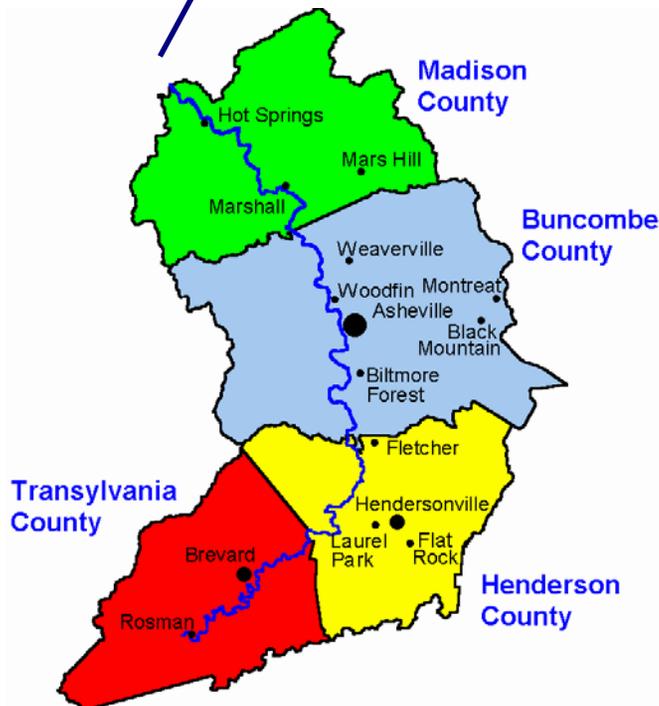




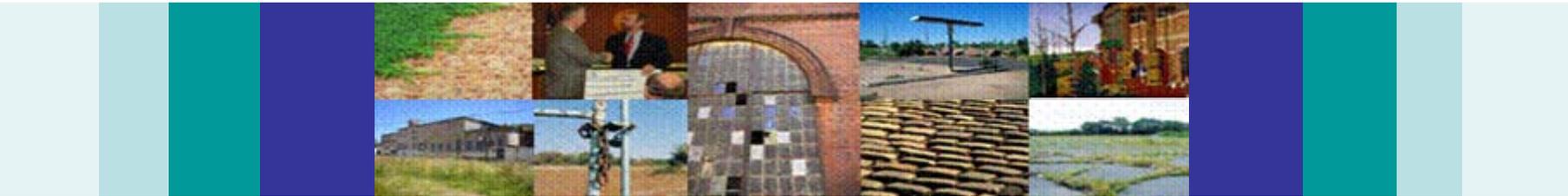
EPA Brownfields Grantwriting & Grant Management Secrets to Success

Exploring Local Government Grant
Opportunities for Brownfields

August 12, 2008

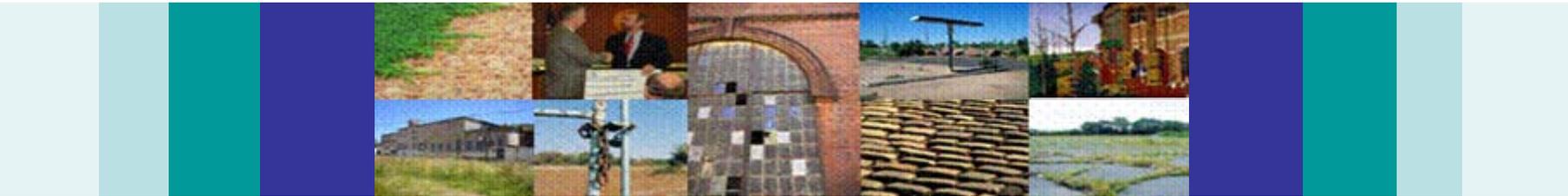


The LOSRC Region:
 Buncombe, Henderson,
 Madison and
 Transylvania counties in
 Western North Carolina



The Regional Brownfields Initiative

- 2002 - \$200,000 Pilot Assessment Grant
- 2004 - \$400,000 Assessment Grant
- 2005 - Two \$200,000 Cleanup Grants
- 2005 - \$1,000,000 Revolving Loan Fund Grant
- 2006 - \$400,000 Assessment Grant
- 2008 - \$400,000 Assessment Grant
- 2008 - \$400,000 Assessment Grant: City of Asheville



The Right Brownfields Fit for You

- **Identify your needs:** One or two sites for redevelopment, or many sites?
- **Scope of Grant:** Community-wide grants are flexible, while site-specific grants require more “up front” work.
- **Capacity:** Do you have the capacity to manage a Brownfields grant? Will you manage in-house or contract to an assessment firm?
- **Internal Structure:** One staff person vs. a team-based approach?
- **Sustainability:** Can the project attract additional funding, if necessary?
- **Community Support:** Does the local community support this project? What is the level of public awareness about brownfields? Are you prepared to educate the public about brownfields?



