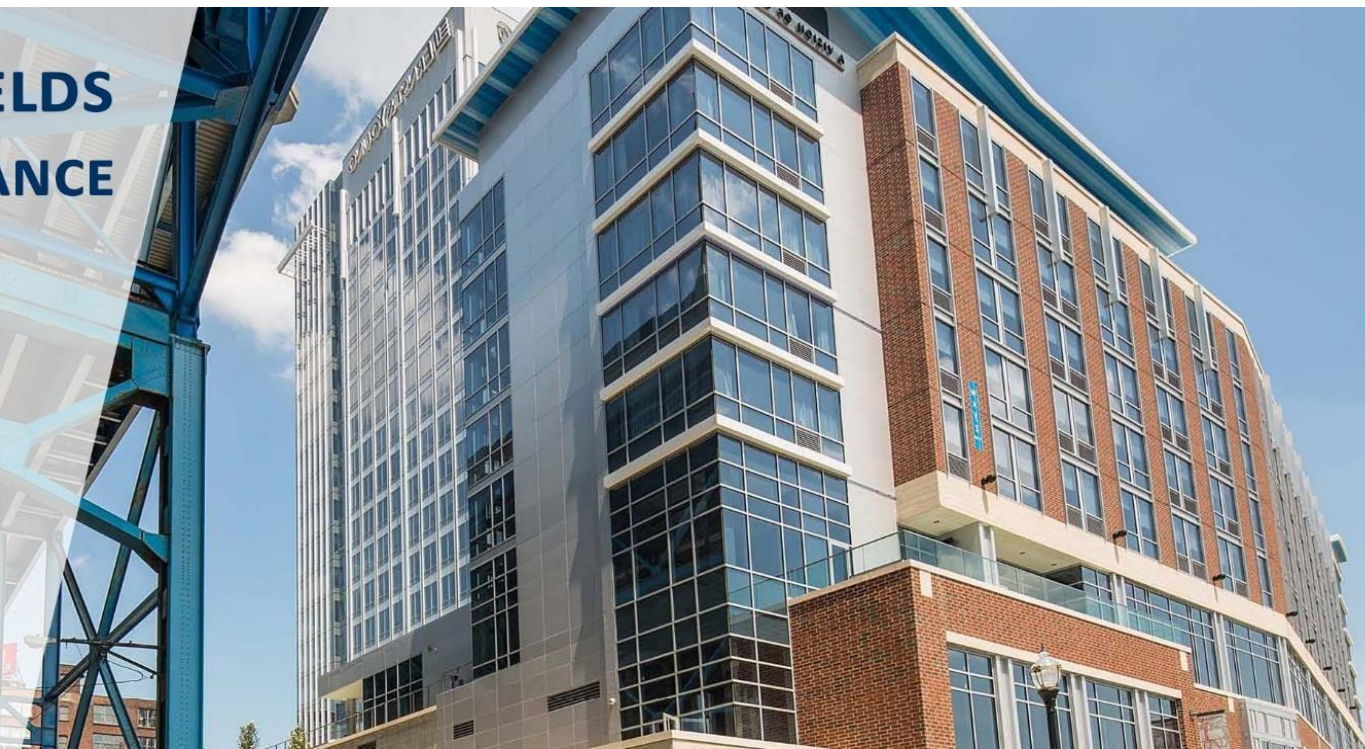


CDFA BROWNFIELDS TECHNICAL ASSISTANCE PROGRAM

Brownfields Financing Webinar Series

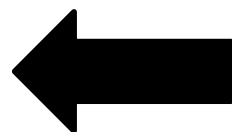
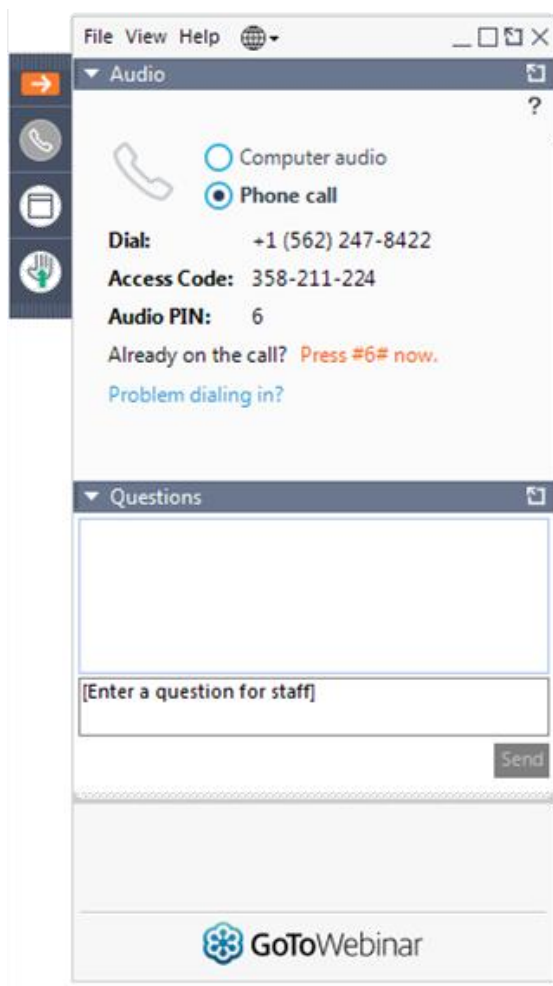


Brownfields Financing Webinar Series **The Developer's Perspective in Financing Brownfields Projects**

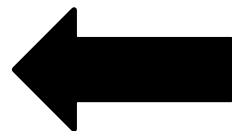
THE BROADCAST WILL BEGIN AT 2:00PM (Eastern)

- ▶ Submit your questions in advance using the GoToWebinar controlpanel
- ▶ View previous webcast recordings online at www.cdfabrownfields.org

Welcome & Overview



Using your telephone will give you better audio quality.



Submit your questions to the panelists here.

Join the Conversation

Technical Questions?

Contact CDFA at 614-705-1300

Brownfields Financing Webinar Series
The Developer's Perspective in Financing Brownfield Projects

Panelists

Dan French
CEO
Brownfield Listings

Kevin Kleaka
Executive Vice President
Impact Environmental

Bret Stuntz
Regional Manager
AKT Peerless

Steve Collins
Executive Vice President
Commercial Development Company

CDFA Training Institute

16 courses in development finance designed for all skill levels. Learn more and register today at www.cdfa.net



CDFA BROWNFIELDS TECHNICAL ASSISTANCE PROGRAM



**Financing
Toolkit**



**Webinar
Series**



**Project
Marketplace**

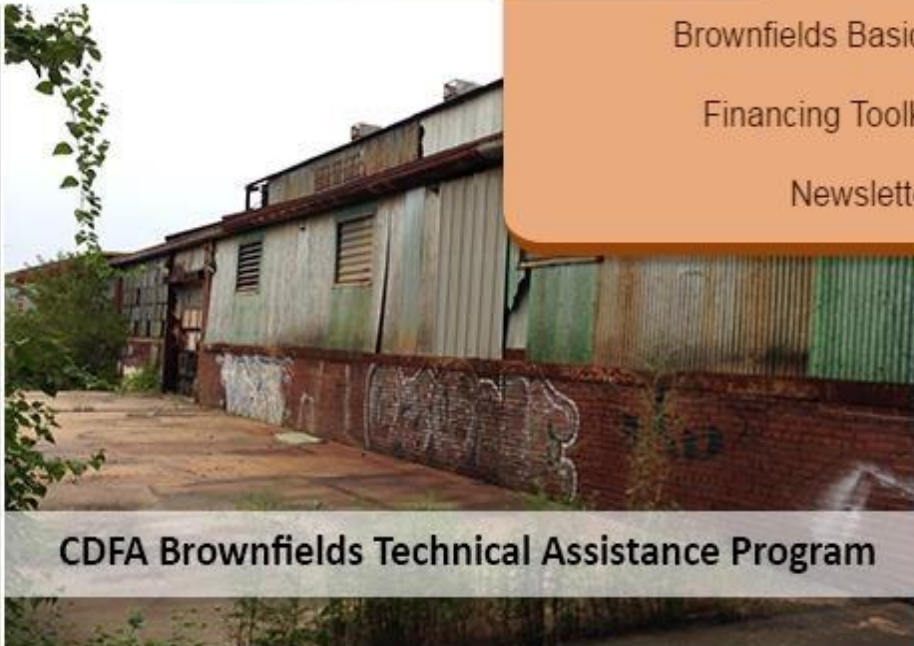


**Project
Response Teams**

CDFA BROWNFIELDS TECHNICAL ASSISTANCE PROGRAM



Home About Resources Webinars Technical Assistance



Brownfields Basics

Financing Toolkit

Newsletter

**Free Financing
Technical Assistance to
Local, State, and Tribal
Brownfield Efforts**

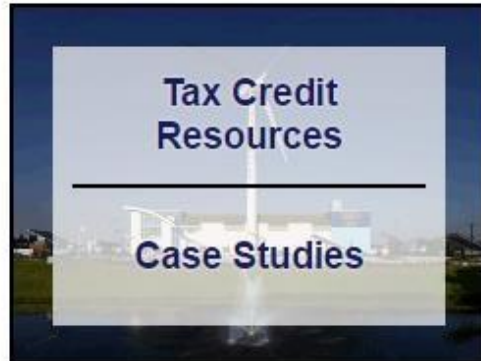
CDFA Brownfields Technical Assistance Program



Intro Brownfields
Finance WebCourse



Brownfields Financing Toolkit



Subscribe online to receive monthly news and event updates!

