

Welcome to the CEDAS Academy Economic Development Series



ED Strategy Series is a web-based educational learning series developed by UConn Extension in collaboration with the Connecticut Economic Development Association and the Connecticut Economic Resource Center.



Advancing the Practice of Economic Development in Connecticut



Connecticut Economic Development Association, is a not-for-profit organization committed to advancing the practice of economic development within the state of Connecticut. CEDAS encourages communication among its members by providing a forum for discussion and information exchange.

Introducing the 2018 Board of Directors

President: Courtney Hendricson | CERC

1st Vice President: Garrett Sheehan, CEcD | New Haven
Chamber of Commerce

2nd Vice President: Jamie Brätt, AICP, LEED AP | City of Hartford

Treasurer: Mark Barnhart | Town of Fairfield

Secretary: Tom Burmeister | Profit Miners Inc.

Immediate Past President: Rebecca A Nolan, EDP | MetroHartford Alliance

Michael Andreana, Esq. | Pullman & Comley

Paige Bronk, AICP | Town of Groton

Laura Brown, CEcD | UCONN

James Burke, AICP | Town of Windsor

Sadie Colcord | CERC

Chris Edge | Town of Berlin

Kristen Gorski | Town of West Hartford

Beatriz Gutierrez | State of CT DECD

Richard LoPresti | UIL

Fred Messore | Colonia Properties, Inc.

Julie Nash | City of Milford

Rose Ponte | Town of Farmington

Erin Wilson, AICP | City of Torrington

Trenton Wright, CFRE, CEcD | Middlesex Community College

www.cedas.org

Get Involved...
Join a Committee!

Program, Professional
Development & Events

Policy Development

Membership

Scholarship

Resource & Community
Outreach

Communications

How to find us



Follow us on Twitter: @CTCEDAS

Like us on Facebook: CEDAS

Link on LinkedIn: CTCEDAS

Watch us on YouTube: CTCEDAS

Join us: www.cedas.org



Brownfields From Start to Finish: Brownfields from Start to Finish - Avoiding Pitfalls

A CEDAS Academy Webinar
March 28 | 11:00 a.m. - 12:00 p.m. ET

This webinar is free and offered as a cooperative program of CEDAS and the University of Connecticut-Extension Program in Community & Economic Development.



Today's Presentation

This webinar is part of our Reuse, Recycle, Rejuvenate Series and we hope you learn about:

- **The status of brownfield redevelopment in Connecticut as well as resources, programs and policies that your community can use to get started**
- **Best practices and tips from other communities in working through financial and physical aspects of brownfield redevelopment**
- **How to avoid challenges and pitfalls often encountered in Connecticut's communities**

Our Presenters



Arthur Bogen, President, Connecticut Brownfield Land Bank, (CTBLB) Inc.,

Arthur is a well known expert in Brownfields and Environmental remediation. His experience includes managing funding for environmental assessment and remediation related to economic development; grant writing in environmental programs; liaison with US EPA, CT DEEP, community groups, health departments and press; and on site supervision of environmental pollution abatement projects. The Connecticut Brownfield Land Bank (CTBLB) is a 501 (c) 3 has a goals to educating government officials, community leaders, economic development agencies and non-profit organizations on best practices of redeveloping brownfield sites.



Dale Kroop Director, Economic Development Focused Business Retention, Attraction and Redevelopment, City of Hamden, CT

Dale has been in management and administrative positions for over 33 years in communities across the State. Recent successes include managing a (nine) industry cluster program, a Business Assistance Center and marketing, and helping to raise over \$34 million for projects on behalf of the Hamden Economic Development Corporation for brownfields and other community based programs. The Hamden Economic Development Corporation recently completed remediation and restoration of two parks, over 100 housing rehabilitation projects, and a Housing Deconstruction Job Training Program. In early 2017 they completed a Zero Energy Housing project and have begun a Soil Management Fund. In the fall of 2017 and 2018 they will manage a \$600k brownfield remediation and demolition grant, complete the sales of commercial tax liens and initiate a landfill closure plan.



Thacher Tiffany, Director of Development at Beacon Communities

Thacher Tiffany is a Director of Development for Beacon Communities. Thacher is experienced in directing a multidisciplinary team in all aspects of permitting, design, finance and construction of housing and has particular experience in projects with a high degree of municipal and community involvement. He has served on the Cambridge Planning Board and Community Preservation Act Committee for four years. He is LEED accredited and holds a BA in Economics from Hobart College and a Master in City Planning from MIT.

