Tampa



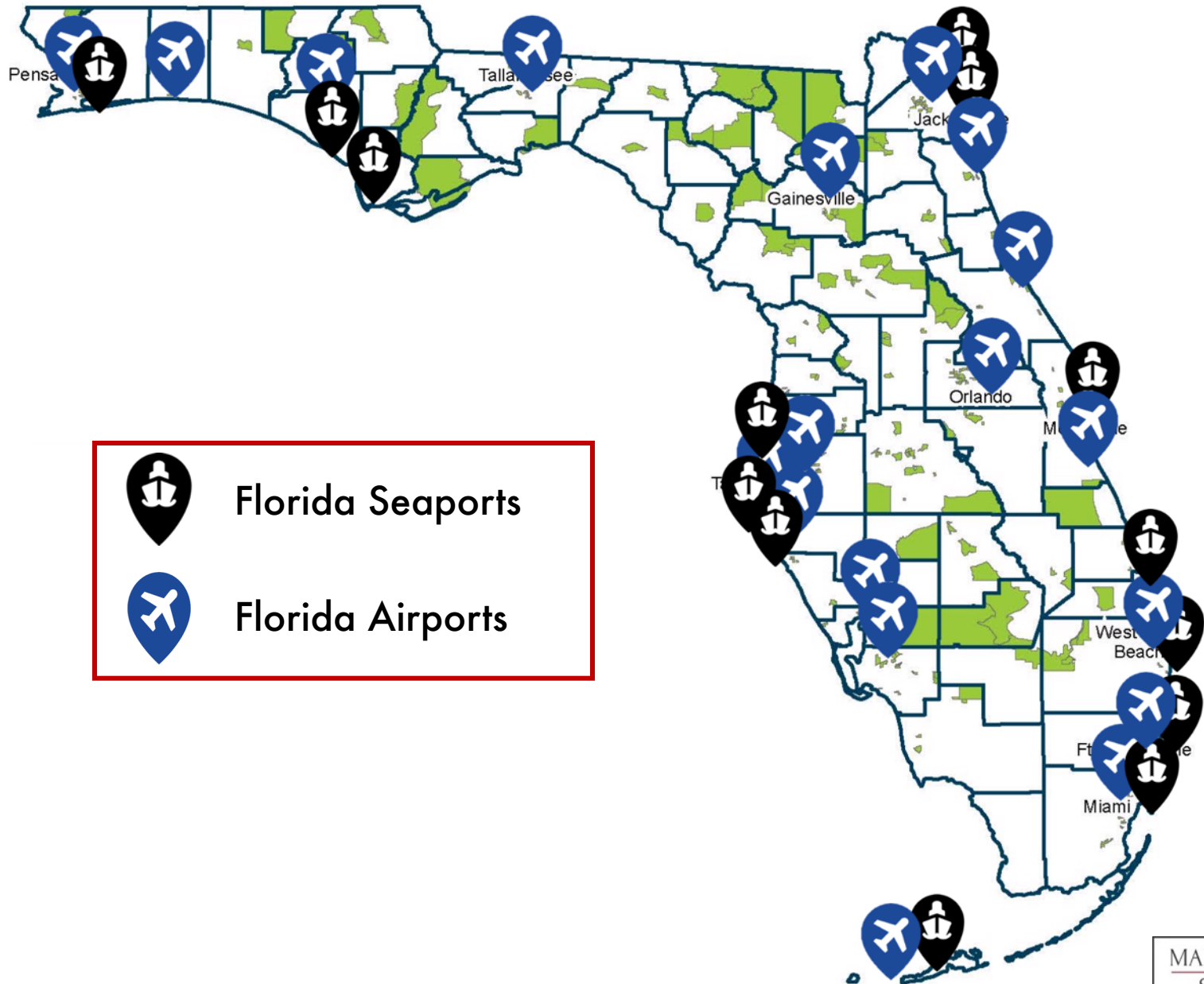
24 Tracts

Jacksonville

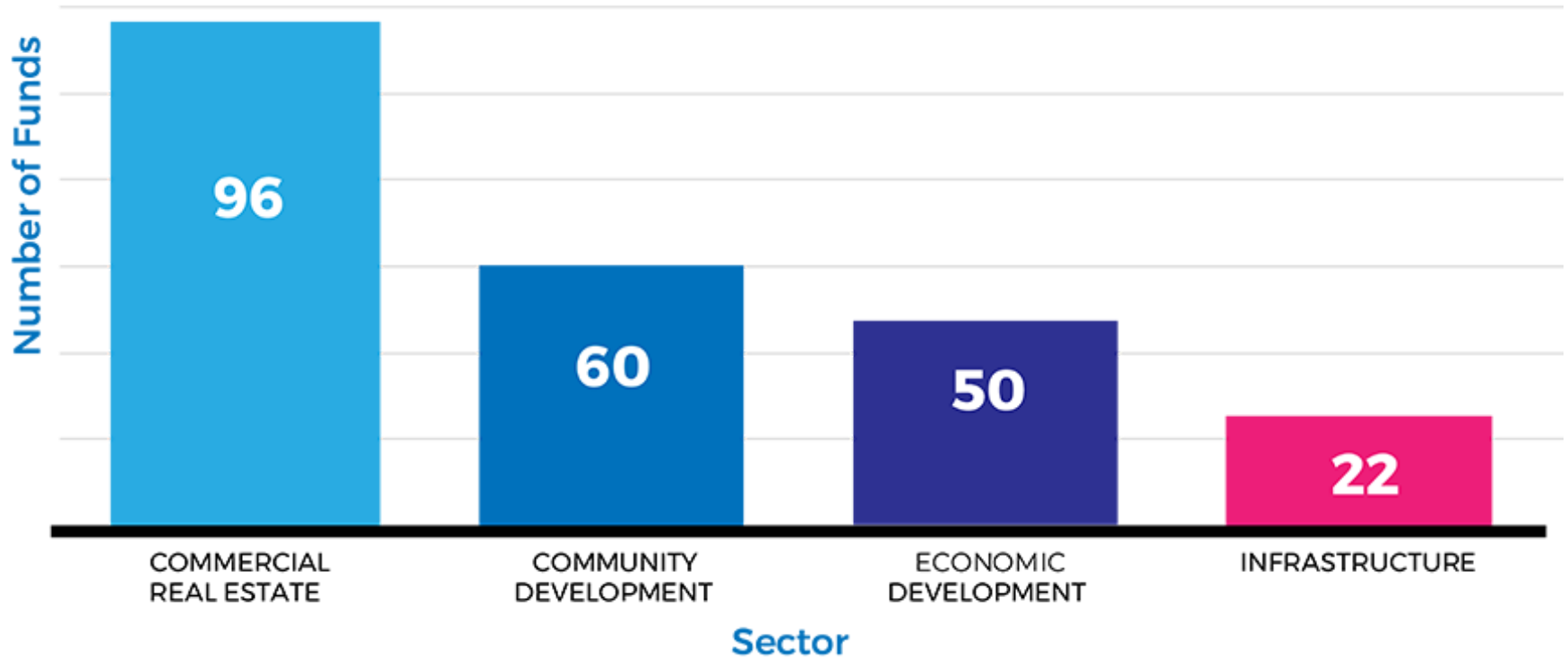


21 Tracts

# FLORIDA OZ INFRASTRUCTURE



# OZ FUND INVESTMENTS



# FEDERAL LEVEL

- Recent guidance from Treasury
- White House Opportunity & Revitalization Council
- Proposed reporting requirements
- Proposed Disaster Opportunity Zone Act

# STATE LEVEL

- **Support** Communities with Opportunity Zones
- Create state **grant** programs
- Layer OZ **data** with other state data
- Serve as a **resource** for communities

# COLORADO

## LOOKING FOR CAPITAL? LOOKING FOR PROJECTS TO INVEST IN? VISIT CO-INVEST.CO, COLORADO'S INVESTMENT DATABASE.

### FOR COMMUNITIES

There are currently trillions of unrealized capital gains sitting on balance sheets across the country. And beginning to develop, and much of this capital is actively seeking projects. In order to ensure that capital to projects that the community wants and that will benefit the citizens, stakeholders will need to prospectuses, structure deals and add incentives that are attractive to investors, and work to engage

Through the Department of Local Affairs (DOLA) and OEDIT, there are grants available to support community developing projects:

- OZ Technical Support Grants (OEDIT)
- DOLA Grants

## OPPORTUNITY ZONE INVESTMENT

### OPPORTUNITY ZONE MAP

Areas highlighted in yellow are designated Opportunity Zones.