CDFA BROWNFIELDS TECHNICAL ASSISTANCE PROGRAM



[Home](#) [About](#) [Resources](#) [Webinars](#) [Technical Assistance](#)

Brownfields Financing Update
May 1, 2018

[Subscribe](#)
[View Archives](#)



Brownfields Finance *UPDATE*

This Month's Highlights from the Brownfields Finance Industry

Features

Administrator Pruitt Announces \$54.3M in Brownfield Grants to Assess and Clean Up Contaminated Properties and Promote Economic Redevelopment Nationwide
EPA has selected 144 communities for brownfields environmental Assessment, Revolving Loan Fund, and Cleanup grants. The 221 grants totaling \$54.3 million will provide communities with funding to assess, clean up and redevelop underutilized properties while protecting public health

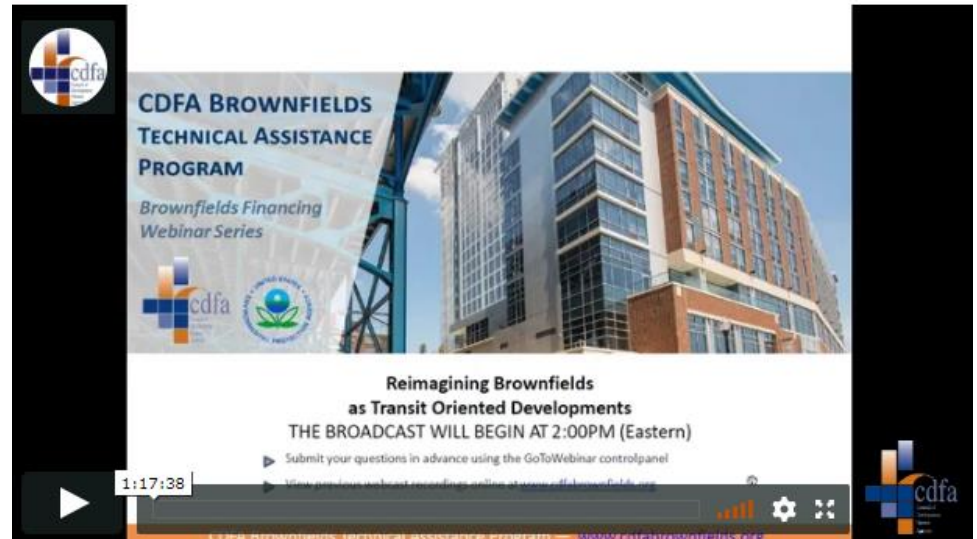
ARCHIVES

Displaying 1 - 42 of 42

[May 1, 2018](#)
[April 3, 2018](#)
[March 6, 2018](#)
[February 6, 2018](#)
[January 2, 2018](#)
[December 5, 2017](#)
[November 7, 2017](#)
[October 3, 2017](#)
[September 5, 2017](#)
[July 4, 2017](#)
[June 6, 2017](#)
[May 2, 2017](#)



Brownfield Financing Webinar Series



Previous Topics Include:

Reimagining Brownfields as Transit Oriented Developments
Hazardous to Healthy: Financing Solutions for Recovering Brownfields
Financing Brownfields with Private Activity Bonds
Reviving Economic Activity on Former Manufacturing Sites
Strategic TIF Structuring for Brownfield Redevelopment
Reaching Your Redevelopment Goals with Brownfields Revolving Loan Funds

And Much More...



Brownfields Project Marketplace

What is the Marketplace?

- Forum that connects communities looking to finance brownfield redevelopment projects with development financiers and brownfield project experts

Community Benefits:

- Discover financial resources
- Direct access to financial advisors and brownfield experts





Project Response Teams

Opportunities available in 2018!

Previous Recipients:

- Texarkana, TX
- Tulsa, OK
- Kalispell, MT
- Josephine County, OR
- Longmont, CO
- New Bern, NC
- Englewood, IL
- Bedford Heights, OH
- Lee, MA
- New Orleans, LA
- Springfield, MO
- Burlington, VT
- Bend, OR
- Pueblo, CO
- Sheridan, CO
- Texarkana, AR
- Fresno, CA
- Ponce, PR
- Pensacola, FL
- Fresno, CA
- Dellwood, MO
- Duluth, MN
- St. Marys, GA
- Oregon City, OR



CDFA BROWNFIELDS TECHNICAL ASSISTANCE PROGRAM

Upcoming Events



In-Person Project Marketplace – Dallas, TX

Nov 8, 2017

CDFA National Development Finance Summit

[REGISTER!](#)

CDFA will waive the CDFA National Summit registration fee for any community that is chosen to present a project at the Marketplace.

Now Scheduling Interviews for Project Response Teams!

Contact:

Cayla Matsumoto

Program Coordinator

614-705-1318

cmatsumoto@cdfa.net

Brownfields Financing Webinar Series
The Developer's Perspective in Financing Brownfield Projects

Dan French

CEO
Brownfield Listings
Chicago, IL



What are you reading?

Your development finance toolbox isn't complete without a set of CDFA reference guides. Members save 15% on every purchase.

Order today at www.cdfa.net.