Brownfields Update



Most challenging type of economic development

- Assessment time and cost
- Cleanup funding
- Regulatory reviews
- Upside down funding gap
- Back taxes
- Liability relief
- Patient investor

Need to rescue these sites

- Reduce Blight & Environmental contamination
- Rebuild tax base

Assets

- Infrastructure already in place
- TOD possibilities
- Sustainable reuse

Funding sources

- EPA assessment and cleanup grants
- EPA Revolving Loan Funds
- DECD assessment and cleanup grants
- DECD development loans
- Developer investment
- Tax credits
- Tax Increment Financing - TIF

PAL Park Waterbury

EPA assessment & cleanup private donations



Winsted: affordable senior housing



318 North Main Southington CT Brownfield Land Bank, Inc.



Proposed redevelopment as medical offices

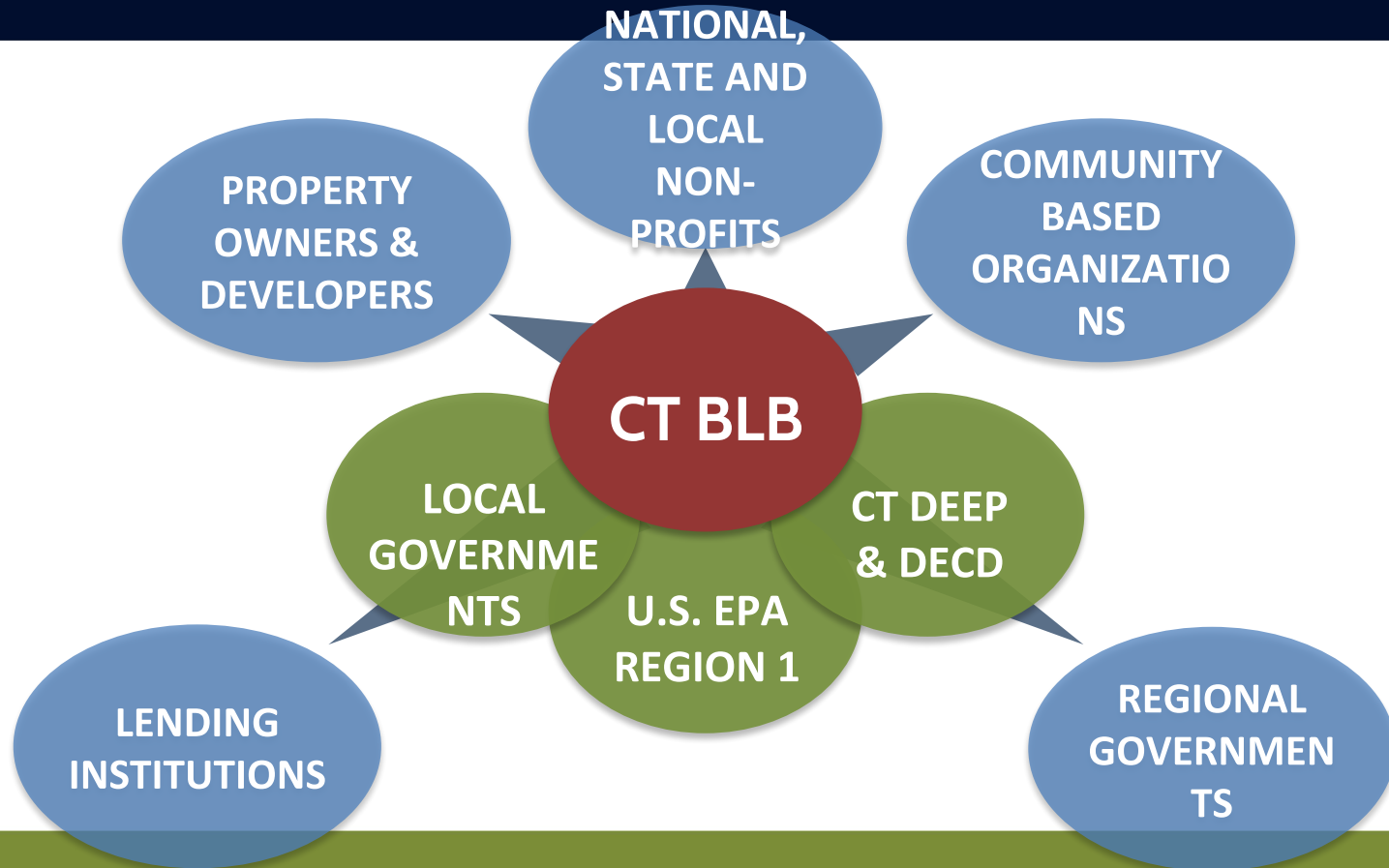


DECD \$400,000 assessment and remediation grant; \$400,000 EPA RLF loan; \$150,000 from Town; \$150,000 from developer - Projected tax stream of \$45,000 annually; tax abatement

Challenges and Solutions

- Land Banking Agreement with Town
- Tri-Party Agreement: Town, developer, L.B. details tax abatement, reuse, obligations
- Liability relief applications
- Assessment completed
- Coordinated remediation with 3 funding sources

Who Do We Work With?