[VIEW ALL REGIONS](#)

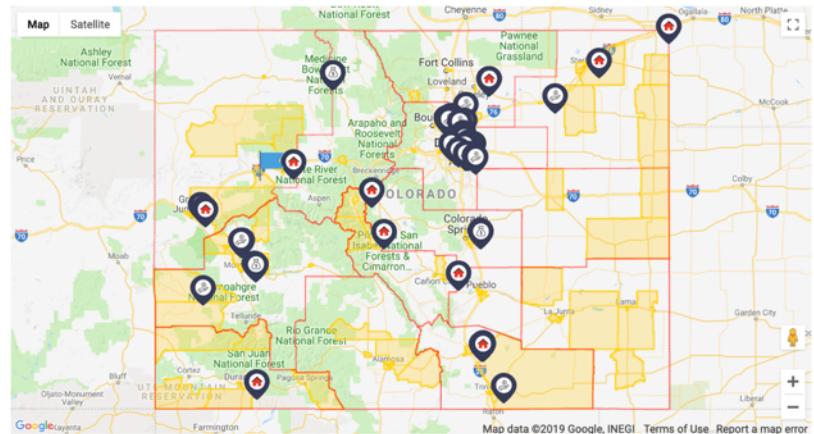
[SELECT REGION](#)

[LIST SEARCH](#)

☐ REAL ESTATE OPPORTUNITIES

☐ BUSINESSES SEEKING CAPITAL

☐ OPPORTUNITY FUND OPTIONS



Opportunity Fund



Real Estate Opportunities



Businesses Seeking Capital



Opportunity Fund Options

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## OPPORTUNITY ZONES FOR COMMUNITIES

### — GUIDANCE

1. **Be Proactive** – The best way to ensure that your community attracts the investment it would like, you must make those projects the most attractive and the easiest to find.
2. **Urgency is Key** – An OZ investment must occur before the end of 2019 to realize the full benefits of the incentive. While OZ investments will continue after this date, communities and projects that organize themselves quickly will have an easier time attracting capital.
3. **Think like an Investor** – Focus on projects that will help investors realize a return, and consider what your community can do to increase that return even more.
4. **Layer Additional Programs and Incentives** – Consider what else your community can add to make the project as attractive as possible to investors. OZ incentives can be used in conjunction with other programs (i.e. Enterprise Zones, New Market Tax Credits, TIFs, LIHTC, land donations, fast-tracked permitting).
5. **Opportunity Zones are Another Tool in the Toolkit** – There will be some projects that are not well-suited for OZs. Think about how OZs can fit into your existing economic development tools.

# ALABAMA



OPPORTUNITY  
ALABAMA

Commercial Airport

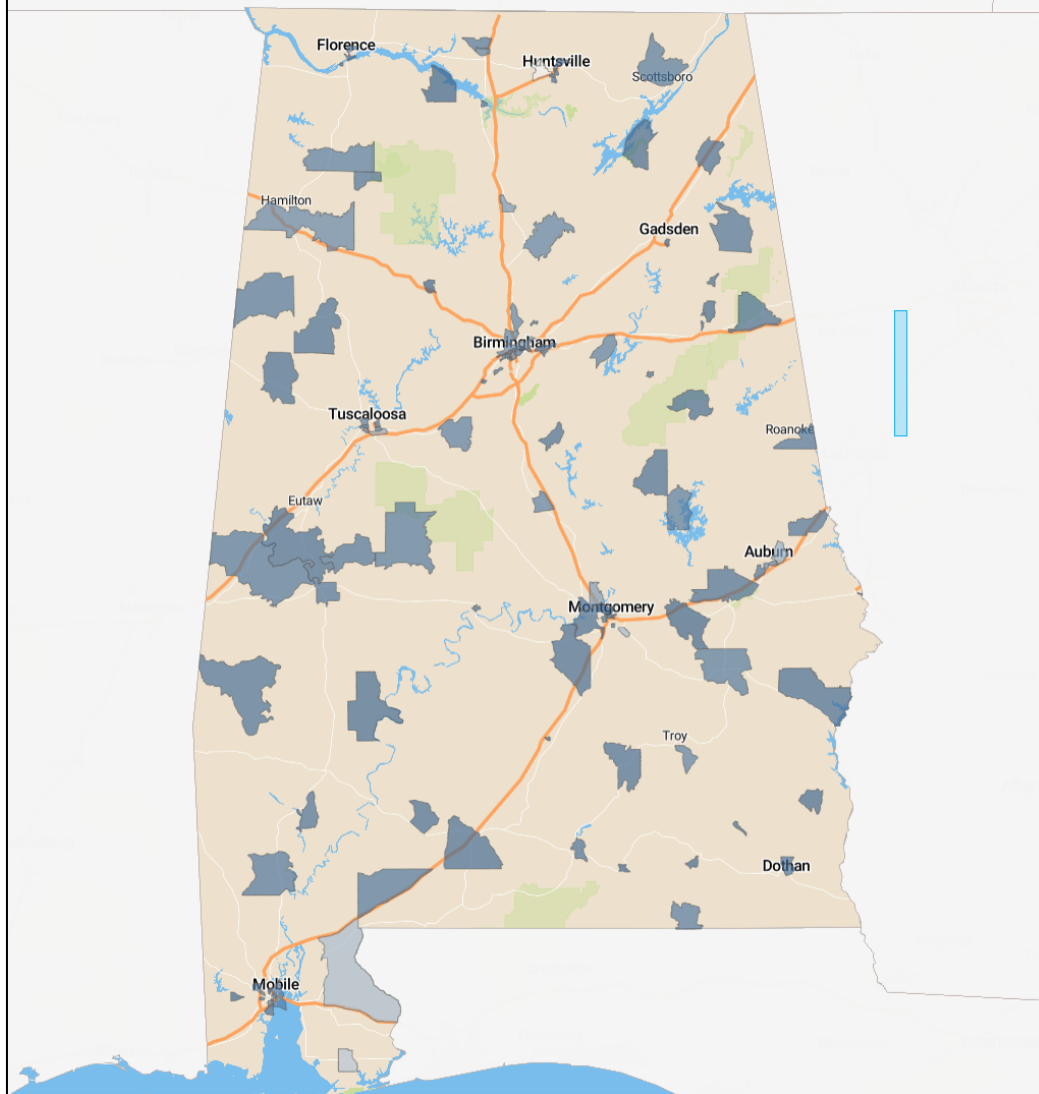
Hospital

University

Military Area

Brownfields (ADEM / EPA)

EDPA Sites



# ALABAMA



[About](#) [Resources](#) [Projects](#) [Investors](#) [Partners](#) [Communities](#) [Contact](#)

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## Featured Zones



**Birmingham**

26 Tracts



**Mobile**

14 Tracts



**Montgomery**

12 Tracts

# COMMUNITY ROLE

- Create *Opportunity Zone Prospectus*
  - Overview of each zone
  - Key assets
  - Identify projects and businesses
- Marketing plan for investors
- Review zoning and permitting
- Identify publicly owned property

# ERIE, PENNSYLVANIA

# ERIE, PENNSYLVANIA

**FLAGSHIP**  
OPPORTUNITY  
ZONE

[Home](#) [About ▾](#) [Our Districts ▾](#) [Institutional Capacity ▾](#) [Erie Homecoming 2019](#)

## Pennsylvania's Flagship Opportunity Zone

Erie, Pennsylvania has the market momentum, institutional capacity, and diverse portfolio that Opportunity Zone investors are looking for.

[DOWNLOAD INVESTMENT PROSPECTUS](#)

MADISON STREET  
STRATEGIES

# ERIE, PENNSYLVANIA



## Pennsylvania's Flagship Opportunity Zone

@FlagshipOppZone

#Erie, Pennsylvania has the market momentum, institutional capacity, and diverse portfolio that #OpportunityZone investors are looking for.

📍 Erie, PA

🌐 [flagshipopportunityzone.com](http://flagshipopportunityzone.com)

📅 Joined February 2019

[Tweet to Pennsylvania's Flagshi...](#)

## of Erie Investment Prospectus

Building Opportunity | Restoring Hope | Transforming Erie

Tweets  
119

Following  
433

Followers  
215

Likes  
62

Follow

Tweets Tweets & replies Media

🔄 Pennsylvania's Flagship Opportunity Zone Retweeted



**Bruce Katz** @bruce\_katz · May 29

Erie is remaking its core via @ErieDDC @erie\_insurance @Innovate\_Erie @ERIDTN @JeffersonErie: topic of upcoming City Case w @LuiseNoring @KarenBlackMay8 @USAAccelerate @LindylInstitute



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**Jake Marsh** @AnotherJake

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**Find people you know**

Import your contacts from Gmail

[Connect other address books](#)