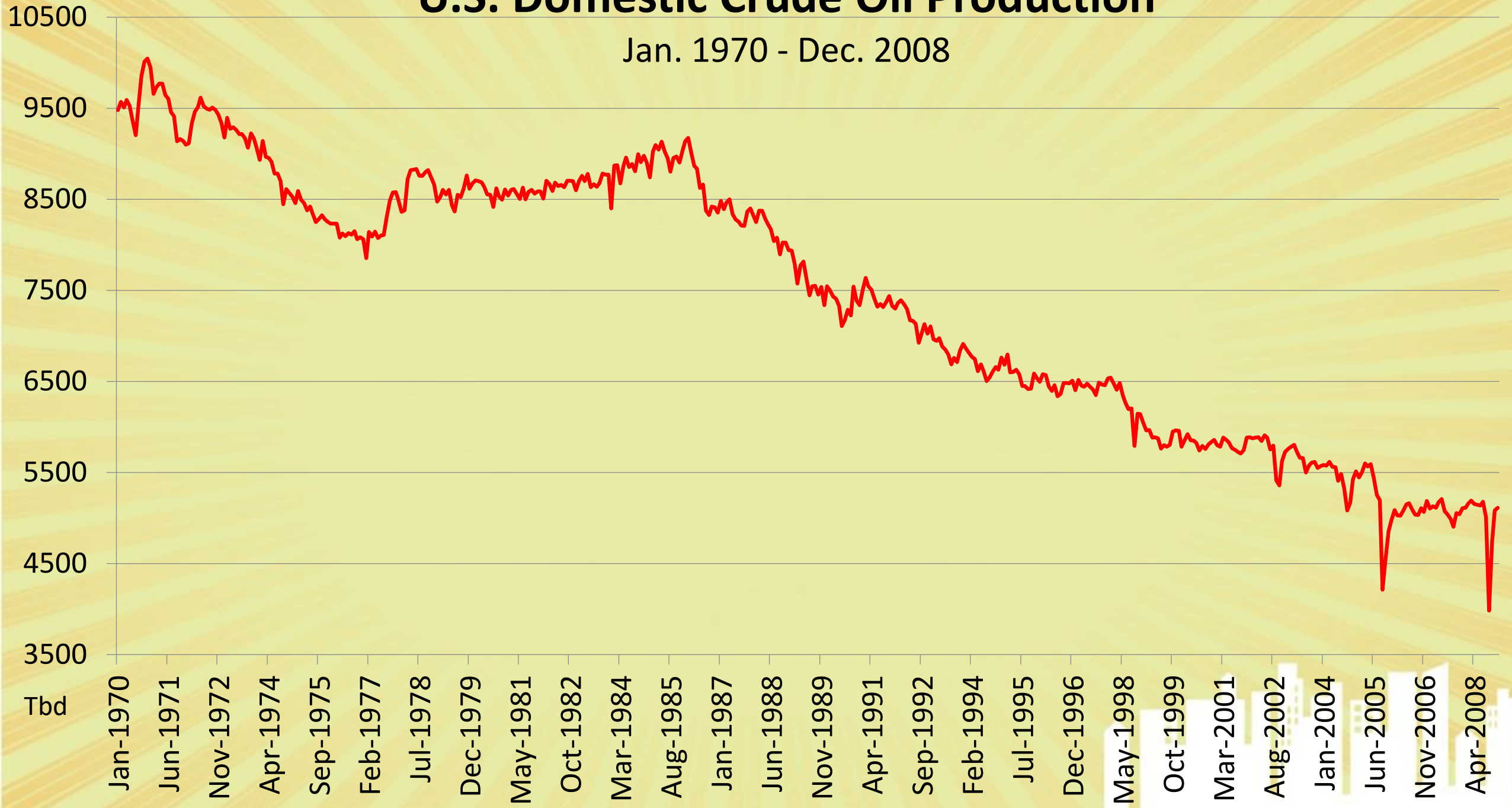
THE REDEVELOPMENT RENAISSANCE IS RISING



WWW.BROWNFIELDLISTINGS.COM

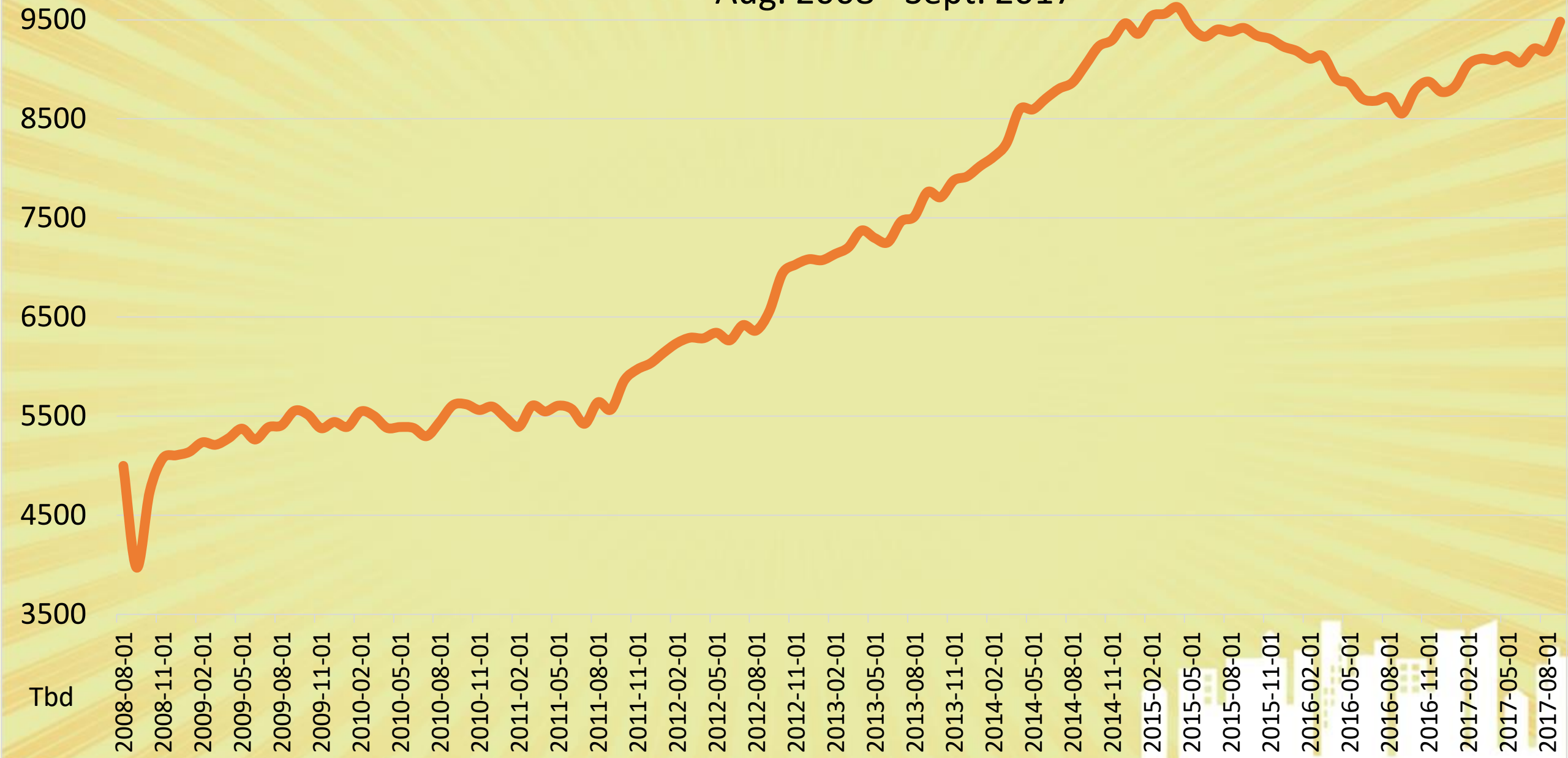
U.S. Domestic Crude Oil Production

Jan. 1970 - Dec. 2008



U.S. Domestic Crude Oil Production

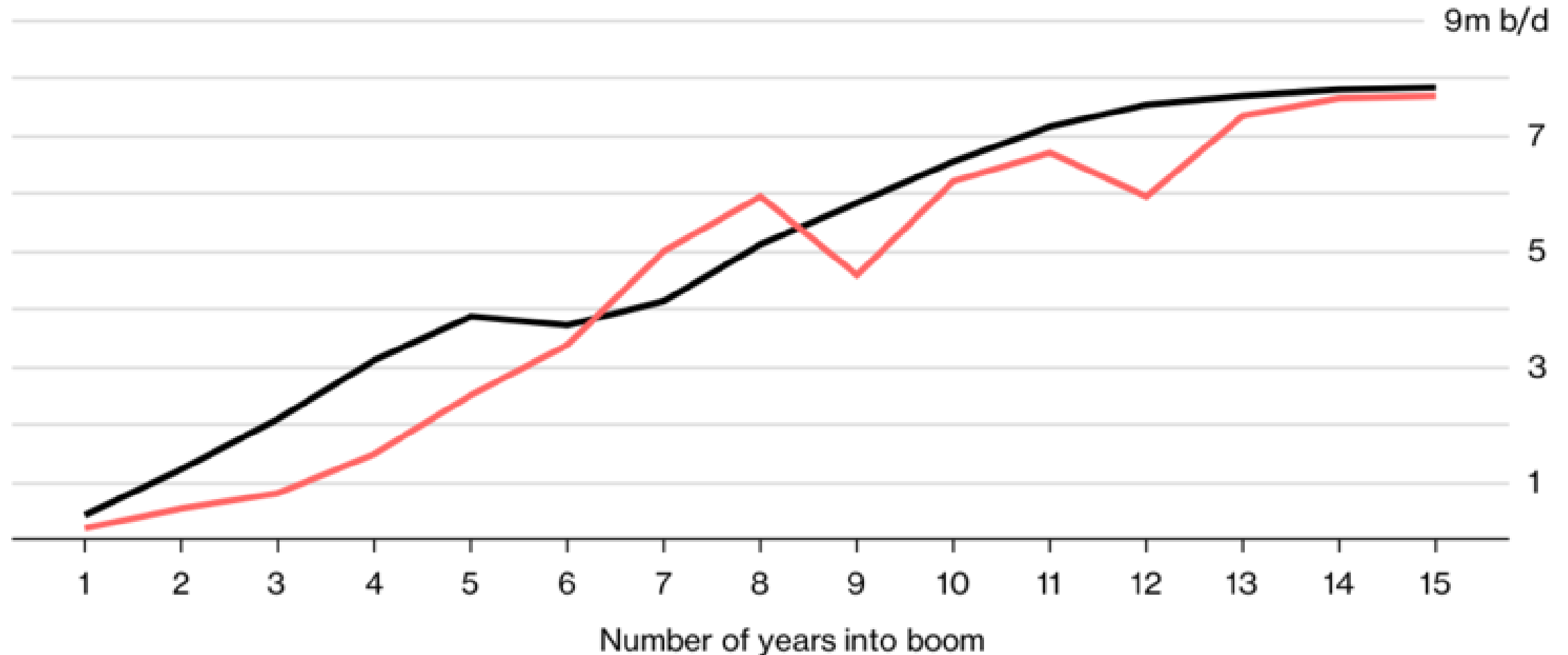
Aug. 2008 - Sept. 2017



Historic Surge

The rise of U.S. shale oil is set to match the boom in Saudi production from 1966 to 1981