Contact

Arthur Bogen

abogen@ctblb.org

203 444 2023



Town of Hamden

Hamden Economic Development Corporation (501c4)
New Colony Development Corporation (501c3)

EPA and RGP/REX Development
Triconn Construction
Facility Support Services

Brownfield Redevelopment
400 (386) Goodrich Street & 55/67 Daisy Street

Metropolitan Metals/Globe Metal Finishing/Plating



Hamden Economic Development Corporation

- Formed in 2004
- 501c4 in 2006
- Has completed or managing over \$34M in projects
- Projects include commercial and residential brownfields
- Over 100 housing units
- Parks
- Business Incubator
- Soil Management Fund
- Implementing Agency for the Town of Hamden
- Newly formed 501c3 “New Colony Development Corporation” in 2017



History of the property:

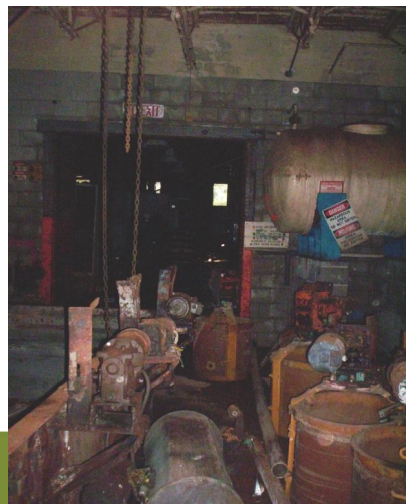
- 1963 – 1996: Site of Metropolitan Metals/Globe Metal Finishing
- 1997: Area is identified as hazardous waste site with multiple violations
- 1997: EPA completes emergency clean up, removing over 150 barrels of chemicals: \$600,000+ Lien
- 2005: Phase I Environmental Assessment Completed
- 2006: Owner of property dies; Estate is bankrupt
- 2007 – 2008: Phase II & III Environment Assessments Completed: \$30,000 from the Regional Growth Partnership (Now REX Development)

Metropolitan Metal/Globe Metal Manufacturing

- Contamination in and remediation of soil and groundwater and on surface of the building including but not limited to:
- PAHs, Cadmium, Nickel, Cyanide, Mercury, Boron, PCBs, Magnesium, and the rest of the chemistry chart!
- Removal of 2 USTs and several above ground tanks
- Filled vaults and trenches
- Removal of 000s of gallons of water (cyanide), 8 feet high in 1800 SF basement.
- Decontamination and removal of tons of metal and machinery

Property Facts

- \$255,000 owed in taxes (as of 2008): NONE PAID SINCE EARLY 1990s
- Owner Deceased/ Estate Bankrupt
- Hamden/New Haven boundary line runs directly through the center of the property; 69% of property is located in Hamden; 400 Goodrich Street is a Hamden address and 55 Daisy Street is a New Haven address
- Zoning is different on either side of the building
- Numerous mortgages (7) on both addresses including the SBA and IRS



Action Plan for the property

- 2007: HAMDEN ECONOMIC DEVELOPMENT CORPORATION (HEDC) becomes primary facilitator of project
- 2007: Town of Hamden sells HEDC the Hamden Tax lien for \$1; HEDC begins foreclosure; City of New Haven initiates foreclosure for disposition of 55 Daisy Street to HEDC. Completed in 18 months
- 2007: Federal EPA approves two grants totaling \$373,000 from the RLF program.
- 2007 – 2009: Regional Growth Partnership commits \$105,000 in site assessment funds to investigate current conditions including Phases I,II,III and develop a Remedial Action Plan. Also \$20,000 in Petroleum Funds
- 2010: EPA completes limited remediation, totaling \$1.2 million under the Emergency Superfund Remediation Program

Sources and Uses Budget

	RGP (REX)	EPA (RLF)	EPA (EMERGENCY)	DEVELOPER (Triconn Construction)
--	-----------	-----------	-----------------	----------------------------------