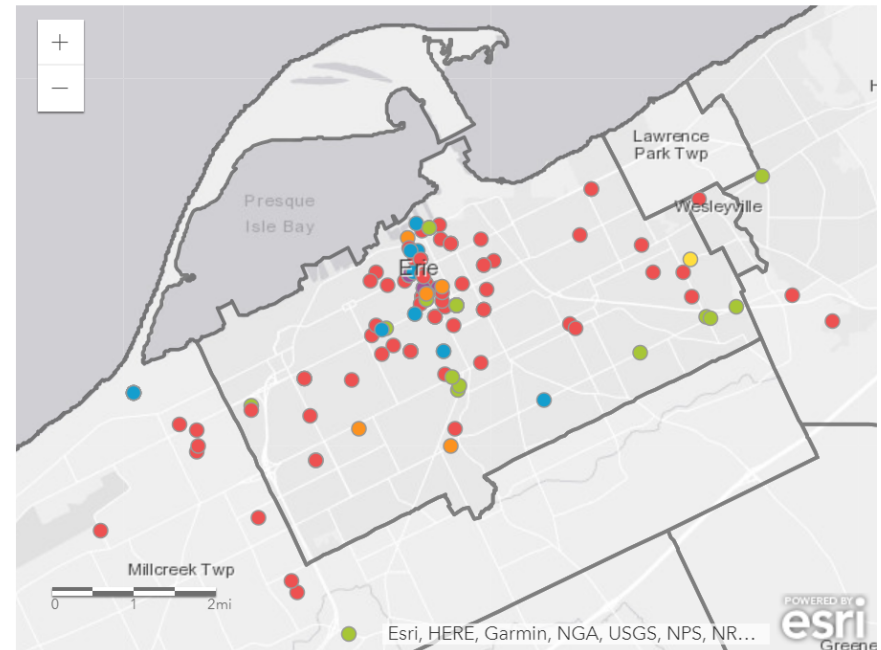
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# ERIE, PENNSYLVANIA

## Over \$50 Million in Ongoing Investments from the Commonwealth

The Commonwealth of Pennsylvania, through various agencies, has invested tens of millions of dollars in a concentrated manner to protect and de-risk investment for the private sector. Investments include capital projects, infrastructure improvements, neighborhood support, and environmental sustainability.

- Department of Agriculture (DOA)
- Department of Environmental Protection (DEP)
- Department of Conservation and Natural Resources (DCNR)
- Department of Community and Economic Development (DCED)
- Redevelopment Assistance Capital Program (RACP)
- Pennsylvania Department of Transportation (PennDOT)



# ERIE, PENNSYLVANIA

## Strategy for Our West Bayfront District

### Residential

- A range of residential initiatives is required to help boost the existing housing stock that forms the foundation of this area. These include addressing blighted and vacant homes, supporting renovation and preservation initiatives, and identifying opportunities for new infill construction



### Parks and Public Spaces

- This can include the provision of new and upgraded facilities as well as the development of recreation-based programming for all ages in the community

### Infrastructure

- This includes the consideration of upgrades to sidewalks and spaces for pedestrian movement, the provision of facilities for bicycles and transit users, and changes to roadway and traffic patterns to improve how people within and outside of the community experience its neighborhoods, parks, and businesses

### Social / Programming

- Neighborhood service strategies will focus on unmet needs within the neighborhood. These can be physical or programmatic in nature and have the potential to incorporate a wide range of community needs. The ability to group multiple services in a specific area or building can support more efficient use of resources

### Local Business

- The creation of a commercial corridor where investment can be focused, as well as programs to support small businesses (storefront programs, small business loans, etc.), can help the neighborhood to be a more complete and supportive place



# SOUTH BEND

**OPPORTUNITY ZONE PROSPECTUS** | A Platform for Action

Prepared by  
**NEW LOCALISM ADVISORS**

In Collaboration with  
**THE CITY OF SOUTH BEND**

A Project of  
**ACCELERATOR FOR AMERICA**

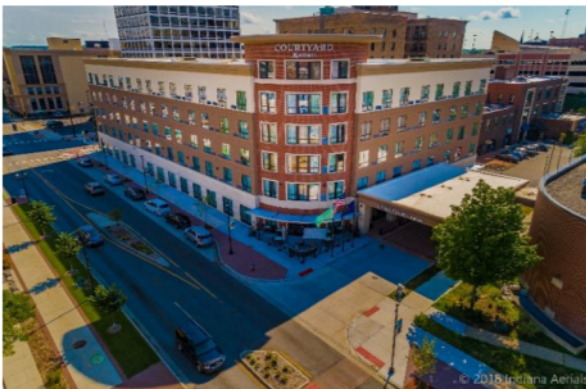
December 2018

# SOUTH BEND, INDIANA

## CENTRAL BUSINESS DISTRICT

A \$25 Million Complete Streets Investment in 2016 Transformed Downtown and Already Spurred over \$100 Million of Investment in Central Business District

- **270 new residential units** around downtown since 2016, 350+ more underway or announced
- **Tripling** of hotels 2016-2018
- \$24M mixed-use development attached to the Class A Cubs Minor League stadium received Ballpark Digest's 2018 Editors Choice Award



# SOUTH BEND, INDIANA

## SOUTH BEND OPPORTUNITY ZONE CATALYTIC PROJECT – REAL ESTATE

Building on Momentum Downtown and near Cubs Stadium



### Assets

- Transformed Downtown from 2016 Complete Streets infrastructure
- South Bend Cubs Stadium and adjacent \$24m mixed use development
- \$36m investment in former Union Station and Studebaker buildings just South of Stadium



### Your Opportunities

- Redevelopment of historic, City-owned Lafayette Building (top photo)
- Historic redevelopment of the former Studebaker Administration Building (bottom photo)
- Additional infill downtown and near stadium
- Eligible for TIF support and tax abatements

# BIRMINGHAM, ALABAMA

# BIRMINGHAM, ALABAMA

## **Birmingham Press Release:**

The city's *primary role* in the BIG Partnership is to serve as a *facilitator* between the private, philanthropic, academic and civic sectors as well as neighborhood leadership to take action for inclusive and sustainable community development. Led by the city's Department of Innovation and Economic Opportunity, the city and its private sector partners will work with civic leaders to discover and develop community and economic development projects that could be supported through Opportunity Zone Funding.

# BIRMINGHAM, ALABAMA

## THE BIRMINGHAM INCLUSIVE GROWTH (BIG) PARTNERSHIP

AN INNOVATIVE PUBLIC-PRIVATE ENDEAVOR DESIGNED TO LEVERAGE OUR 24 ZONES, WITH TWIN GOALS TO (1) ENHANCE THE QUALITY OF LIFE OF OUR RESIDENTS AND (2) PRODUCE TANGIBLE RETURNS TO INVESTORS.

The BIG Partnership is focused on identifying and funding Opportunity Zone projects that offer goods and services needed by our community, such as housing, healthcare, food, education and transportation. It prioritizes projects that foster an equitable community, through job creation, financial inclusion and innovation.



### PRIVATELY-LED

The linchpin of the partnership is the **Investment Board (IB)** and the Public Benefit Organization (PBO) that it will oversee. The PBO is privately managed and autonomous and its goal is to facilitate sponsorship of transformational Opportunity Zone projects. The IB is comprised of world-class business leaders who are deeply invested in Birmingham's growth and renewal.



### CITY-INSPIRED

The City of Birmingham is uniquely positioned to convene key stakeholders and facilitate the relationships between the private, philanthropic, academic and civic sectors, as well as neighborhood leadership. Through a constellation of resources, the City also brings a competitive advantage to investors to accelerate projects.



### COMMUNITY-FOCUSED

The **Community Investment Board (CIB)** promotes inclusive growth for all community residents. Made up of local civic leaders, this Board ensures that the community's needs and priorities are addressed, identifies projects, and safeguards our neighborhoods' cultural heritage by bringing resident voices to the table.

# BIRMINGHAM, ALABAMA

## CURRENT INVESTMENT OPPORTUNITIES

COME SEE WHAT WE'RE WORKING ON

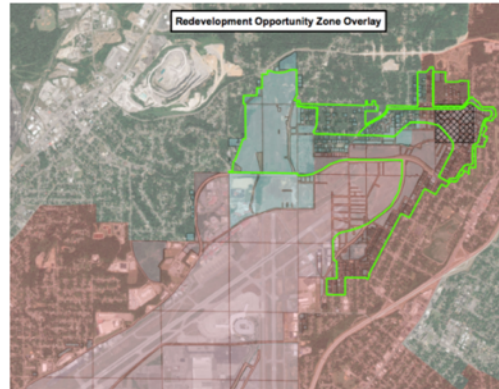


### NORTHSIDE PARK

ENTERTAINMENT DISTRICT

MIXED USE DEVELOPMENT

Vibrant, mixed-use development that combines residential, office, retail, entertainment, hotel and open space in the heart of the Entertainment District.



### SHUTTLESWORTH AIRPORT

AIRPORT DISTRICT

RESIDENTIAL/COMMERCIAL

Located only five miles from downtown Birmingham, the Shuttleworth International Airport is one of the only Southeastern airports in an Opportunity Zone. There are currently +400 acres of land ready to be developed.