■ U.S. ■ Saudi Arabia



Source: International Energy Agency

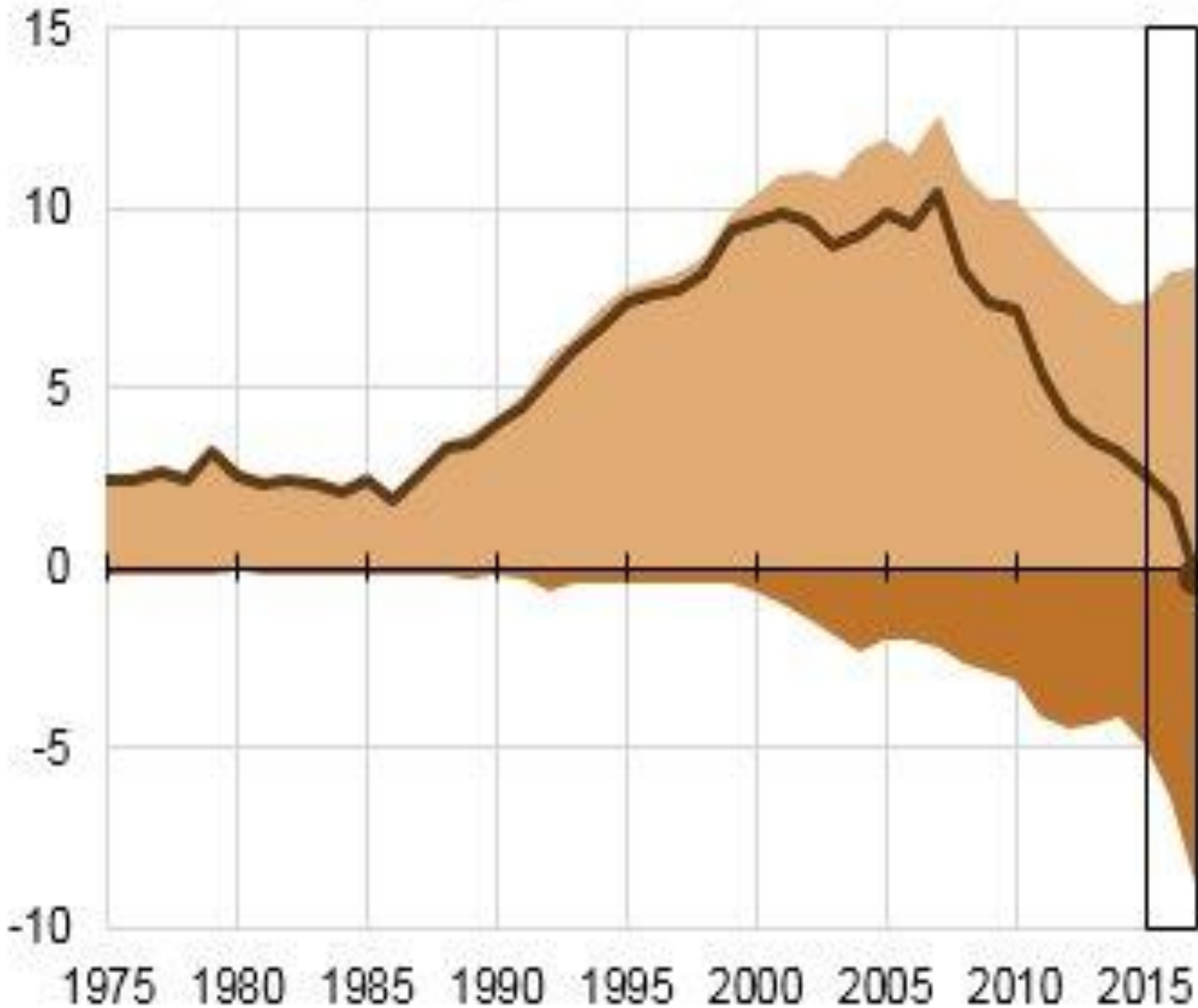
Bloomberg

U.S. crude oil exports ...from independence to *dominance*

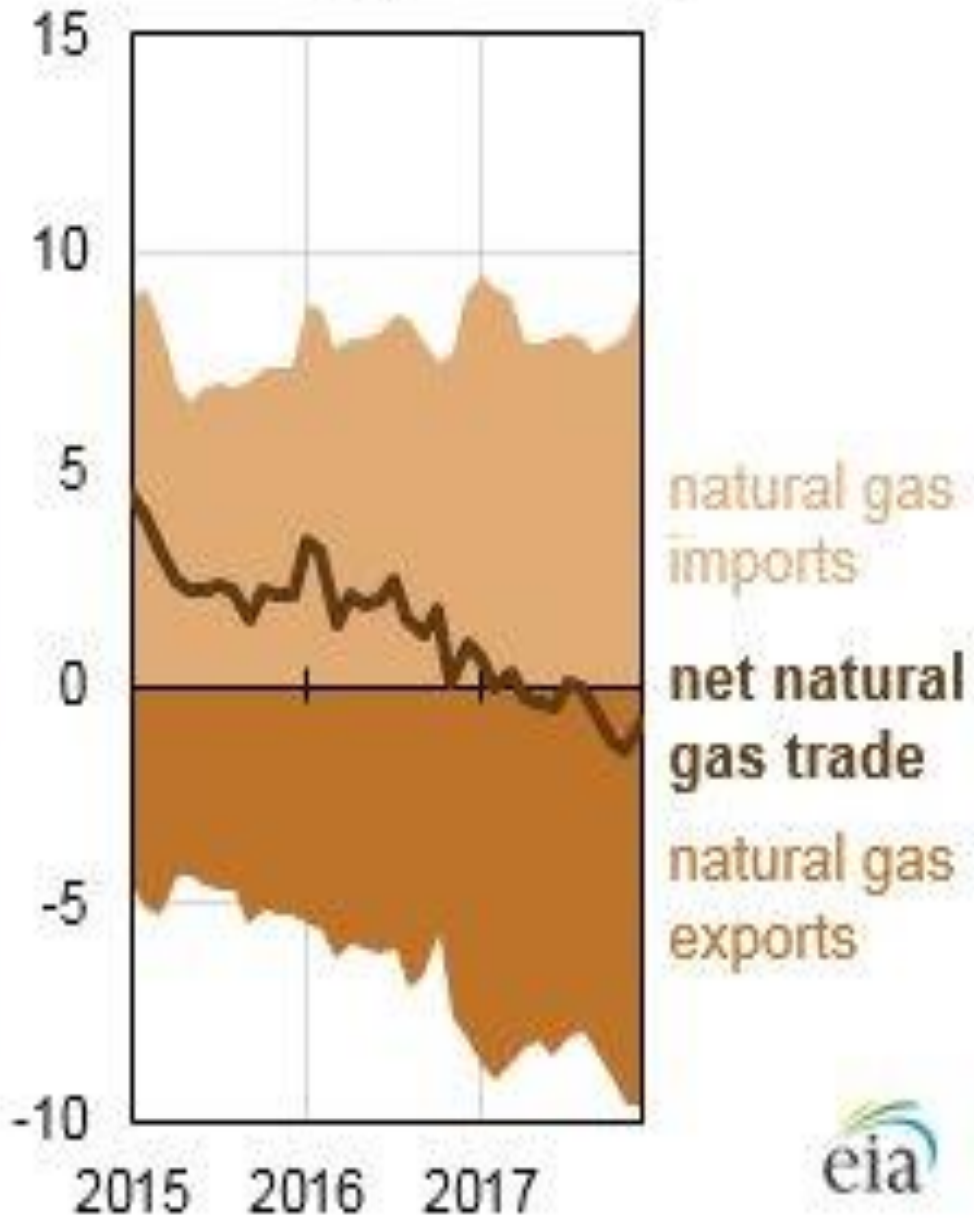


Source: U.S. Energy Information Administration

U.S. annual natural gas trade (1975-2017)
billion cubic feet per day



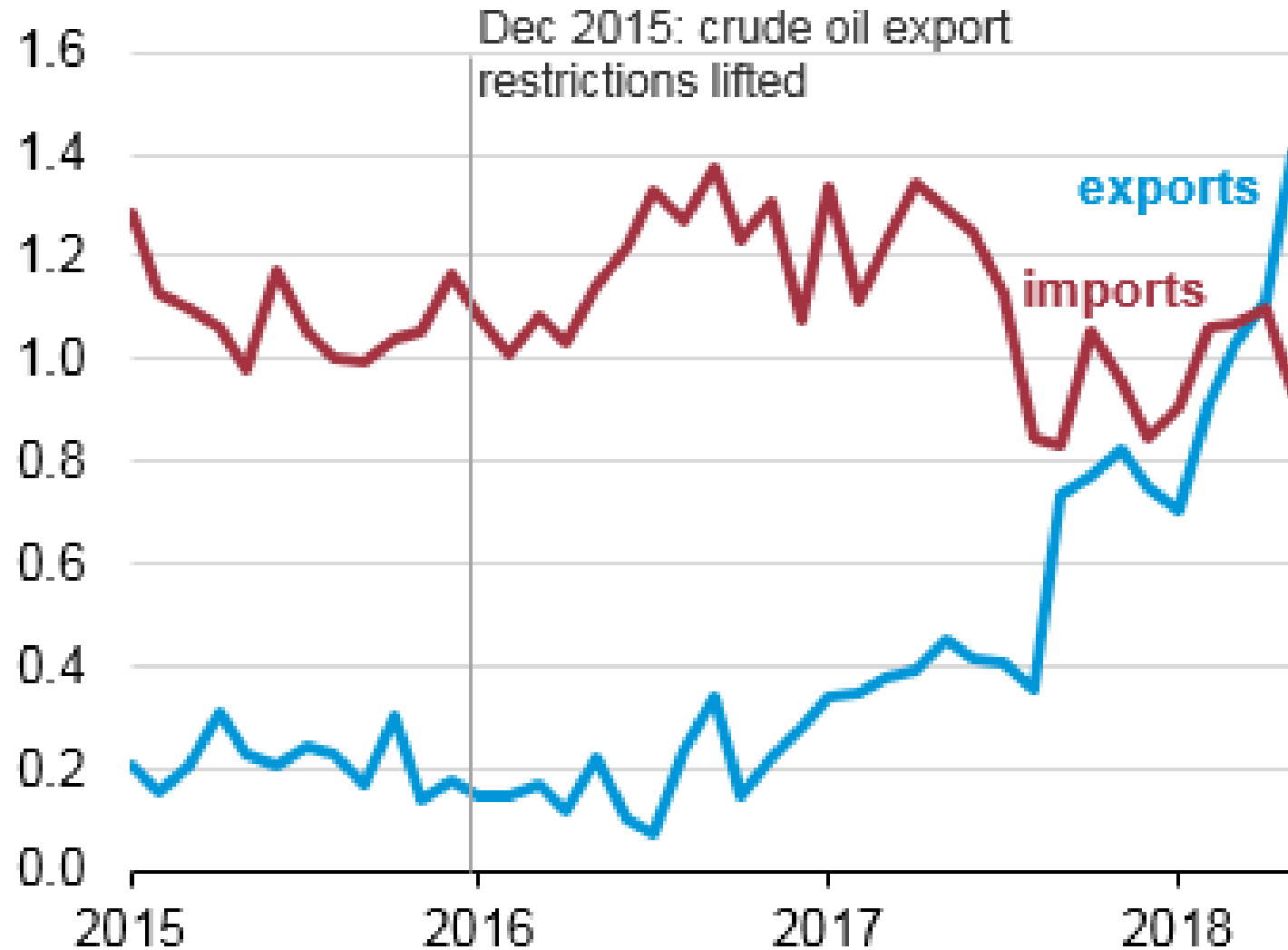
...now net a natural gas EXPORTER
monthly (2015-2017)





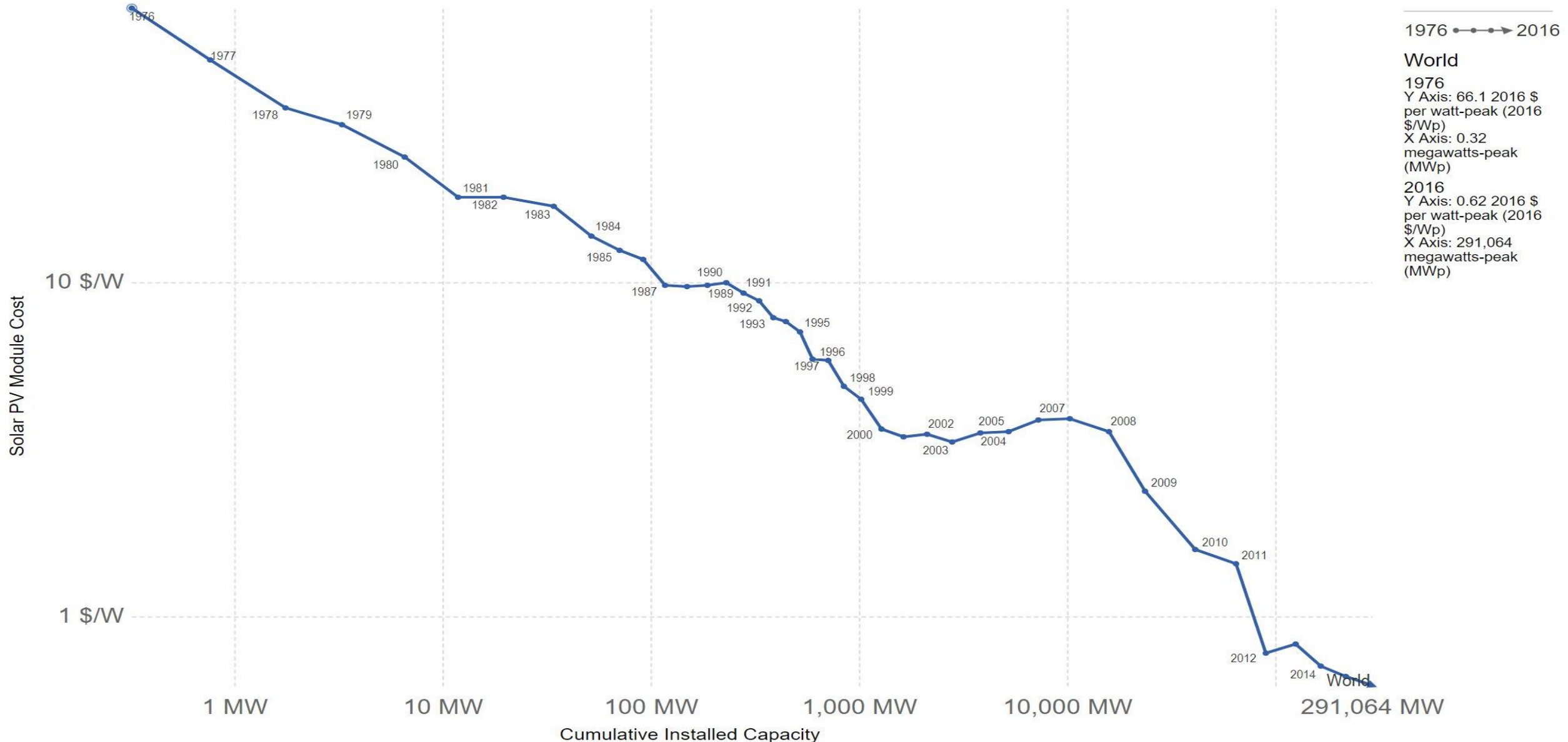
This Summer Texas Exported More Oil Than It Imported For First Time Ever

Crude oil imports and exports through the port district of Houston-Galveston, Texas
million barrels per day



Solar PV prices vs. cumulative capacity, 1976 to 2016

Solar photovoltaic (PV) module prices (measured in 2016 US\$ per watt-peak) versus cumulative installed capacity (measured in megawatts-peak, MWp). This represents the 'learning curve' for solar PV and approximates a 22% reduction in price for every doubling of cumulative capacity.