ASSESSMENT	\$155,000			
------------	-----------	--	--	--

REMEDATION		\$373,000	\$ 600,000 \$1,200,000	
------------	--	-----------	---------------------------	--

CONSTRUCTION				\$300,000
--------------	--	--	--	-----------

ACQUISITION				\$100,000
-------------	--	--	--	-----------

TOTALS	\$155,000	\$373,000**	\$1,800,000	\$400,000
--------	-----------	-------------	-------------	-----------

TOTAL ESTIMATED FINAL COST: \$2.728 MILLION

** EPA funds paid for an *Assignable 5 year* Environmental insurance policy



Take Aways

1. Make Friends Before You Make a Sale
2. Tell the Story Over and Over
3. Today's Middle Managers are Tomorrow's Supervisors.
4. You can't solve all problems with one grant.
5. It's an amorphous process.
6. You can't look at these projects like other real estate deals, i.e. ROI etc, they won't pencil!
7. Town Must make a long-term Commitment to Staff

Hamden Economic Development Corporation

Thank You!

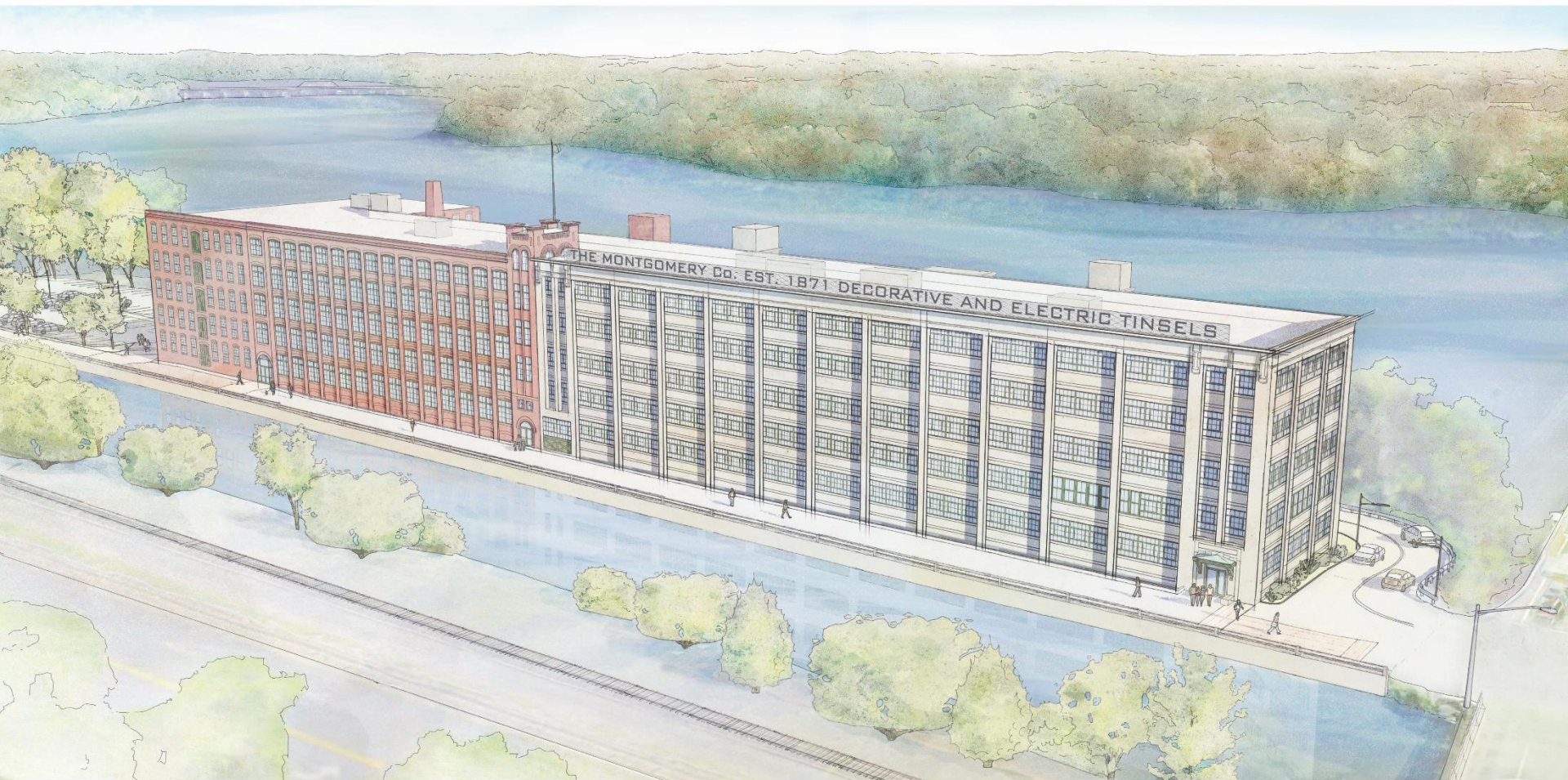
dkroop@hamden.com

203-287-7033

<http://www.hamdeneconomicdevelopment.org/>

<https://www.facebook.com/HEDC2011/>

MONTGOMERY MILL



COMPANY OVERVIEW

BEACON COMMUNITIES LLC

18,000+ apartment homes

150+ locations

13 states + District of Columbia

500+ team members

forty+ year history

serves a diverse cross-section of society

one company focus

Integrated home office support

ABANDONMENT



ABANDONMENT



OPPORTUNITY: HISTORY OF THE REGION



OPPORTUNITY: HISTORY OF THE BUILDING



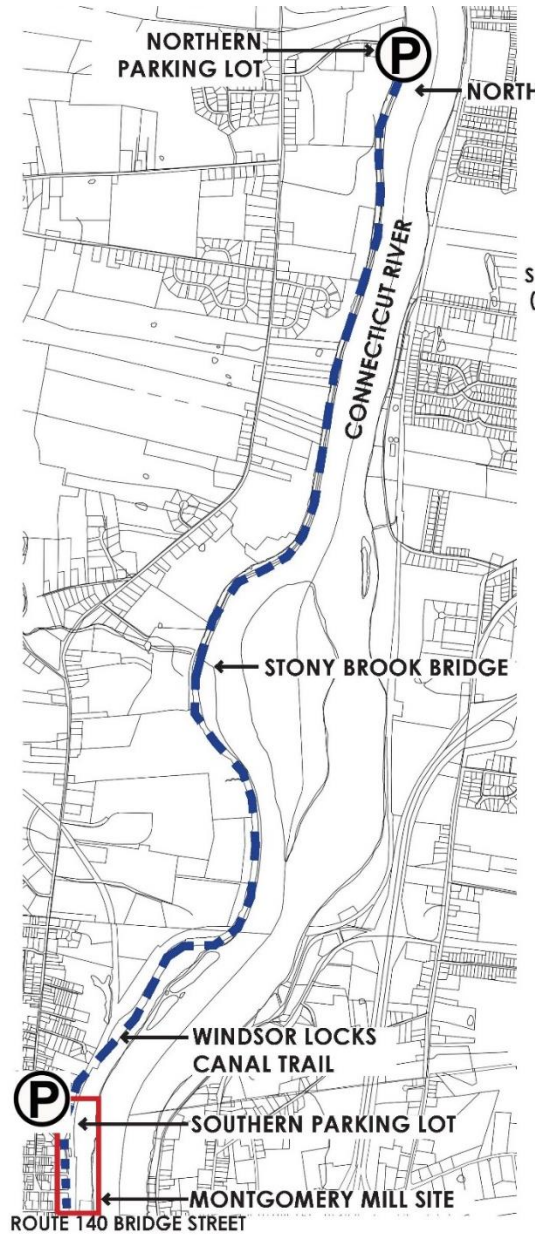
OPPORTUNITY: CT RIVER



OPPORTUNITY: STATION MOVING TO MAIN STREET



OPPORTUNITY: CANAL TRAIL



PLAN

- 160 apartments
 - 51% 2 Bedrooms, 49% 1 Bedrooms
 - 40% qualify under the Low Income Housing Tax Credit
- Canal Trail Park, Town Park
- Parking for residents, park users, and emergency parking
- 2+ years to closing, 2 more years to lease up
- \$62 million investment