### THE FRANK NELSON BUILDING

DOWNTOWN DISTRICT

RESIDENTIAL/COMMERCIAL

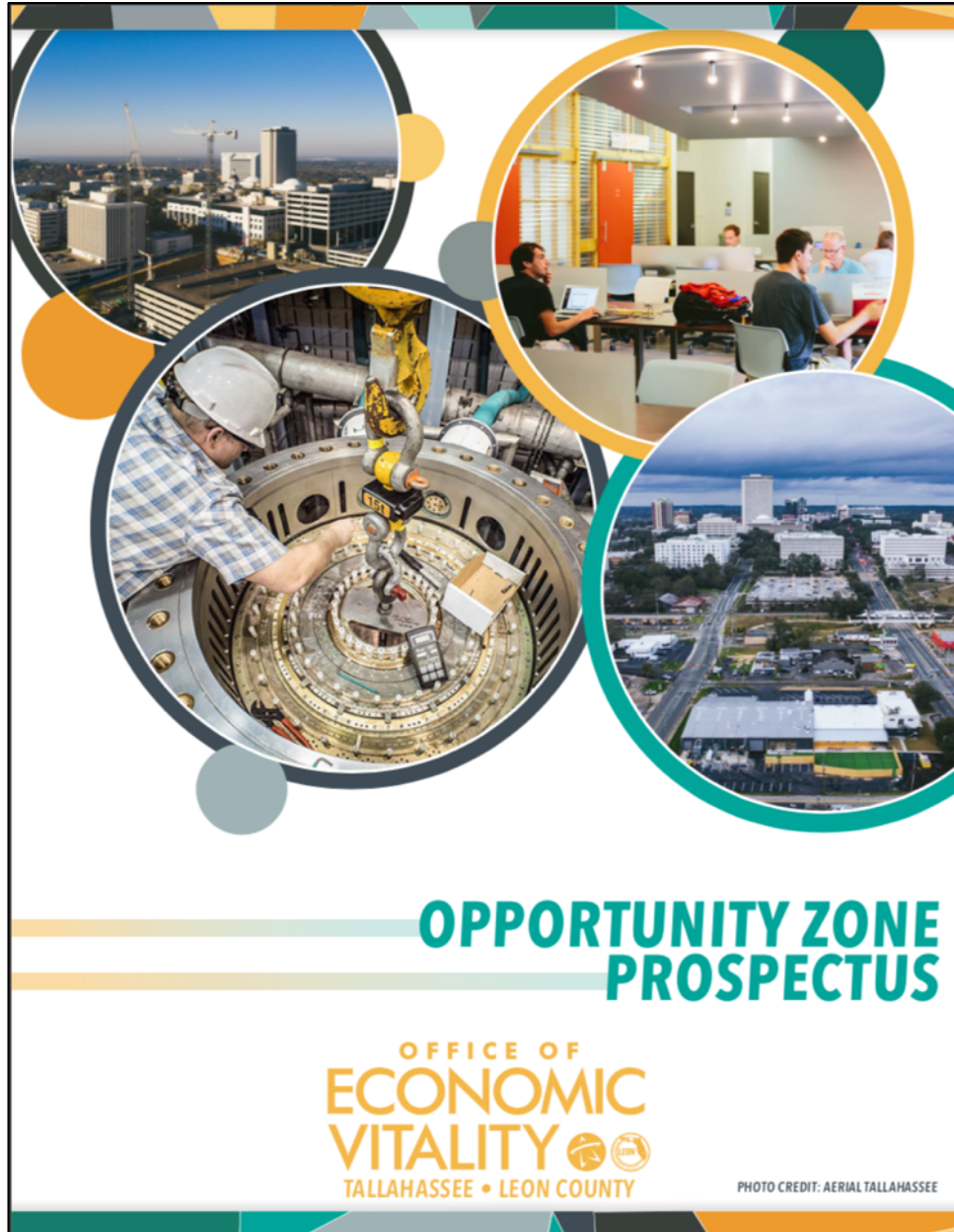
The building is strategically located at the epicenter of the revitalized downtown, driven by tech job creation, multi-family & hotel developments and multiple entertainment venue.

[VIEW PROJECTS](#)

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STRATEGIES

# FLORIDA COMMUNITIES

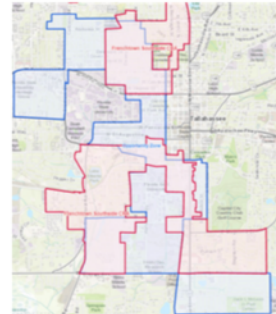
# TALLAHASSEE – LEON COUNTY



# TALLAHASSEE - LEON COUNTY

## OPPORTUNITY ZONE AND OTHER RESOURCES

FRENCHTOWN-SOUTHSIDE CRA



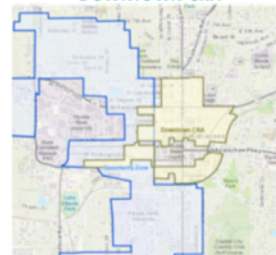
BROWNFIELD INCENTIVE AREAS



URBAN JOBS TAX CREDIT AREA



DOWNTOWN CRA



DESIGNWORKS ASSISTANCE AREAS

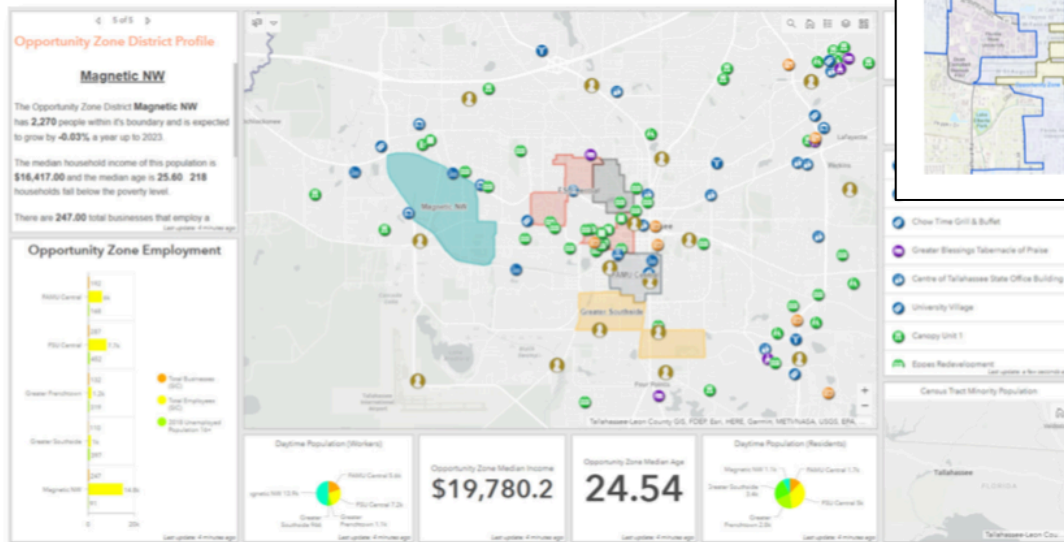


HUB ZONE



The following section provides an overview of the great intel on each of our OZ Districts. There is also an **interactive dashboard available online** at <http://OEVforBusiness.org>, that provides decision making support.

## OPPORTUNITY ZONES DASH



# OCALA REDEVELOPMENT

REVISED 1-7-2019

## REQUEST FOR PROPOSALS



### What funding is available to support development of the site?

Site 1 is within the East Ocala Community Redevelopment Area and a State of Florida designated Opportunity Zone. As such, this catalytic site is eligible for a number of economic development tools that could potentially offset redevelopment costs and capital gains taxes. Site 1 is also located within an Urban Job Tax Credit Program area, in which new businesses that hire at least 10 employees are eligible for a sales or corporate income tax credit of up to \$1,500 per employee.

## CITY OF OCALA

### CATALYTIC OPPORTUNITY SITE FOR MIXED- USE DEVELOPMENT AND CONVERSION OF A FIRE STATION BUILDING TO A MICROBREWERY, MICRO-WINERY OR MICRODISTILLERY

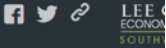
RFP #CMO/180263

Deadline for Submission:  
2 p.m., March 11, 2019

# LEE COUNTY (FORT MYERS)

## Lee County Opportunity Zones

[Introduction](#) [Zone Profiles](#) [Demographic Maps](#) [Growth Maps](#) [Crime Maps](#) [Transportation Maps](#) [Incentive Areas Parcel Search](#) [Commercial Real Estate Search](#)



# Lee County Opportunity Zones

Investing in Lee County

# LEE COUNTY (FORT MYERS)



## TAPESTRY SEGMENTATION

Fort Myers Opportunity Zone

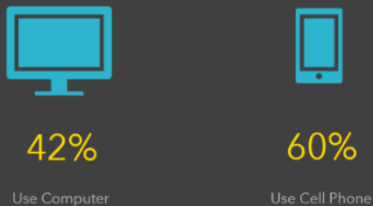
### ANNUAL HOUSEHOLD SPENDING



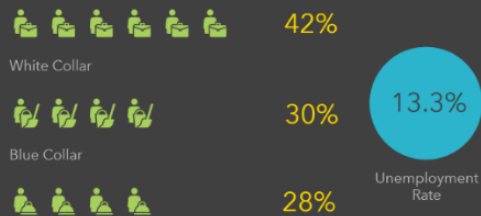
### ANNUAL LIFESTYLE SPENDING



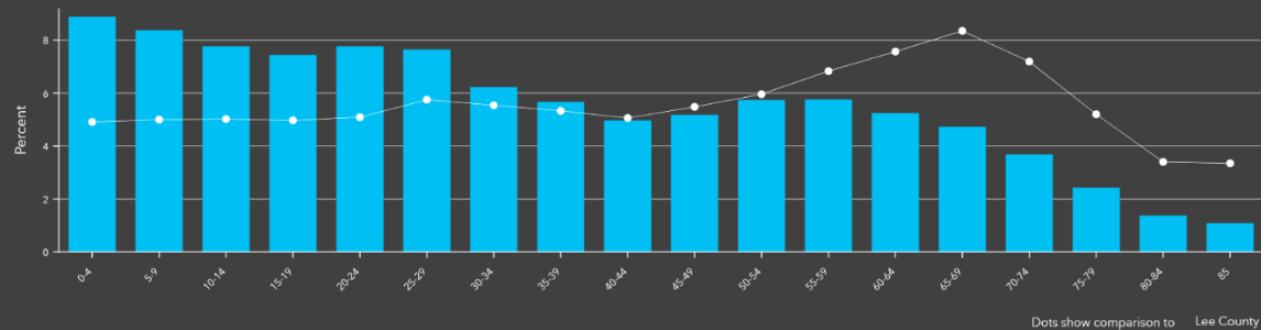
### INTERNET ACCESS



### EMPLOYMENT



### Age Profile



### Households By Income

The largest group: <\$15,000 (27.6%)  
The smallest group: \$200,000+ (0.5%)