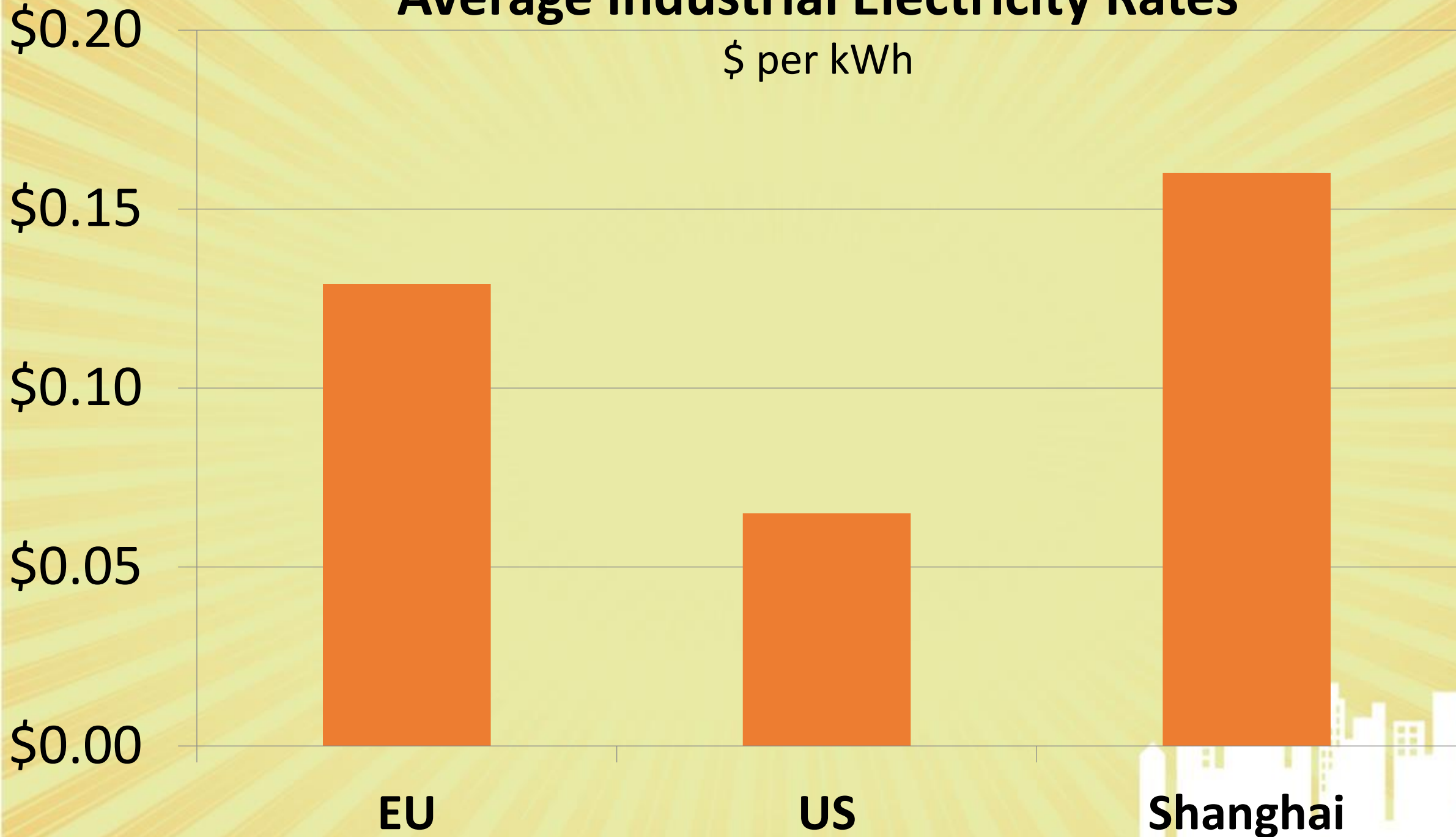


At the end of 2016 wind electricity generation in Texas hit a new peak record and represented approximately 45% of total electric demand at the time, topping 15,000 MW for the first time.



Average Industrial Electricity Rates

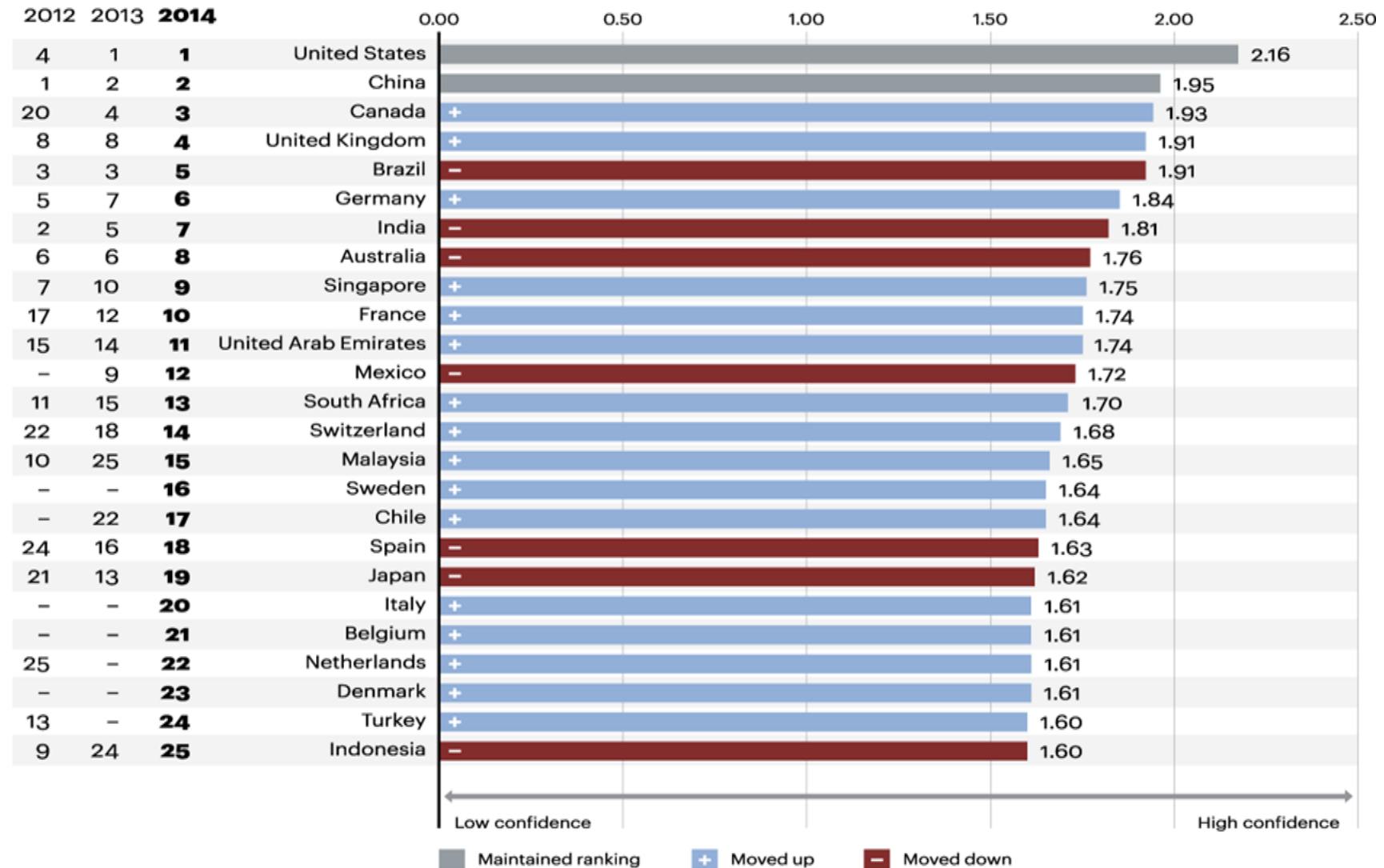
\$ per kWh



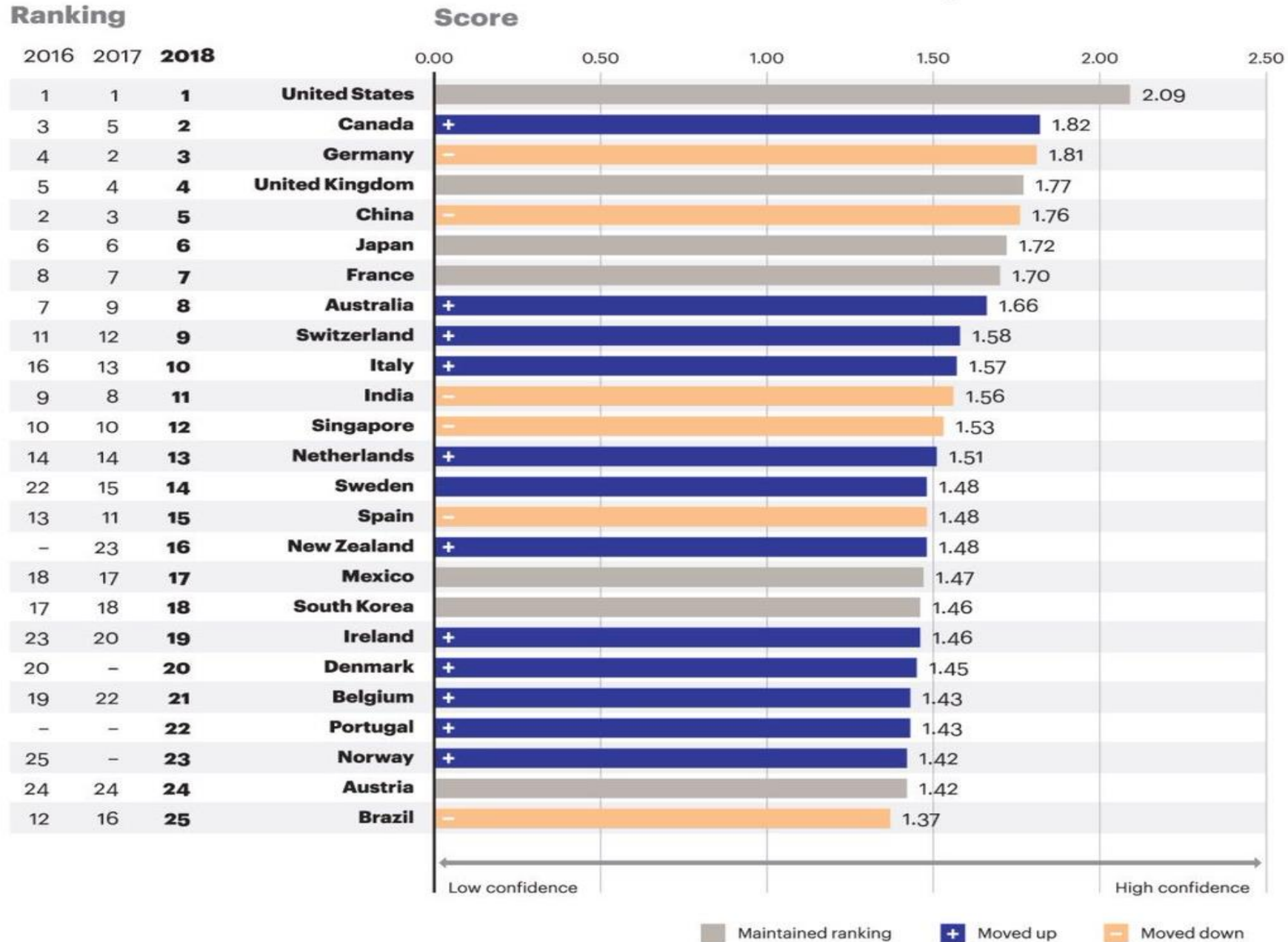
2014 FDI Confidence Index® ranking and scores