Assessment Grants

- **Community Need :**

Buzzwords: Increased/decreased population, poverty levels, air quality needs, low income-high housing, specific identification of possible underground storage tanks (USTs). Don't use local terms (e.g., mill house, hollers)

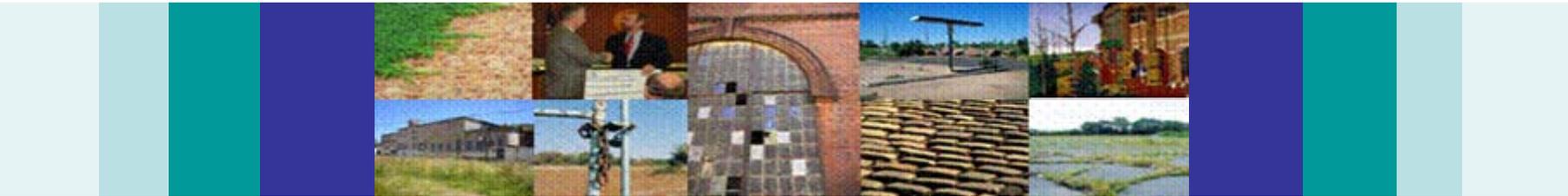
- **Site Selection:**

- Specific criteria to determine what sites to assess.
- Do sites save green space, reuse existing infrastructure, preserve farmland, or contribute to a redevelopment plan?
- Is there a connection to a specific area - river district, urban infill, etc?



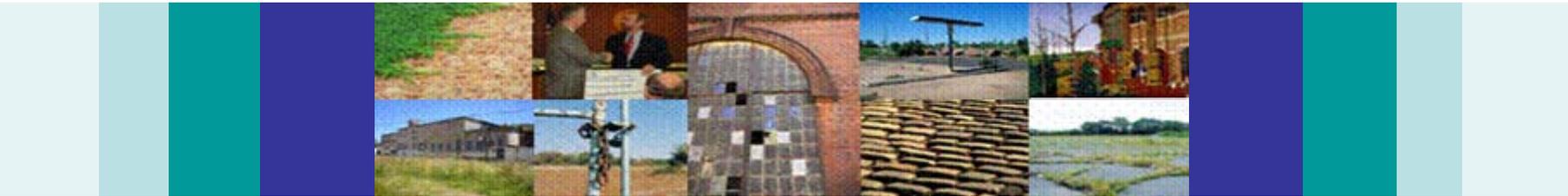
Assessment Grants

- Budget :
 - Clear & practical
 - Identify funds for program management
 - Utilize grant funds for outreach, public education, and community involvement
- Community Involvement :
 - Have you identified your partners?
 - Grassroots organizations, economic development agencies, housing/community development organizations, and community colleges
 - Identify specific ways you will conduct community outreach – radio talk shows, newspaper interviews, civic groups, etc.



For a strong Proposal:

- Do brownfields fit into your Comprehensive Economic Development Strategy (CEDS)?
- Do they fit into an adopted redevelopment plan?
- Do you have redevelopment zones?
- Are your sites part of a historic district?
- Have you identified how you will address social justice issues?
- Leveraging additional funds- Identify additional sources of funding such as in-kind services, volunteer hours, local government participation.
- Incentives- If you have incentive programs for redevelopment, do they fit in a brownfields program?
- Fee Rebates- Do you have a rebate program for brownfield redevelopment?
- State & Federal Redevelopment Programs- CDBG, Section 108 Loans, New Market Tax Credits, Historic Preservation, SBA, Rural Center Building Reuse.



Ask the Experts!

- Talk to as many BF grantees as possible.
- Take advantage of workshops, web casts, brochures.
- Read as many grant applications as you can, then....
- Take the best ideas from others and **MAKE THEM WORK FOR YOU.**



Don't forget an important partner!

- Get DENR on board during your grant preparation.
- Include partnership strategy in your proposal.



Cleanup Grants

- Available only to local governments & non-profits.
- Cleanup grants work well when combined with final assessment work on a specific site.
- Much of the paperwork required for a cleanup grant can be prepared as part of the Phase II assessment (remedial action plan, risk assessment, Analysis of Brownfields Cleanup Alternatives (ABCA); public involvement plan).
- EPA Cleanup Grants do not require that you hire a Site Manager.
- You are required to have a Qualified Environmental Professional (QEP).
- QEP can: Prepare Final Workplan , QAPP, drawings & Specs, assist with procurement, oversee the cleanup & prepare the final report.
- Costs are grant eligible.



Revolving Loan Fund Grants

- Be prepared to move slowly: 1 year to set up; 1 year to market.
- Expect your fund manager to expend 80% of his/her time on RLF program for the 1st year;
- If you have a loan program, use it as a basis for the BF RLF.
- Talk to others who have an RLF & utilize their documents.
- Pull in local bankers to sit on your review board, BUT be prepared to educate them on brownfields!
- Set up your program to meet your goals. Flexible terms, quick turnaround, use assessment work as the basis of loan documents.
- 20% match requirement- consider requiring the developer to provide.



Things to Consider...