Indicator	Value	Difference
<\$15,000	27.6%	+18.1%
\$15,000 - \$24,999	18.5%	+8.2%
\$25,000 - \$34,999	12.2%	+1.6%
\$35,000 - \$49,999	15.3%	-0.4%
\$50,000 - \$74,999	14.0%	-5.7%
\$75,000 - \$99,999	6.5%	-6.0%
\$100,000 - \$149,999	4.4%	-7.9%
\$150,000 - \$199,999	0.9%	-3.4%
\$200,000+	0.5%	-5.2%

Bars show deviation from Lee County

### Tapestry Segments

	<b>Modest Income Homes</b> 1,603 households	<b>41.3%</b> of Households
	<b>City Commons</b> 1,043 households	<b>26.9%</b> of Households
	<b>Barrios Urbanos</b> 644 households	<b>16.6%</b> of Households

Esri's Tapestry Market Segmentation is a geodemographic system that identifies 68 distinctive markets in the US based on socioeconomic and demographic

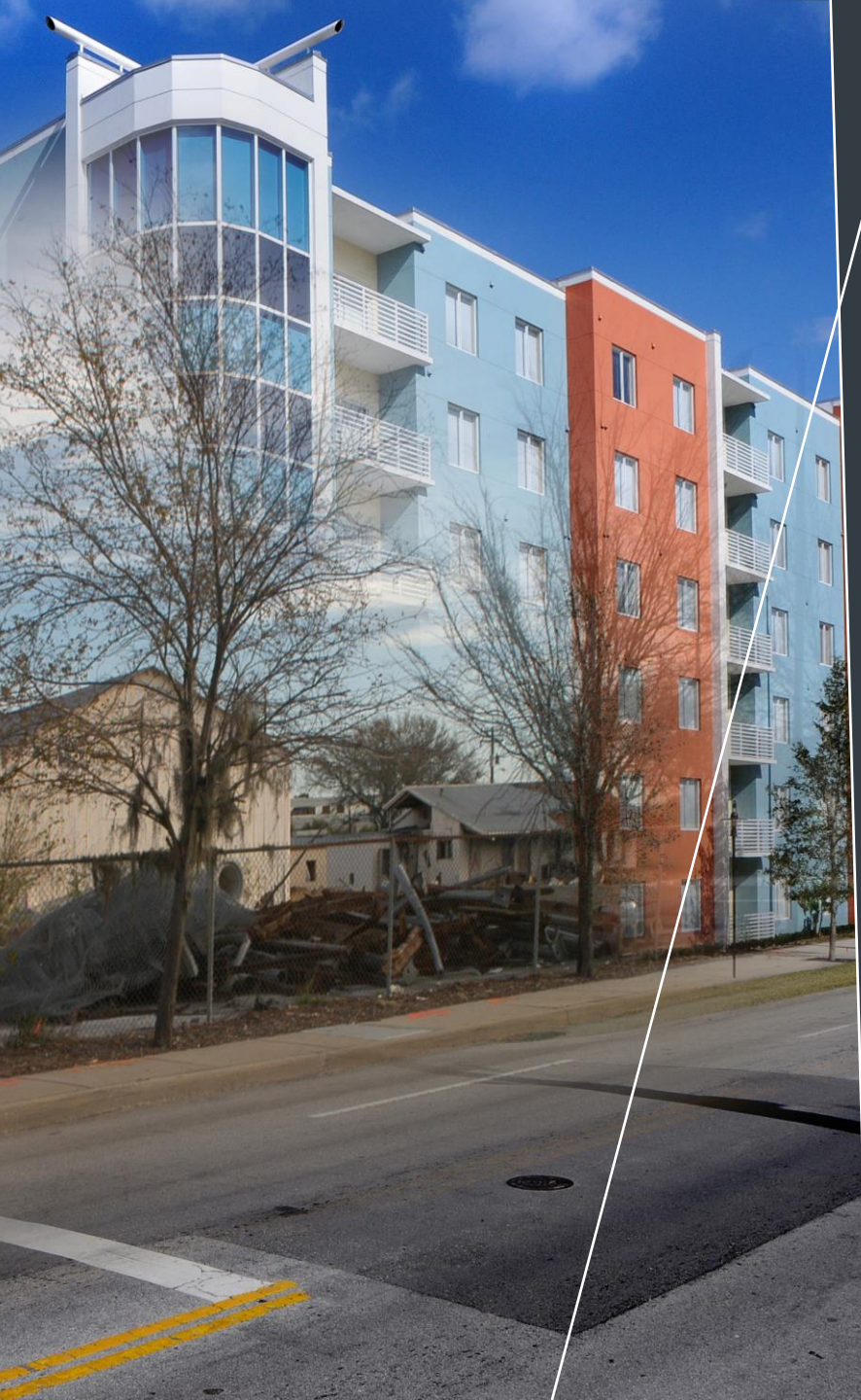


# MADISON STREET --- STRATEGIES

850.583.7001

INFO@MADISON-STREET.COM

WWW.MADISON-STREET.COM



# ***Brownfields 101***

## **Leveraging Community-Based Redevelopment Opportunities in Florida Opportunity Zones and Brownfields Areas Webinar**

January 23, 2020

*Presented by:*  
Miles Ballogg  
Amy Long, AICP  
Rick Hagberg, PG



**LLW**

LEWIS  
LONGMAN  
WALKER

TWENTY-FIVE YEARS

 **Cardno®**



# Introduction – *Cardno's Brownfields Team*



**Miles Ballogg**

*Director of Brownfields  
32 years of experience*



**Amy Worsham, AICP**

*Project Manager  
9 years of experience*



**Rick Hagberg, PG**

*Project Manager  
35 years of experience*

*...EPA's Brownfields Program serves as an innovative approach to environmental protection, spurring environmental clean up, reducing neighborhood blight, preserving greenspace, leveraging private investment, leveraging jobs in cleanup and redevelopment activities, and promoting community revitalization.*

*David Lloyd*  
**Office Director, USEPA Brownfields and Land Revitalization**

*...Brownfields redevelopment is an opportunity to transform environmentally stigmatized properties into viable redevelopment projects that benefit the community and support positive strides in implementing Environmental Justice and Equitable Redevelopment.*

*Miles Ballogg*  
**Cardno, Inc. – Brownfields and Economic Development Practice Group Leader**



# Brownfields *defined...*



## Environmental Protection Agency

*...“real property, the expansion, redevelopment, or reuse of which may be complicated by the presence or potential presence of a hazardous substance, pollutant, or contaminant.”*

*Determination and eligibility for federal funding is made by the U.S. Environmental Protection Agency (EPA).*

[www.epa.gov/brownfields](http://www.epa.gov/brownfields)



## Florida Department of Environmental Protection

*“**Brownfield sites**” means sites that are generally abandoned, idled, or under-used industrial and commercial properties where expansion or redevelopment is complicated by actual or perceived environmental contamination.*

*“**Brownfield area**” means a contiguous area of one or more brownfield sites, some of which may not be contaminated, and which has been designated by a local government by resolution. Such areas may include all or portions of community redevelopment areas, enterprise zones, empowerment zones, other such designated economically deprived communities and areas, and Environmental Protection Agency-designated brownfield pilot projects.*