Ranking

Values calculated on a 0 to 3 scale



2018 A.T. Kearney FDI Confidence Index®



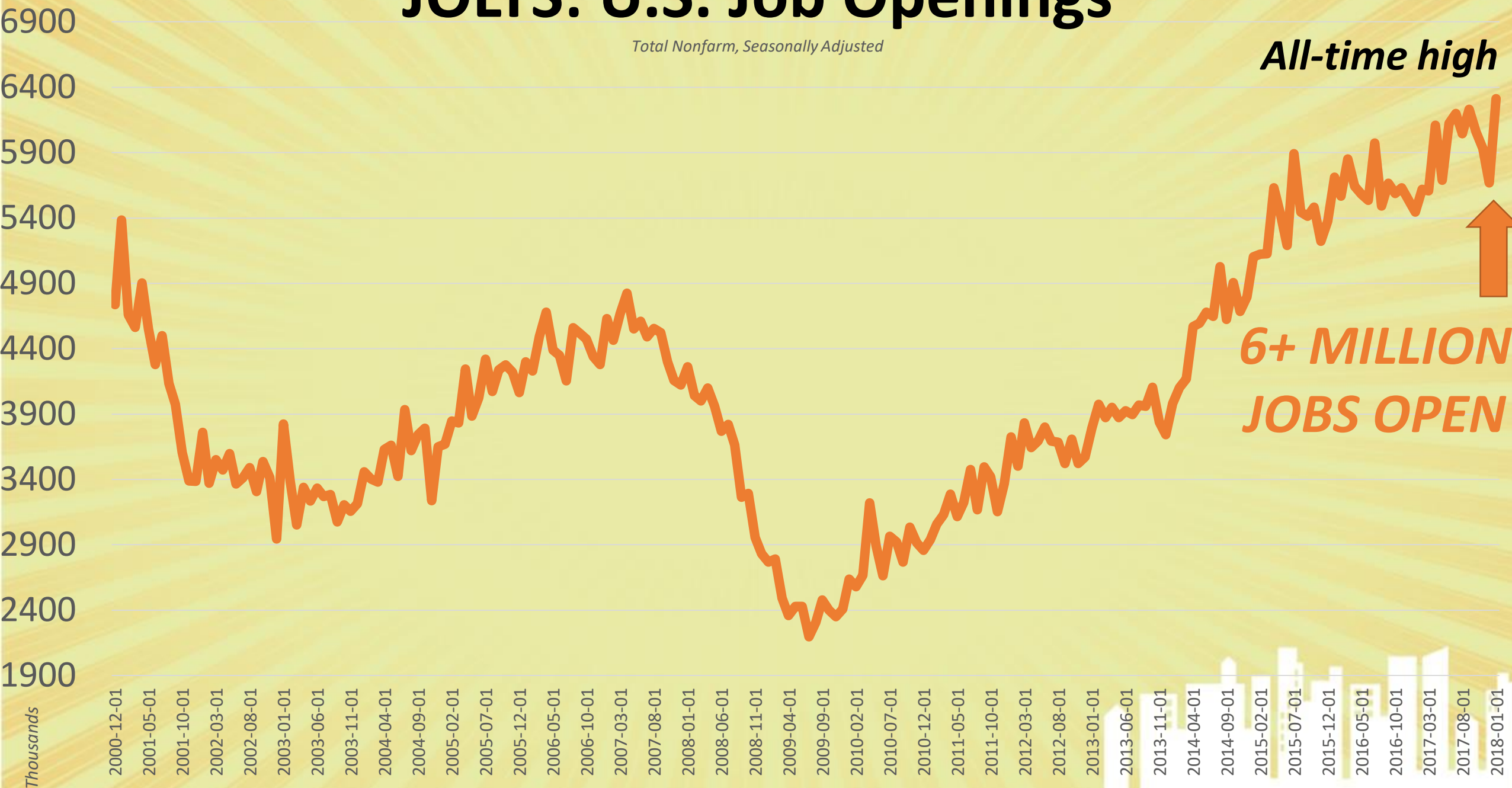
U.S. Industrial Production Index

Seasonally Adjusted



JOLTS: U.S. Job Openings

Total Nonfarm, Seasonally Adjusted





BROWNFIELD LISTINGS



BOOM ON



Both of the biggest generations are picking convenient high quality places... “hands-free” living.

- Baby boomers are now the fastest-growing group of renters.**
- More than 5 million baby boomers are expected to rent their next home by 2020.**
- Boomers are opting for amenity-rich full-service buildings like millennials.**





Atlanta Beltline



NOVEMBER 2009



DECEMBER 2012



Tiny, low-cost tactical projects can produce big mental health improvements too.

- Medical study in Philadelphia to green vacant lots improved dozens of parcels.
- These “greening interventions” cost ***\$1,000-\$3,000 per lot.***
- Produced ***-41.5%*** decrease in depression nearby.
- Depression ***improved -68.7%*** in impoverished areas.