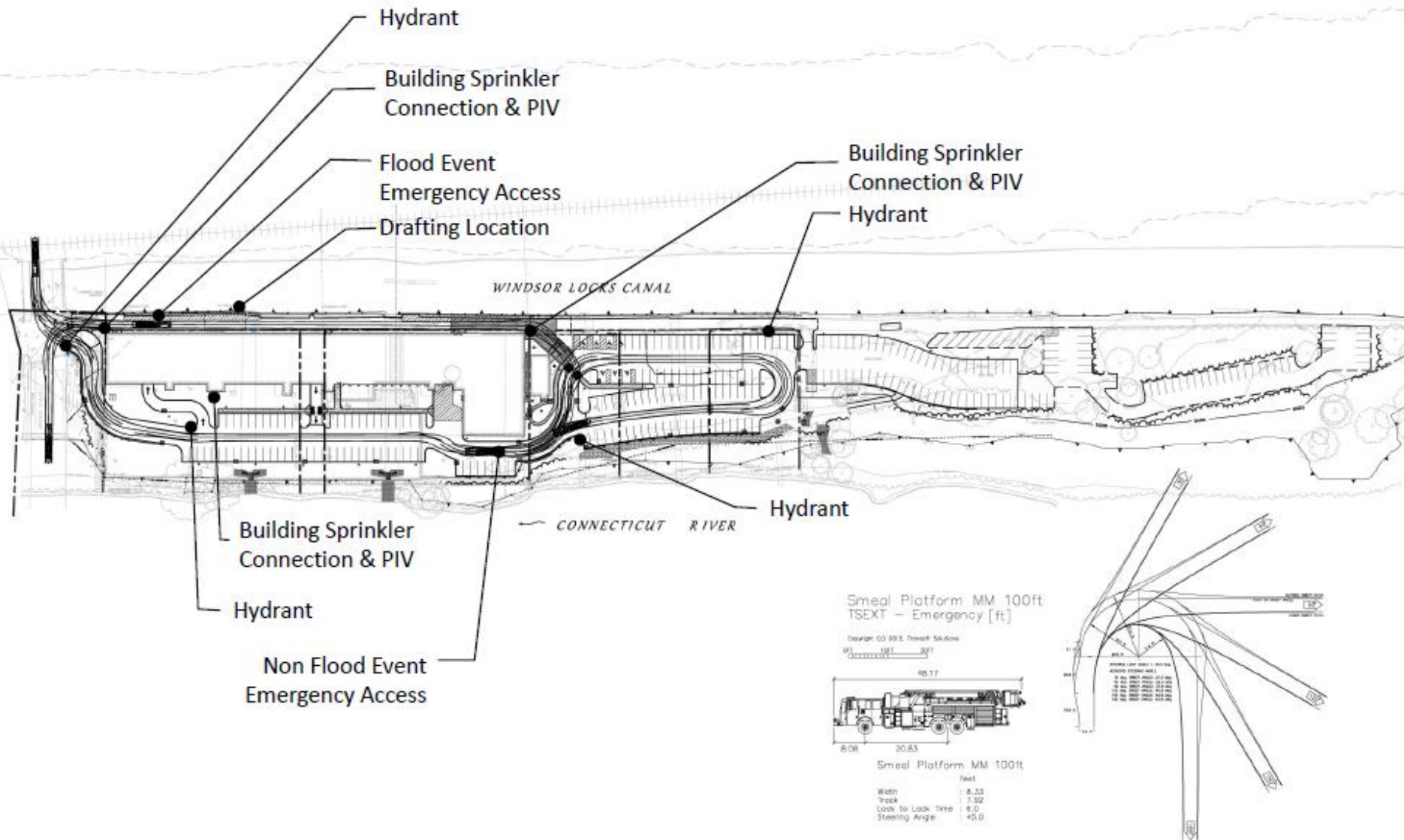


BROAD COLLABORATION

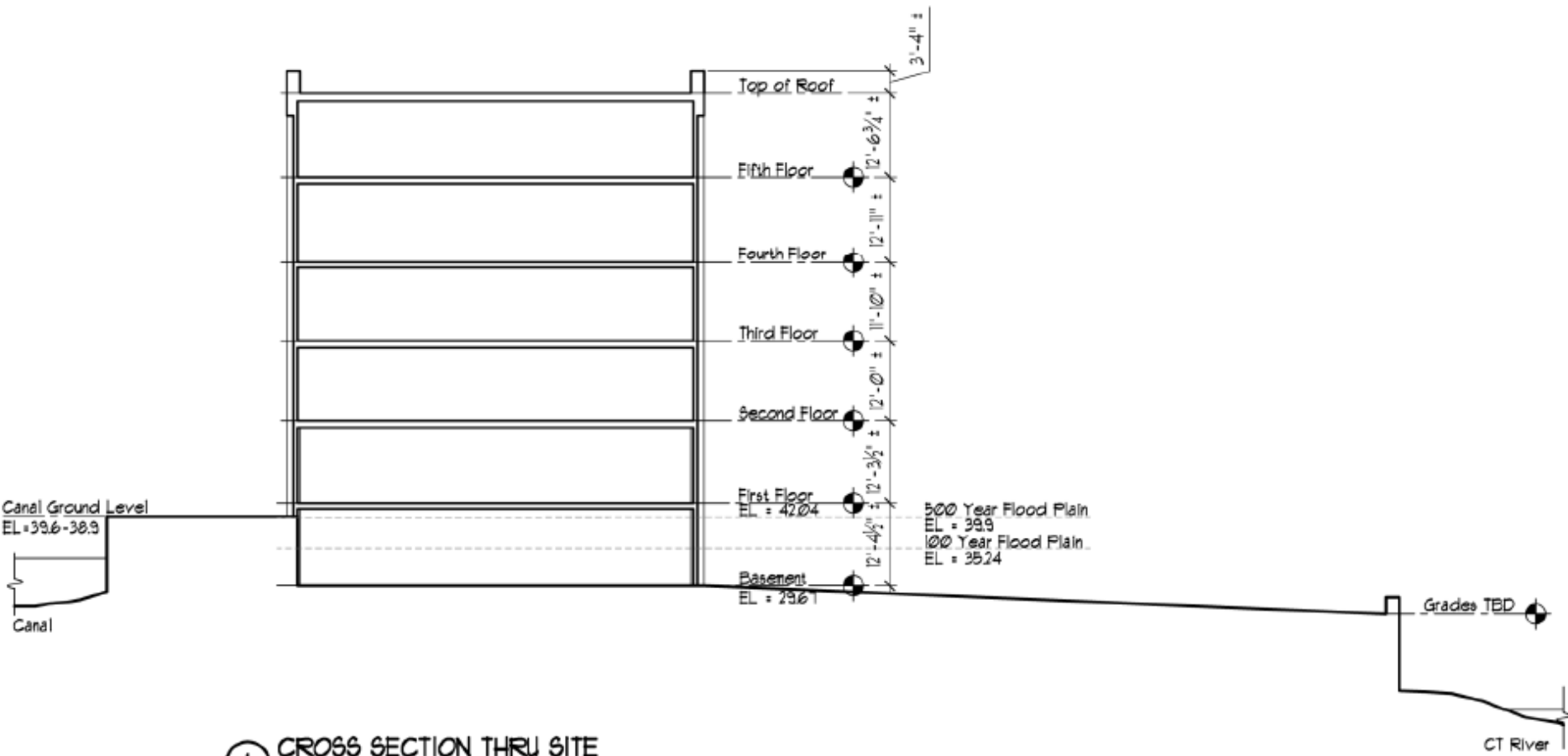
- Town of Windsor Locks
- Residents of Windsor Locks
- CT Department Economic and Community Development
- CT Department of Transportation

- CT Department of Housing
- CT Housing Financing Authority (CHFA)
- CT Department of Energy and Environmental Protection
- State Historic Preservation Office
- Bank of America / Boston Private Bank

EMERGENCY ACCESS



FLOOD PLAIN



① CROSS SECTION THRU SITE
SCALE: 1/16" = 1'-0"

SITE PLAN



BROWNFIELD

- Phase I, II and III
 - Hazardous material in building
 - Underground Storage Tanks
 - Fire debris
 - Urban fill
- Remedial Action Plan
- Brownfield Remediation and Revitalization Program
 - Exempts projects being purchased and remediated from the Transfer Act.