<https://floridadep.gov/waste/waste-cleanup/content/brownfields-program>

# Understanding Opportunities for Redevelopment *Solvent Contamination Sources*

- ✓ *Printers*
- ✓ *Dry-cleaners*
- ✓ *Auto repair*



# Understanding Opportunities for Redevelopment *Junkyards or Salvage Yards*



# Understanding Opportunities for Redevelopment *Hazardous Substances / Waste Sites*

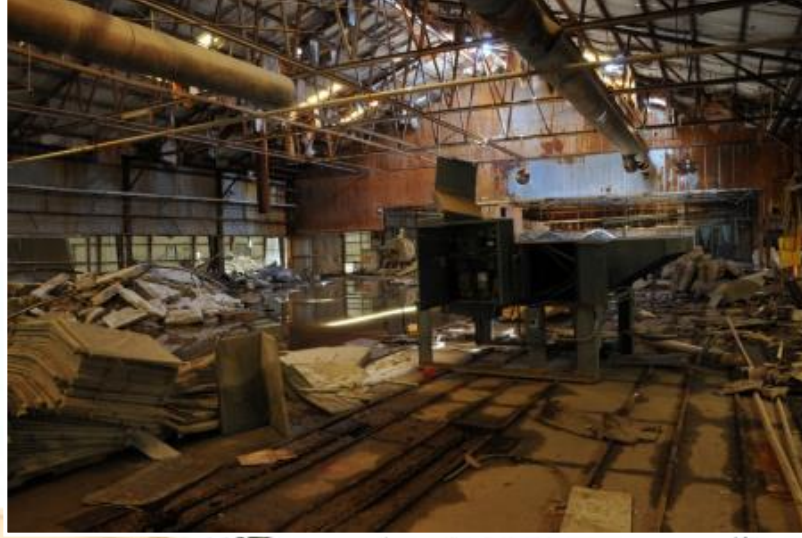




# Understanding Opportunities for Redevelopment *Former Hospitals, Schools*



# Understanding Opportunities for Redevelopment *Former Industrial Properties*



# Understanding Opportunities for Redevelopment *Unexpected and Adjacent Uses*

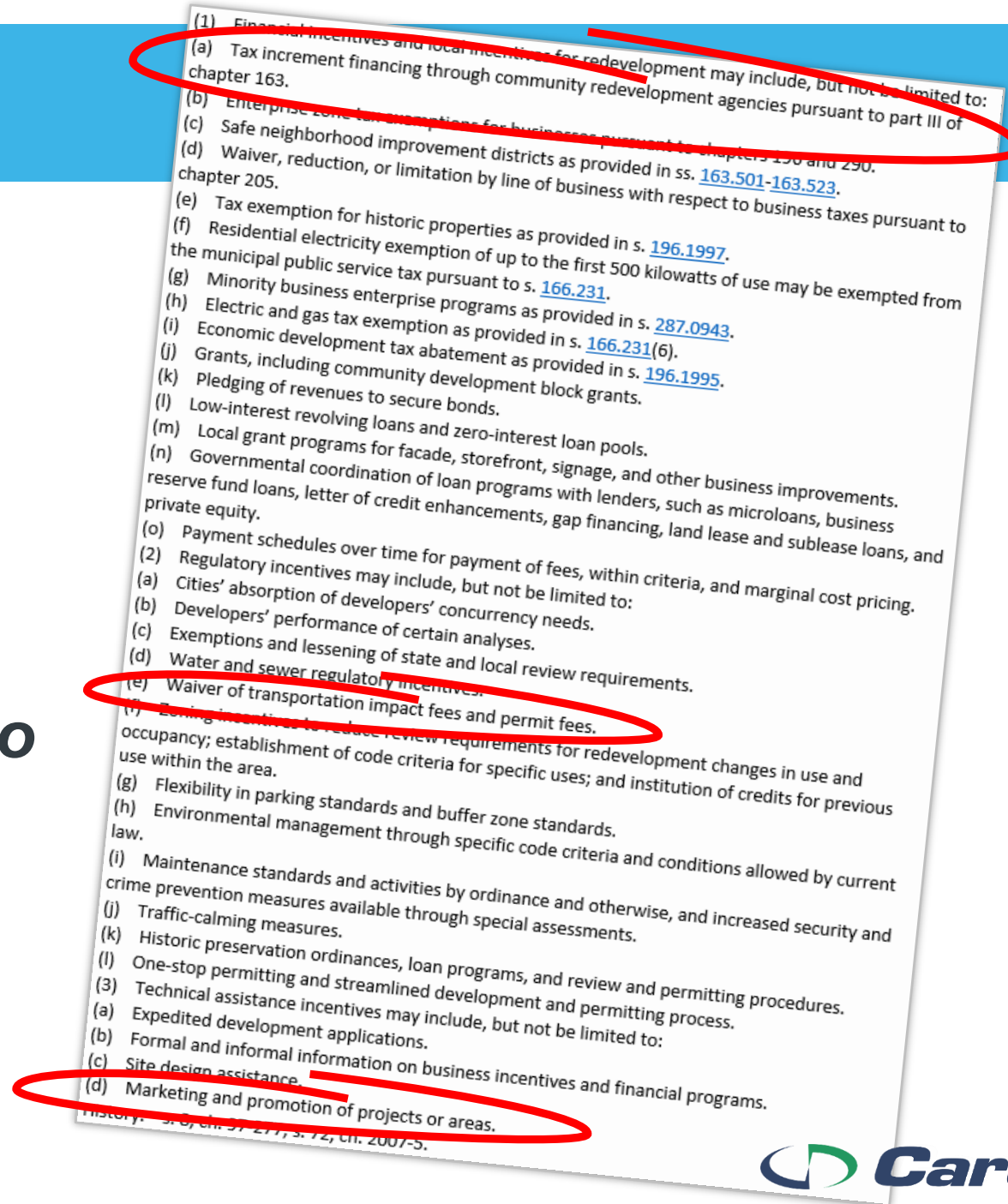


*Former Historic Cigar Factory*



# Local Government Incentives

- ✓ ***More than 30 potential financial and regulatory incentives***
- ✓ ***What can local governments contribute to a brownfields program?***



# Bringing Value Back to Communities

- > Removing environmental stigma
- > Job creation
- > Conversion of sites to revenue-generating assets
- > Affordable housing opportunities
- > Risk management of actual or perceived contamination
- > Health-related opportunities
- > Green space creation bringing recreational and outside enjoyment
- > Returning abandoned and underutilized properties to the tax rolls



# Typical Brownfields Stakeholders

- > Attorneys
- > Local governments
- > Environmental Justice and underserved communities
- > Economic development agencies
- > Regional / economic planning districts
- > Developers / Development Authorities
- > Real Estate Investment Trusts (REITs)
- > Non-Profits
- > Banks



# We're Looking to the Future of Brownfields Redevelopment

- > Sustainable and green development
  - LEED-certified projects
  - Green infrastructure
  - Low impact development
- > “Repowering Americas Lands”
  - Renewable energy on brownfields sites
- > Healthfields Redevelopment
  - Health care, open space, fresh food
- > Petroleum brownfields initiative
  - Petroleum brownfields corridors
- > Federal, state and private funding sources
  - EPA, HUD, EDA, SRLF, etc.
- > Opportunity Zones





# State Brownfield Program

## **Brownfields 101**

*Leveraging Community-Based Redevelopment Opportunities in  
Florida Opportunity Zones and Brownfields Areas Webinar*