TESLA



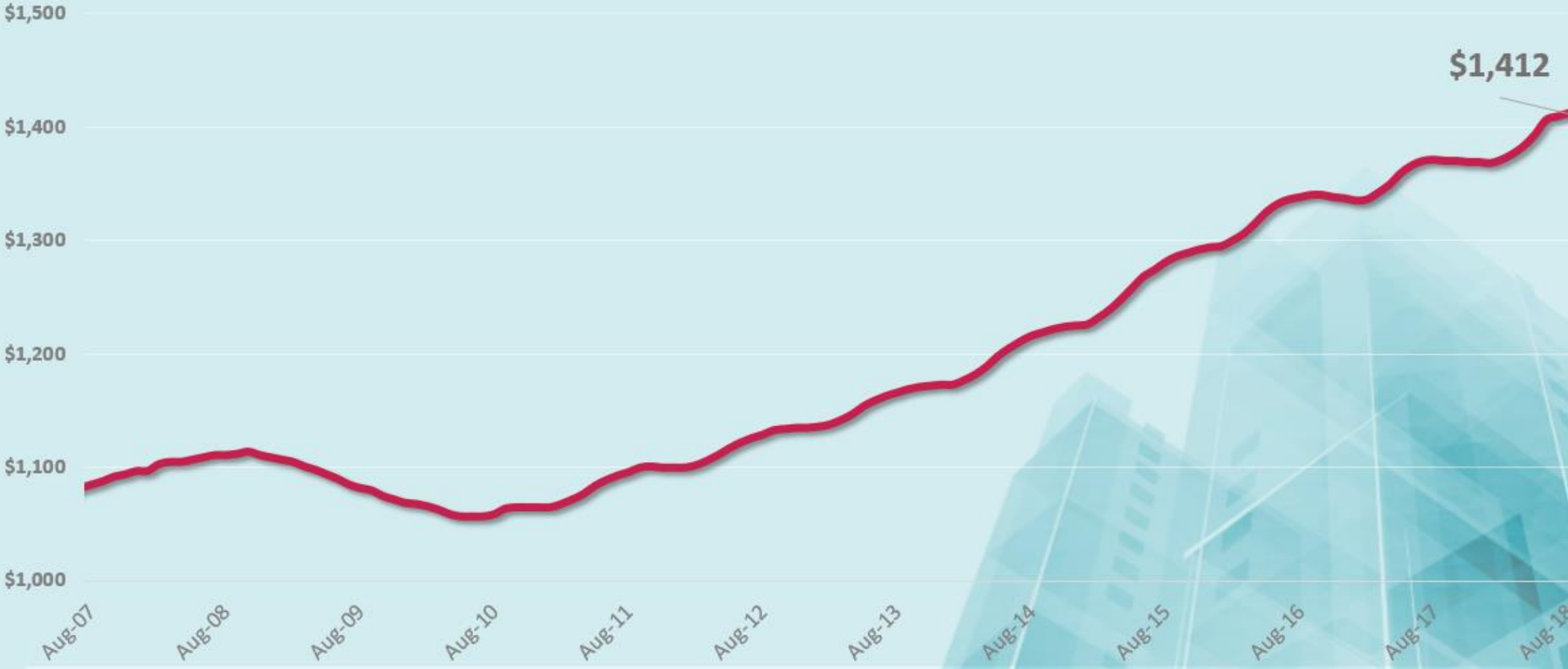


*We're about to refit, retool and rescale
the entire built-environment*

There's a lot of work to do



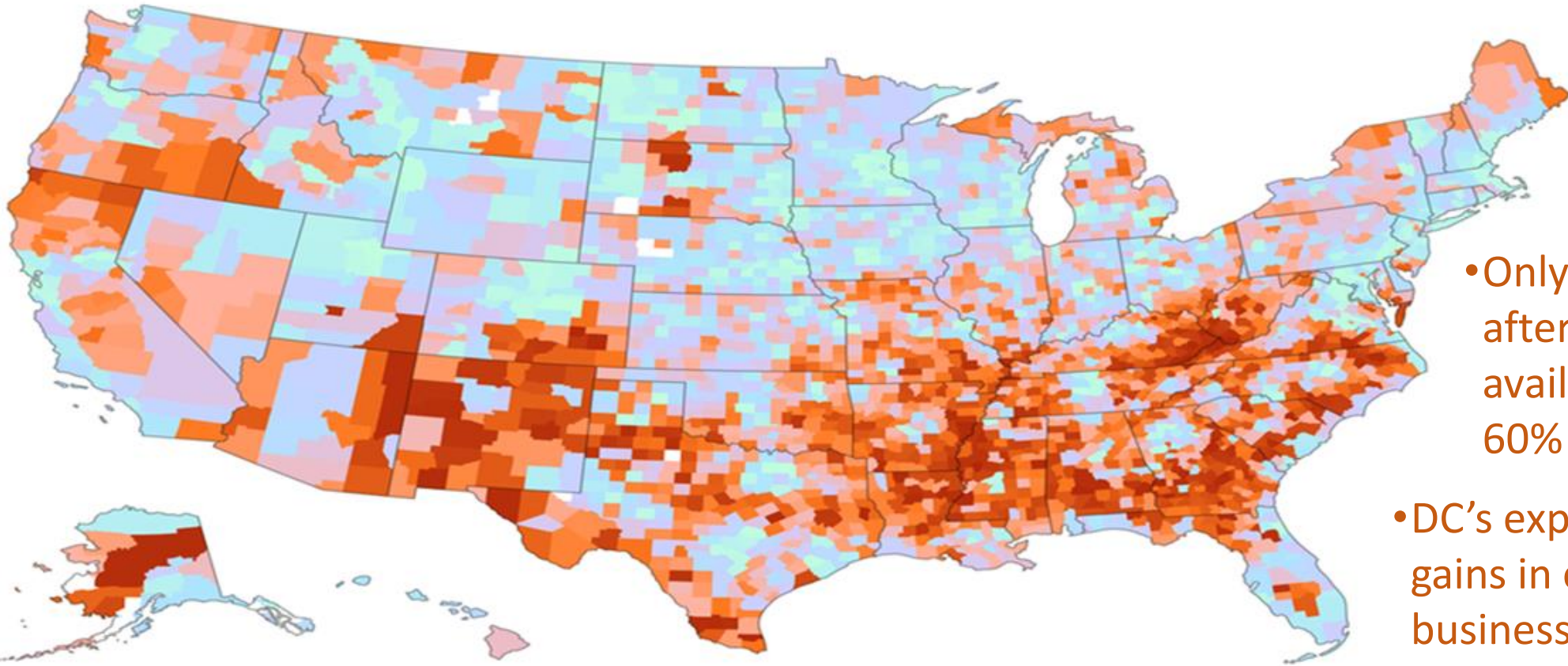
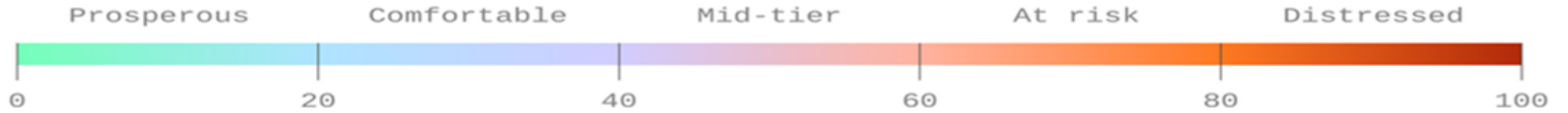
National Average Rent



Data source: Yardi Matrix

RENTCafé®

Distressed Communities Index



■ Maintained ranking + Moved up - Moved down

- Only 1/4 of jobs created after 2008 were available in the bottom 60% of ZIP Codes.
- DC's experienced ZERO net gains in employment and business establishment since 2000.

People in DC's die 5 years earlier than the average!

Hurricane Harvey



82 fatalities
\$125 billion

*Houston's 3rd '500-year'
flood in 3 years*

ALL 2018 FIRES LAST 7 DAYS

US Wildfires 2018

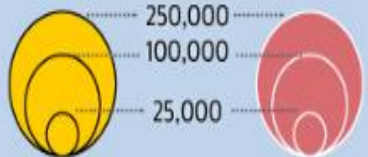
Via EcoWest

8/20/2018

Size of Wildfire, in Acres

Updated Within
Last 7 Days

Earlier
Wildfires



FIRES LIST

2018 Fires (853) [Click to view details](#)

NAME	STATE	BEGAN	ACRES
Martin	NV	7/5/18	479,292
Ranch	CA	7/28/18	354,887
Rhea	OK	4/13/18	295,270
Carr	CA	7/23/18	252,826





Smoke in some Canadian cities last month made breathing like “inhaling seven cigarettes” per day.

You're the only superheroes we've got

ENVIRONMENTAL



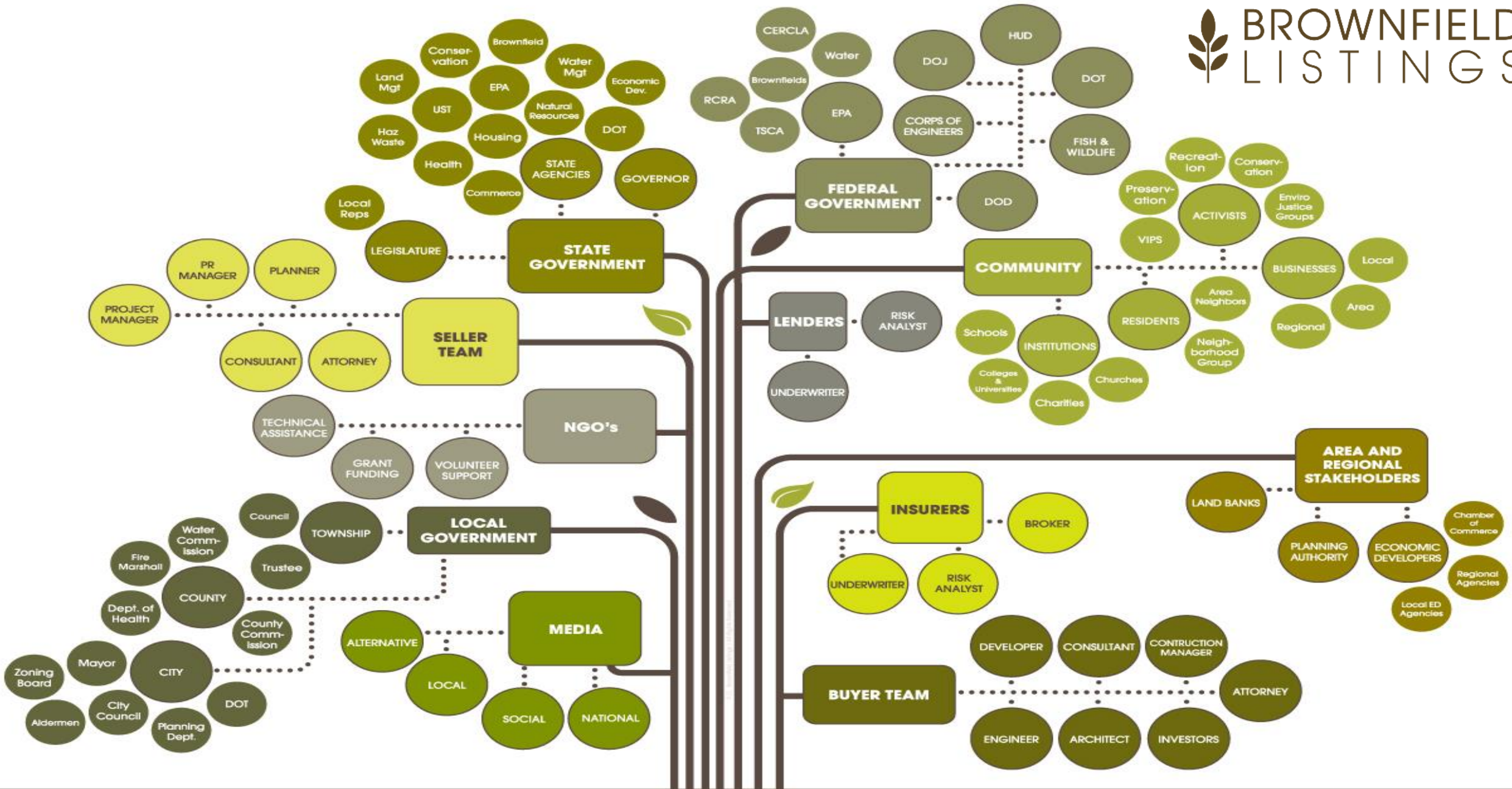
AVENGERS



BROWNFIELD LISTINGS



LIST PROPERTIES. POST PROJECTS. FIND PROS.



Redevelopment Stakeholders

BROWNFIELD COMMUNITY



INSTANT PROJECT INFRASTRUCTURE



COMMUNITY PROFILE



UNLIMITED MEMBER INVITES



INVENTORY DATA



ONLINE COLLABORATION



DASHBOARD



SOCIAL MEDIA SHARING

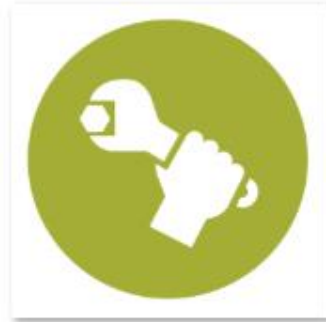
BL Marketplace Taxonomy Tags



Bluefield



Brownfield



Redfield



Greyfield



Greenfield



In Use



Undefined



Adaptive Reuse



Airport Access



Bluefield Acres



Brownfield Acres



Decomm'd



Dev Park/Plan



Ecofield



Green Infrastructure



Greenfield Acres



Greyfield Acres



Healthfield



Heritage Site



Historic Preservation



Productive Use



Incentive Zone



Megasite



Microsite



Mineral Deposits



Mine Scarred



Multimodal



NFA



POD



Pre-Demo



PPP



Idle/Surplus



Rail Access



Redfield Acres



Seaport Access



Solar Brightfield



TOD



Under-Utilized



Vacant



Vertical Brownfield



Windfield



WE CAN DO IT!