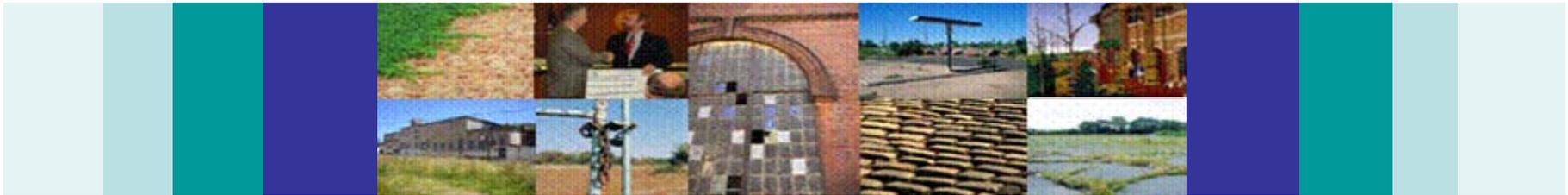
- Decide how you will use environmental firms. One firm for all sites? One firm for Phase I, another for Phase II?
- Will you manage the grant yourself or hire an environmental firm to manage it?
- Establish set criteria to choose a firm & apply it equally.
- Use good contract documents with responsibilities of all parties clearly outlined.
- Set timelines & stick to them.
- Keep open lines of communication with environmental firms, developers, NCDENR & EPA.



Public outreach

- Designate an Outreach Coordinator
- Consider an advisory group; meet regularly & involve them in the decision-making process.
- Make the meetings informational & entertaining - guest speakers are always great.
- Ask developers who have used the assessment process to discuss their project.
- Promote your program constantly.
- Share your success stories.
- Utilize maps, brochures, and web pages.

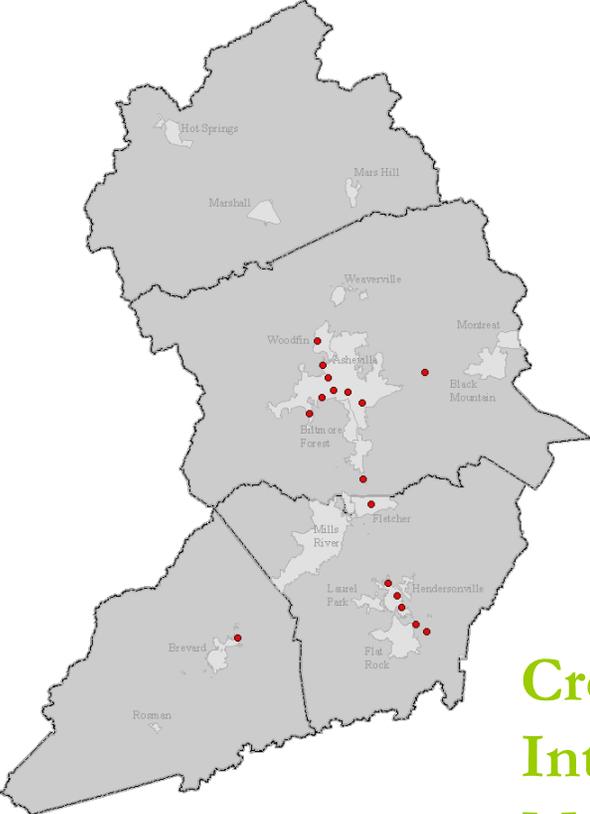




Consider the following.....



NOT IN MY BACKYARD!!!



**Create
Interactive
Maps**



**Use
Photos!**





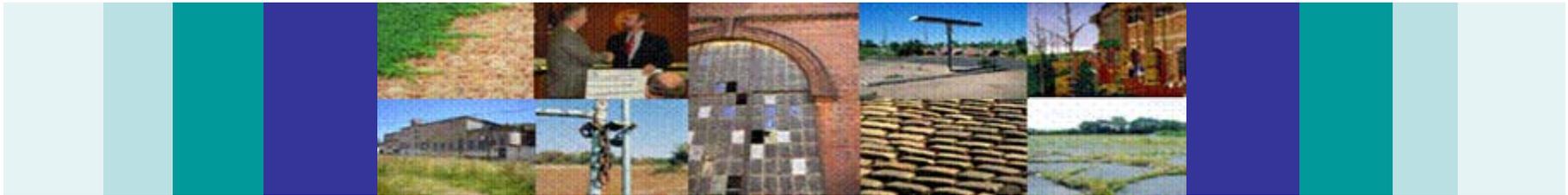
Examples of Public Outreach Opportunities





Tips on Assessment Grant Management

- Copy, copy, copy....grantees will share their documents. Take the best ideas from others & *make them work for your project*.
- Ask your EPA grant manager for document examples or templates.
- Write your Quality Assurance Management Plan to apply to all types of EPA Brownfield grants (assessment, cleanup, RLF).
- If managing a grant for another entity, consider asking that entity to adopt your management plan.
- If working as a team, assign each team member a specific piece of your workplan.
- Create a template file of the document that can be modified for each site.
- Talk to NCDENR regularly.



Questions?

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