# Assessment and Cleanup Process



## Redevelopment Process of Site with Environmental Issues

*NOTE: Some steps can occur concurrently*

**Phase I  
Environmental Site Assessment**  
*(includes a site visit  
and historical research)*



**Phase II  
Environmental Site Assessment**  
*(if needed based on Phase I ESA -  
sampling occurs)*



**Cleanup and Reuse Planning**  
*(can include design charrettes)*



**Plan Approvals**



**Leverage Funding**  
*(environmental, design, construction, etc.)*



**Complete Site Cleanup**  
*(if needed)*

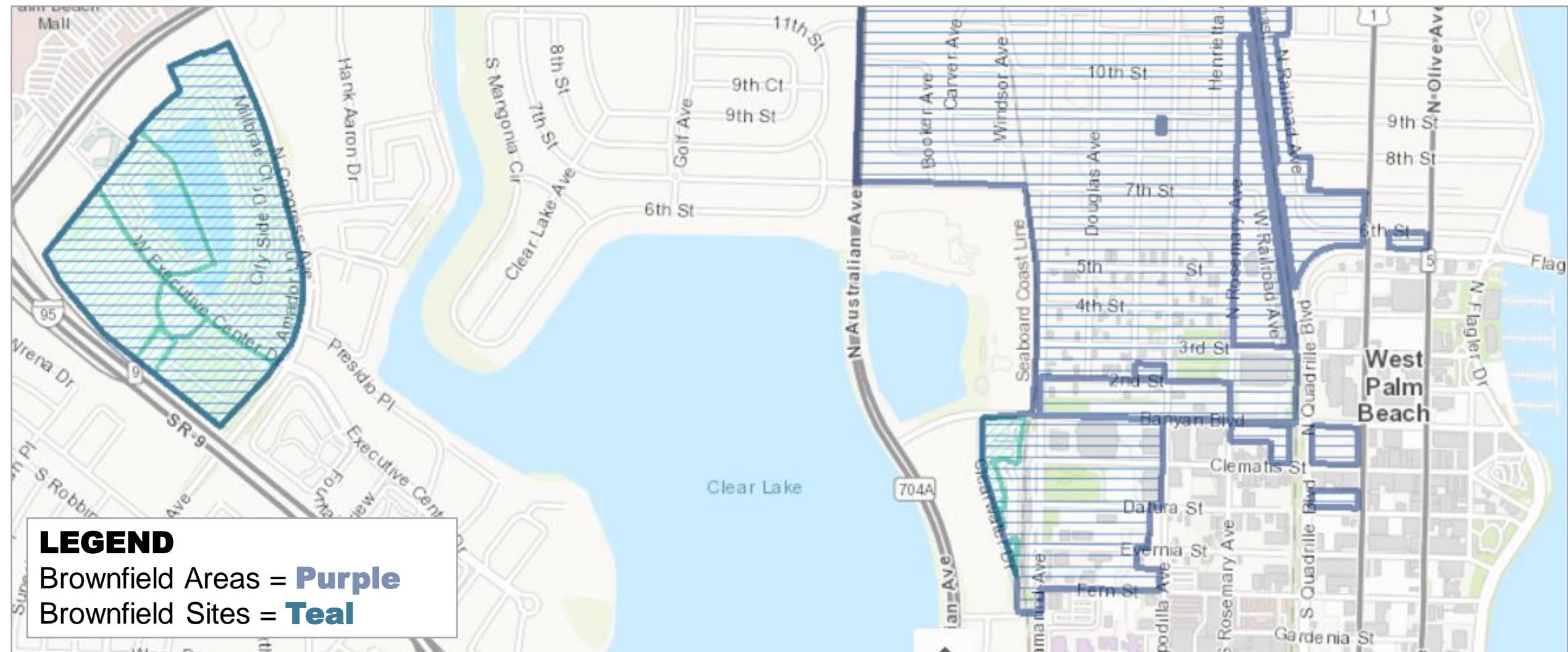


**Complete Project**

# State Brownfields Incentives and Resources

- > For all properties –
  - **Targeted Brownfields Assessment** – Up to \$100k site assessment and source activities
  - **State Revolving Loan Fund** – Can be used on brownfield sites / loan funds for assessment and remediation
- > If your property is located in a designated Brownfield area, you may be eligible for –
  - **State Loan Guarantees** – for primary lenders, up to 50% of the primary lenders loan on all brownfield sites, and up to 75% of the primary lenders loan if the property is redeveloped as affordable housing, a health care facility, or health care provider
- > Incentives for properties with a BSRA or abutting a site with a BSRA –
  - **Job Bonus Tax Refund** – Up to \$2,500 for each new job created by an eligible business
  - **Building Materials Sales Tax Refund** – Refunds on Sales Tax paid on the purchase of building materials used for affordable or mixed-use housing projects. Offered through DOR.

# FL Brownfield Area Vs. Brownfield Site





# State Brownfields Incentives and Resources

- > Incentives for properties with a BSRA
  - **Regulatory framework** for cleanup (Chapter 62-780, F.A.C.)
    - Risk Based Corrective Action (RBCA)
    - Engineering controls
      - > 2 ft. of clean fill
      - > Relocate contaminated media to isolate within the redevelopment of site plan
  - **Expedited Technical Review**
  - **Liability Protection** – Lender and Person Responsible for Brownfields Site Rehabilitation (PRFBSR)
  - **Voluntary Cleanup Tax Credits (VCTC)** – This program encourages voluntary cleanup of Brownfield sites by awarding tax credits to partially offset the cost of site rehabilitation or solid waste removal.
    - Florida corporate income tax
    - Credits may be transferred one time



# Voluntary Cleanup Tax Credits as a Powerful Redevelopment Tool



<b>Tax Credit Type</b>	<b>Application Frequency</b>	<b>Maximum Credit for Costs Incurred and Paid from 07/01/1998 to 06/30/2006</b>	<b>Maximum Credit for Costs Incurred and Paid after 06/30/2006</b>	<b>Maximum Credit for Costs Incurred and Paid after 12/31/2007</b>
Site Rehabilitation	Annually	35%; \$250,000	50%; \$500,000	50%; \$500,000
Site Rehabilitation Completion Order (NFA) Bonus	Once	10%; \$50,000	25%; \$500,000	25%; \$500,000
Affordable Housing Bonus	Once	N/A	25%; \$500,000	25%; \$500,000
Health Care Bonus	Once	N/A	N/A	25%; \$500,000
Solid Waste	Once	N/A	50%; \$500,000	50%; \$500,000



# EPA Brownfield Program / Brownfield Success Stories

## **Brownfields 101**

*Leveraging Community-Based Redevelopment Opportunities in  
Florida Opportunity Zones and Brownfields Areas Webinar*

# Types of EPA Brownfields Funding

## EPA Grant

## Amount and Application

Community-wide  
assessment grant

\$300k – assessing properties, conducting redevelopment planning, and engaging in community outreach activities.

Cleanup grant

\$500k – funding for cleanup activities / multiple sites

Coalition assessment grant

\$600k – funding to three or more entities to conduct assessment grant activities within their defined area

Multi-purpose grant

Up to \$800k – provide funding to conduct a range of eligible activities (planning/assessment/remediation) at one or more brownfield sites

Revolving loan fund

Up to \$1 million – enable recipients to make subgrants and low interest loans for cleanup activities

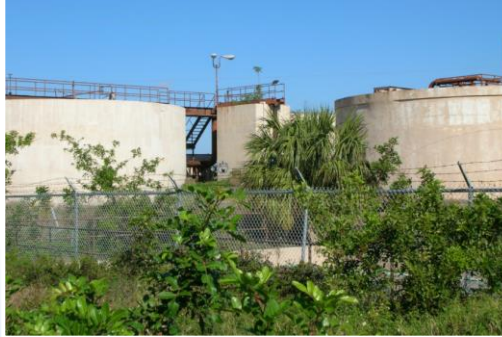
Job Training

\$200k – funding for the recruitment, training, and placement of local residents in environmental technician occupations.

# Anchorage Park

## > Challenges

- Former wastewater plant
- 3 inactive petroleum tank sites
- Dredge disposal waste
- Sludge drying beds
- Sludge and water in tanks – petroleum and metals (confined space)
- Asbestos abatement – buildings, piping and ceilings
- Brownfields Clean-Up Revolving Loan Fund



## > Results

- Expanded open-space / green-space
- Waterfront park with enhanced marina
- Improved playgrounds
- Dog park
- Stage and pavilion
- Expanded parking for marina and park
- Model brownfields reuse



# Robinson Preserve

## > Challenges

- Need for preserve addition and improvement of public amenities, open/green space
- Prevent degradation of area from residential and community development
- Provide a much needed environmental education center
- Restoration/preservation of 150 acres of land/habitat

## > Tools

- Community support
- Sarasota/Manatee MPO Brownfields Coalition Assessment Grant
  - Phase I ESA/Phase II ESA (private funding)
- Private and federal funding of approximately \$11,650,000

## > Results

- State-of-the-art environmental education center
- Ecological amenities: nesting boxes, platforms, artificial reefs, bat houses
- Additional parking and restrooms
- Three nature-themed, age-specific playgrounds
- Canoe and kayak launch site
- Paddle trail expansion
- Observation mound
- 1.6 mile walking/jogging trail
- Elevated tree canopy trail



# From Marine Contracting Site to Community “Jewel”

## > Challenges

- Former marine contracting site on an Outstanding Florida Waterway
- Soil and groundwater contamination
- Combined stormwater and environmental permitting

## > Tools

- Various funding sources
  - State tax credits
  - Targeted Brownfields Assessment (TBA) funding
- Innovative use of stormwater treatment technology
- Regulatory closure obtained w/ institutional & engineering controls

## > Results

- Breathtaking waterfront park with community pool and recreation center
- Neighborhood library





# Fleet Maintenance Facility to Vibrant Mixed-Use Development

## > Challenges

- Former fleet maintenance facility
- Unknown former abandoned municipal sewer/wastewater plant
- Soil and groundwater contamination
- Numerous underground petroleum storage tanks

## > Tools

- Public private partnership
- State voluntary clean up tax credit

## > Results

- Over 400 market rate apartments
- 20,000 sq. ft. commercial/retail
- New mixed-use development which has served as a catalyst for additional development in downtown commercial district



# Obsolete Post Office to LEED-Certified City Hall

## > Challenges

- Historical railroad (Potential for arsenic/pesticide impacts)
- Two adjacent dry cleaners
- Adjacent retail gasoline and auto repair facilities
- Adjacent print shop (solvents)
- Potential onsite USTs

## > Tools

- EPA Brownfields Assessment Funding




## > Results

- City Hall serving:
  - Public service departments
  - Emergency operations
  - Billing departments
  - Staff offices
- LEED Silver Certification by U.S. Green Building Council