TITLE CHALLENGES

301

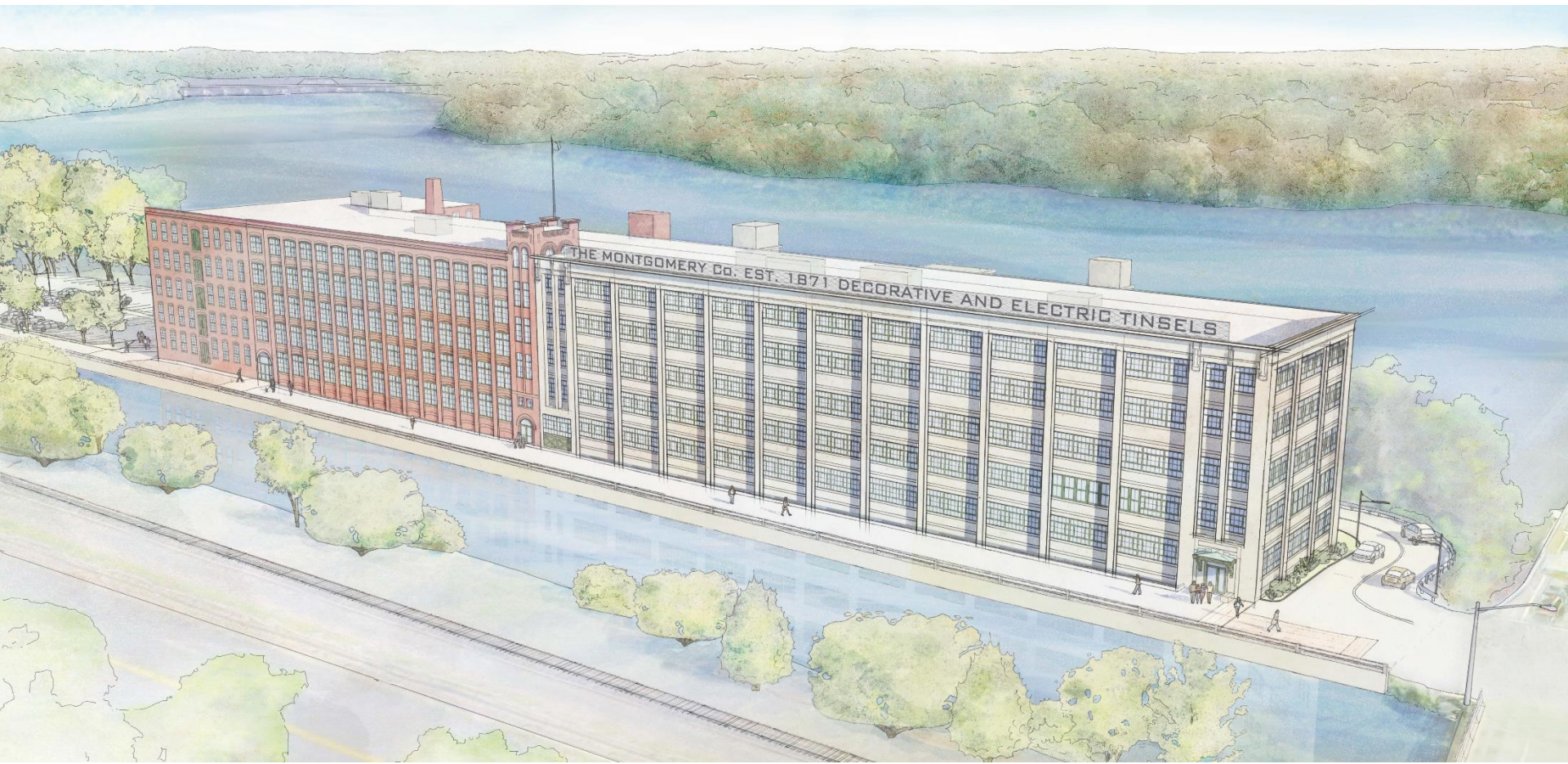
- Building owned by local professional
- Divided into 7 parcels
- Most parcels held under 999-year ground leases
- Land owned by an international paper conglomerate
- One parcel was previously remediated, but paper work was not completed.

FINANCING

First Mortgage	7,152,690	Boston Private Bank
Federal LIHTC Equity	17,052,217	Bank of America is the investor. Allocated by CHFA
Federal Historic TC Equity	9,698,070	Bank of America is the investor. Allocated by SHPO
State Historic TC Loan	12,162,699	Eversource is the investor. CT Preservation Trust assists.
DECD Urban Act	4,000,000	
DECD Brownfields	4,000,000	
Department of Housing	6,000,000	
Development Cash Flow	321,804	
Tax Increment Financing Loan	554,363	Provided by Windsor Locks, Loan by Boston Community Capital
Developer Loan/Deferred Fee	1,596,923	
Total Sources	62,538,765	

BENEFITS OF THE REDEVELOPMENT

- Preserves the history of manufacturing on the canal in Windsor Locks
- Converts an brownfield and public safety hazard into an iconic landmark
- Adds foot traffic for shopping and a renewed main street
- Creates homes to serve a range of income levels
- Provides transit oriented living at the future train station
- Improves the gateway to the canal trail park
- Reconnects Main Street with the Connecticut River



Thacher Tiffany
ttiffany@beaconcommunitiesllc.com
617-574-1105



BEACON COMMUNITIES LLC
TWO CENTER PLAZA, SUITE 700
BOSTON, MA 02108
WWW.BEACONCOMMUNITIESLLC.COM

LIVING
WELL by
DESIGN

Resources

- DEEP Brownfields Site
http://www.ct.gov/deep/cwp/view.asp?a=2715&q=324930&deepNav_GID=1626
- Connecticut Office of Brownfield Remediation and Development
<http://www.ctbrownfields.gov/ctbrownfields/site/default.asp>
- State of Connecticut Brownfield Programs
<http://www.ctbrownfields.gov/ctbrownfields/cwp/view.asp?a=2620&q=319736>
- Connecticut Brownfield Land Bank, Inc.
<http://www.ctblb.org/>

Questions for our presenters?

**What sparked your interest in
today's presentation?**

**What resources or insights would
you like to share?**



Register at: www.cedas.org

Stay tuned for our upcoming webinars in this series

July, 2018 - Date TBD - Reurbanization of Manufacturing
September, 2018, Date TBD - Adaptive Reuse



Thank you!

When you close the webinar window please take a moment to complete the program evaluation.

You may access the the PDF of this presentation as well as the recording (CEDAS members only) at

www.cedas.org