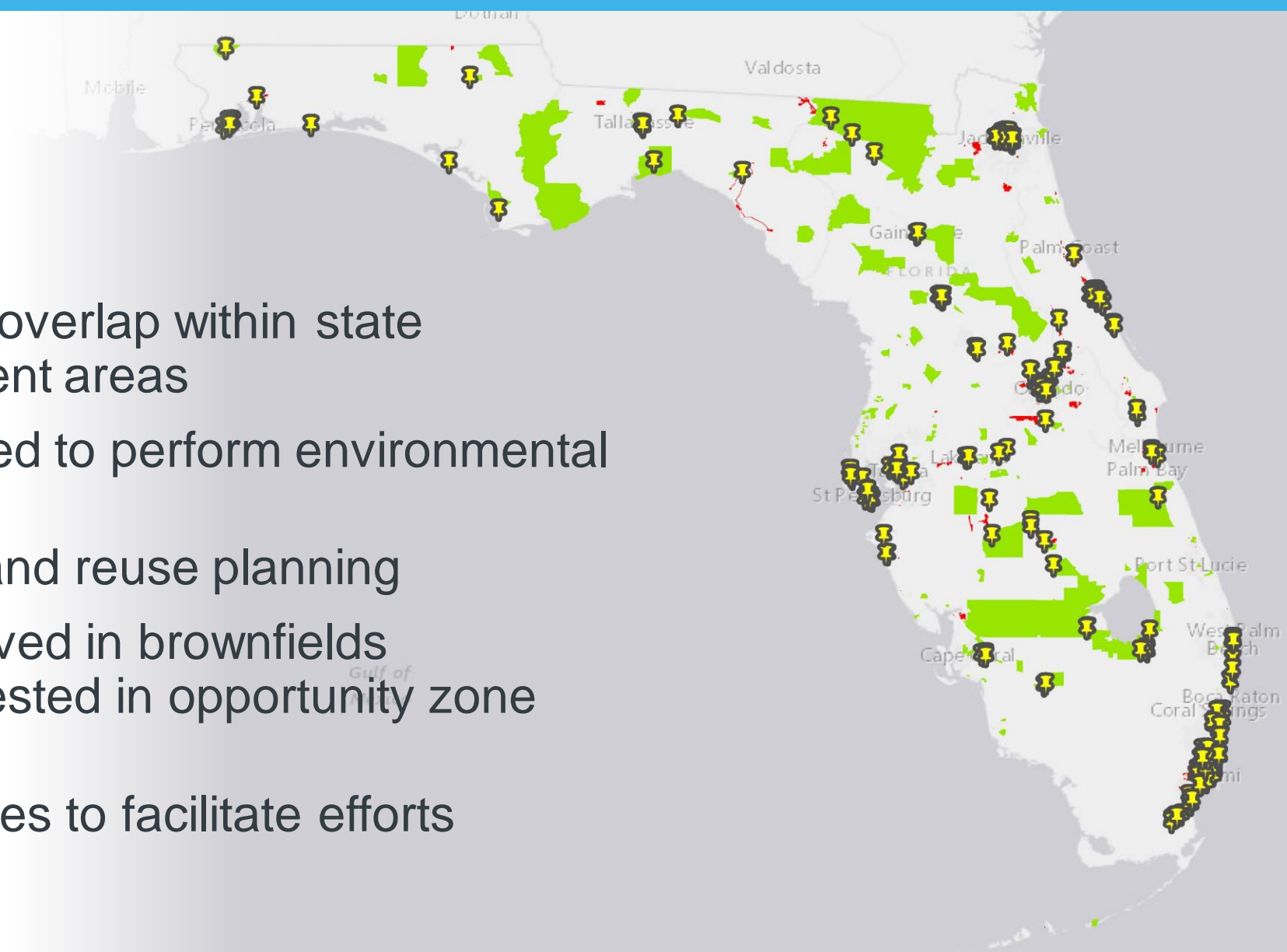


# Leveraging Brownfields and Opportunity Zones

## Legend

-  Brownfields Areas and Opportunity Zones Overlap
-  Brownfields Areas
-  Opportunity Zones

- > Many opportunity zones overlap within state brownfields redevelopment areas
- > Grant funding can be used to perform environmental due diligence
  - Phase I, II, remedial and reuse planning
- > Local governments involved in brownfields redevelopment are interested in opportunity zone potential
  - Can leverage incentives to facilitate efforts





# Cardno's Integrated Redevelopment Services Revitalizes Communities



CIVIL ENGINEERS  
 ENVIRONMENTAL ENGINEERS  
 PLANNERS  
 GEOLOGISTS  
 SURVEYORS  
 BROWNFIELDS EXPERTS  
 SUSTAINABILITY SPECIALISTS  
 GRANT SPECIALISTS  
 REAL ESTATE BROKERS  
 LANDSCAPE ARCHITECTS  
 DEVELOPMENT DESIGNERS  
 INFRASTRUCTURE ENGINEERS  
 CONSTRUCTION INSPECTORS  
 FIELD TECHNICIANS



## GRANTS & INCENTIVES

- > Redevelopment Grants
- > Brownfield Grants
- > Recreation Grants
- > Other Incentives



## PLANNING

- > Feasibility & Market Studies
- > Geographic Information Systems (GIS)
- > Master Planning
- > Zoning & Land Use



## SUSTAINABILITY SERVICES

- > LEED Certification
- > Life Cycle Cost Analysis
- > Low-Impact Design
- > Water Conservation



## ENVIRONMENTAL

- > Phase I Env. Site Assessment
- > Field Assessments
- > Env. Cleanup
- > Risk Management



## BROWNFIELDS

- > Grants & Financing Support
- > Program Management
- > Local, State, Federal Incentives
- > Liability Protection



## REAL ESTATE BROKERAGE

- > Buyer or Seller Agent
- > "Packaging" Problem Sites for Sale
- > Solutions to Purchase Problem Sites
- > Assemblage of Properties

## SITE DEVELOPMENT

- > Site Design
- > Infrastructure Design
- > Landscape Architecture
- > Permitting
- > Construction Support



**WHAT  
CAN  
WE  
DO  
FOR  
YOU?**

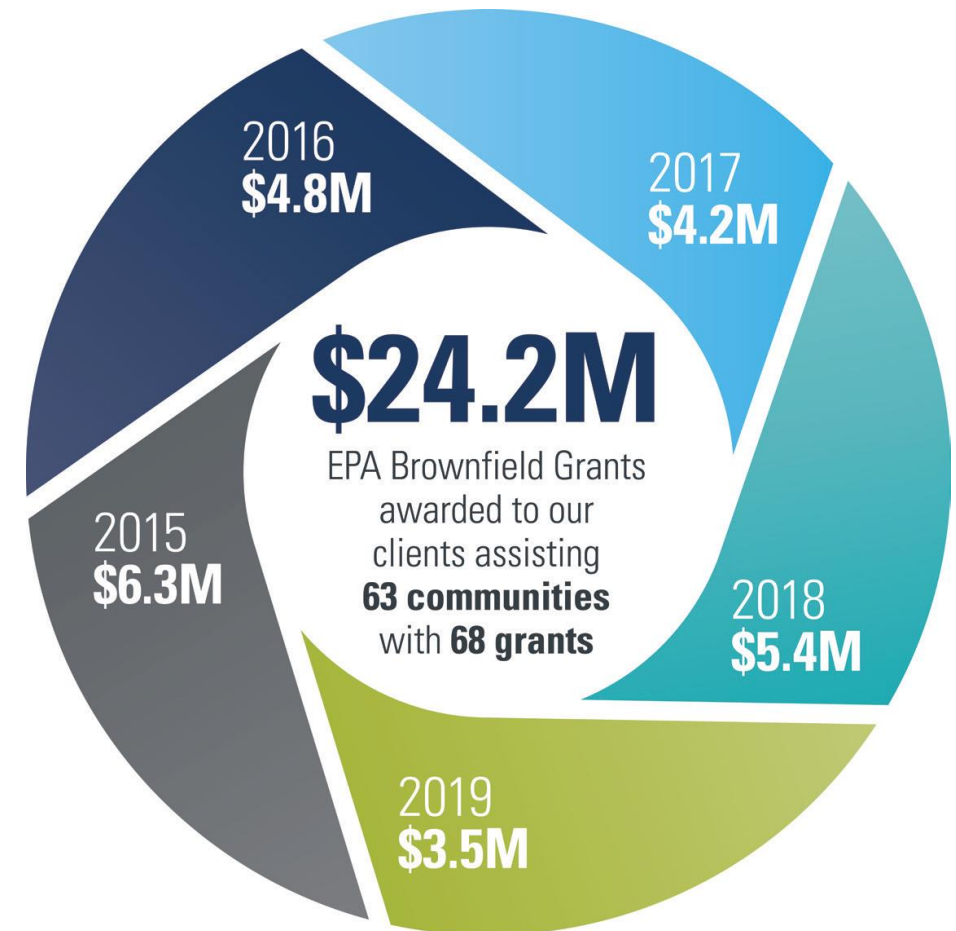
# We Secure Funding for Communities

*More than \$24 million in last five years*

*More than \$62 million in EPA brownfields grants*

*More than \$130 million in grants and incentives*

— U.S. Economic Development Agency, HUD Sustainable and Choice Neighborhoods, FEMA, and various State agencies



# Grant Funding Expertise

- > Proven track record of bringing monetary benefits to clients
- > Dedicated grant writers on staff
- > Over \$130 million in grants to date
- > CDBG specialists
- > AICP planners and landscape architects on staff to support your grant applications



***Thank you!***

Questions?