REBUILD, REFIT AND RENEW AMERICA



 BROWNFIELD
LISTINGS

WWW.BROWNFIELDLISTINGS.COM

Brownfields Financing Webinar Series
The Developer's Perspective in Financing Brownfield Projects

Bret Stuntz

Regional Manager
AKT Peerless
Detroit, MI



What are you reading?

Your development finance toolbox isn't complete without a set of CDFA reference guides. Members save 15% on every purchase.

Order today at www.cdfa.net.





AKT PEERLESS

THE DEVELOPER'S PERSPECTIVE IN FINANCING BROWNFIELD PROJECTS









100 Delaware St, Detroit, MI 48202, USA

© SPOT IMAGE

© 2013 Google

Google earth

1999
iSect Property

Imagery Date: 5/9/2010 42°22'22.94" N 83°04'42.76" W elev 631 ft eye alt 1679 ft









STANDARD ACCIDENT INSURANCE COMPANY







The background features a city skyline with several tall buildings. A large teal triangle is on the left side, and a yellow triangle is on the right side, both pointing towards the center. Two birds are flying in the sky above the buildings.

THANK YOU!

 **AKT** PEERLESS

Brownfields Financing Webinar Series
The Developer's Perspective in Financing Brownfield Projects

Steve Collins

Executive Vice President
Commercial Development Company
St. Louis, MO



What are you reading?

Your development finance toolbox isn't complete without a set of CDFA reference guides. Members save 15% on every purchase.

Order today at www.cdfa.net.



Brownfields Financing Webinar Series: The Developer's Perspective in Financing Brownfields Projects

Stephen Collins, EVP
Commercial Development Company, Inc.
September 6, 2018

CDC Footprint

COMMERCIAL DEVELOPMENT COMPANY, INC.

- Est. 1990
- Brownfield Acquisition & Development Firm
- Targeting Former Industrial Sites
- Over 300 Brownfield Cleanup & Development Projects to Date
- Accumulative Portfolio Exceeds 65 million sq/ft under roof



CDC Group of Companies

COMMERCIAL DEVELOPMENT COMPANY, INC.



Est. 1990

Brownfield Acquisition & Development Firm

Targeting Former Industrial Sites

Portfolio Exceeds 65 million sq/ft under roof

cdcco.com



Est. 2004

Nation's Leading Environmental Liability Assumption Firm

\$1.5 Billion of Environmental Liabilities Acquired (90% have achieved final milestones)

eltransfer.com



Est. 2008

Environmental Consulting Firm

Over 250 Active Environmental Remediation Projects

enviroanalyticsgroup.com



Est. 2017

Captive Demolition Company

Large and modern fleet of demolition equipment

Safety first culture

industrial-demolition.com



Est. 2018

Industrial Liquidation Company

Over 1,500 industrial liquidation projects by executive management team

industrial-recovery.com

Acquired 5 Retired Power Plants since 2014 (3200 MW)

COMMERCIAL DEVELOPMENT COMPANY, INC.



Brayton Point Power Station

Retired 1600-MW Power Plant

Acquired 5 Auto Manufacturing Plants in 5 States

COMMERCIAL DEVELOPMENT COMPANY, INC.



GM Janesville Assembly Plant
Retired 4.8 MSF Manufacturing Plant

Future Home of Major Port Development along Ohio River

COMMERCIAL DEVELOPMENT COMPANY, INC.



Tanners Creek Power Plant

Retired 1000-MW Power Plant

Acquired Largest Steel Mill in U.S. History

COMMERCIAL DEVELOPMENT COMPANY, INC.



Sparrows Point Steel Mill

Retired 3,100 Acre Steel Mill

Keys to Brownfield Success

COMMERCIAL DEVELOPMENT COMPANY, INC.

Development First Strategy

What is the ultimate re-use? Can we reutilize the buildings? Demolition? Types of re-use? Cleanup timeline? Cleanup standard?

Create Ownership Incentives

Transferring ownership can expedite redevelopment. Private owners are time-sensitive due to the time-value of money, carry costs, and need to earn a return on investment.

Work with Stakeholders

- Work with sellers to provide an environmental liability indemnification
- Work with regulators to secure cleanup approvals
- Work with cities to negotiate zoning and site plans

“Begin with the end in mind.”
-- Stephen Covey

How to Position Your Brownfield Site for Development

COMMERCIAL DEVELOPMENT COMPANY, INC.

1. Set a Realistic Timeline
2. Gather Critical Information
3. Take a Regional Approach
4. Be Realistic and Flexible about Future Use

Developer's Checklist

- **Key Contacts:**
 - *Owner*
 - *Site Manager*
 - *Brokers*
 - *Consultants*
 - *State Regulatory Contacts*
- *Environmental Status*
- *Tax ID Numbers*
- *Acreage*
- *Building Square Footage*
- *Zoning*
- *Future Users*
- *Photos & Maps*
- *Tax Assessment Data Sheets*
- *Prospective End Users*

Recent Brownfield Success Stories

BROWNFIELD CHALLENGE: Perth Amboy, NJ

COMMERCIAL DEVELOPMENT COMPANY, INC.



CDC acquired 70 acres of environmentally-impacted real estate from Asarco in 2009. Former use as a metals smelting facility.

PROCESS: Demolition & Reclamation

COMMERCIAL DEVELOPMENT COMPANY, INC.



RESULTS: BridgePort Development

COMMERCIAL DEVELOPMENT COMPANY, INC.



BROWNFIELD CHALLENGE: Hamilton, NJ

COMMERCIAL DEVELOPMENT COMPANY, INC.



CDC acquired 65 acres of environmentally-impacted real estate from Congoleum in 2016. Former use as a commercial flooring manufacturing facility.

PROCESS: Demolition & Reclamation

COMMERCIAL DEVELOPMENT COMPANY, INC.



PROCESS: Demolition & Reclamation

COMMERCIAL DEVELOPMENT COMPANY, INC.



RESULTS: Office Warehouse Hotel Development

COMMERCIAL DEVELOPMENT COMPANY, INC.

Office (3 Buildings):	500,000 SF
Warehouse:	140,000 SF
Hotel (150 Rooms):	120,000 SF
Retail (3 Out Lots):	15,000 SF
Total Development:	775,000 SF
Construction:	2018

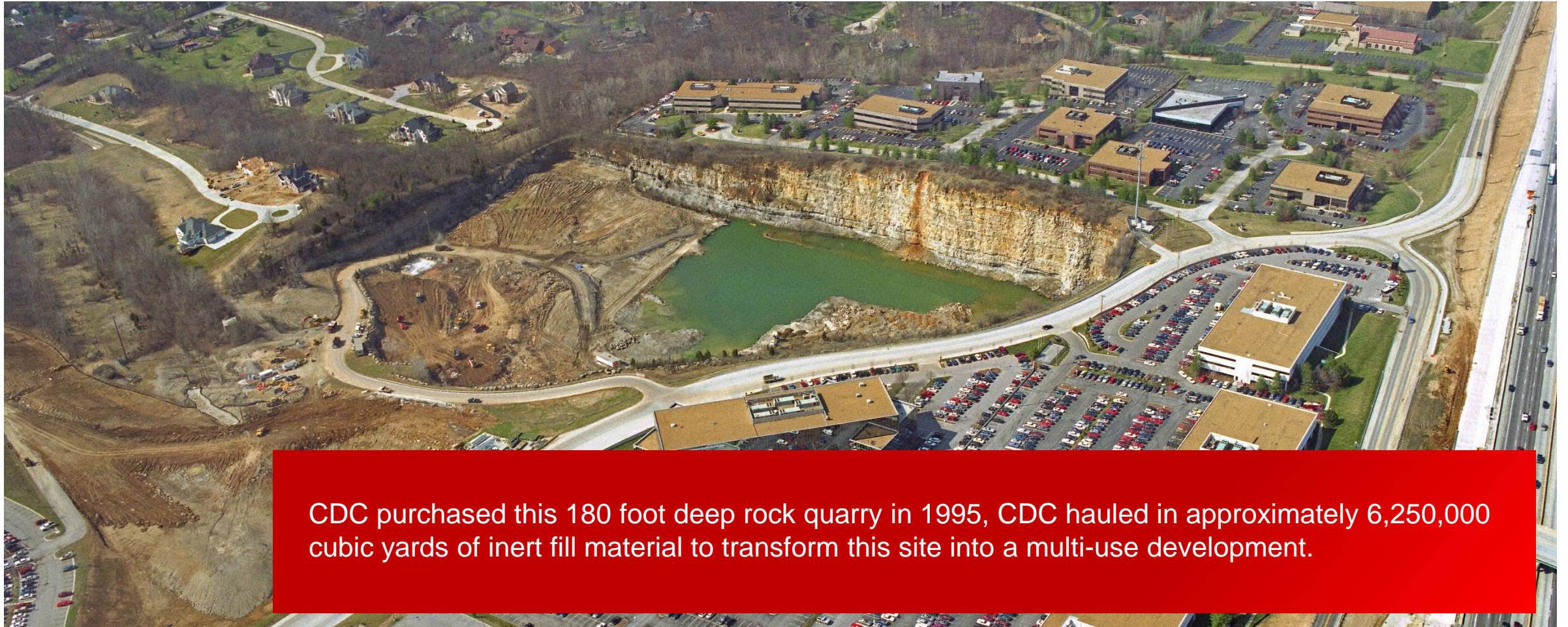
100% PRIVATE FINANCING



This is a mixed-use, transit-oriented development that is a model of smart growth in a densely populated state

BROWNFIELD CHALLENGE: St. Louis, MO

COMMERCIAL DEVELOPMENT COMPANY, INC.



CDC purchased this 180 foot deep rock quarry in 1995, CDC hauled in approximately 6,250,000 cubic yards of inert fill material to transform this site into a multi-use development.

PROCESS: Quarry Reclamation

COMMERCIAL DEVELOPMENT COMPANY, INC.



1994: 180 ft deep rock quarry,
environmental hazard



2014: CDC completes
environmental restoration



2018: New mixed-used
development 99% complete

RESULTS: Mixed-Use Development

COMMERCIAL DEVELOPMENT COMPANY, INC.

COMPLETED



Assisted Living Center

COMPLETED



254 Luxury Apartments

COMPLETED



Class-A Office

Fall 2018



211-Room Marriott Hotel

BROWNFIELD CHALLENGE: Claymont, DE

COMMERCIAL DEVELOPMENT COMPANY, INC.

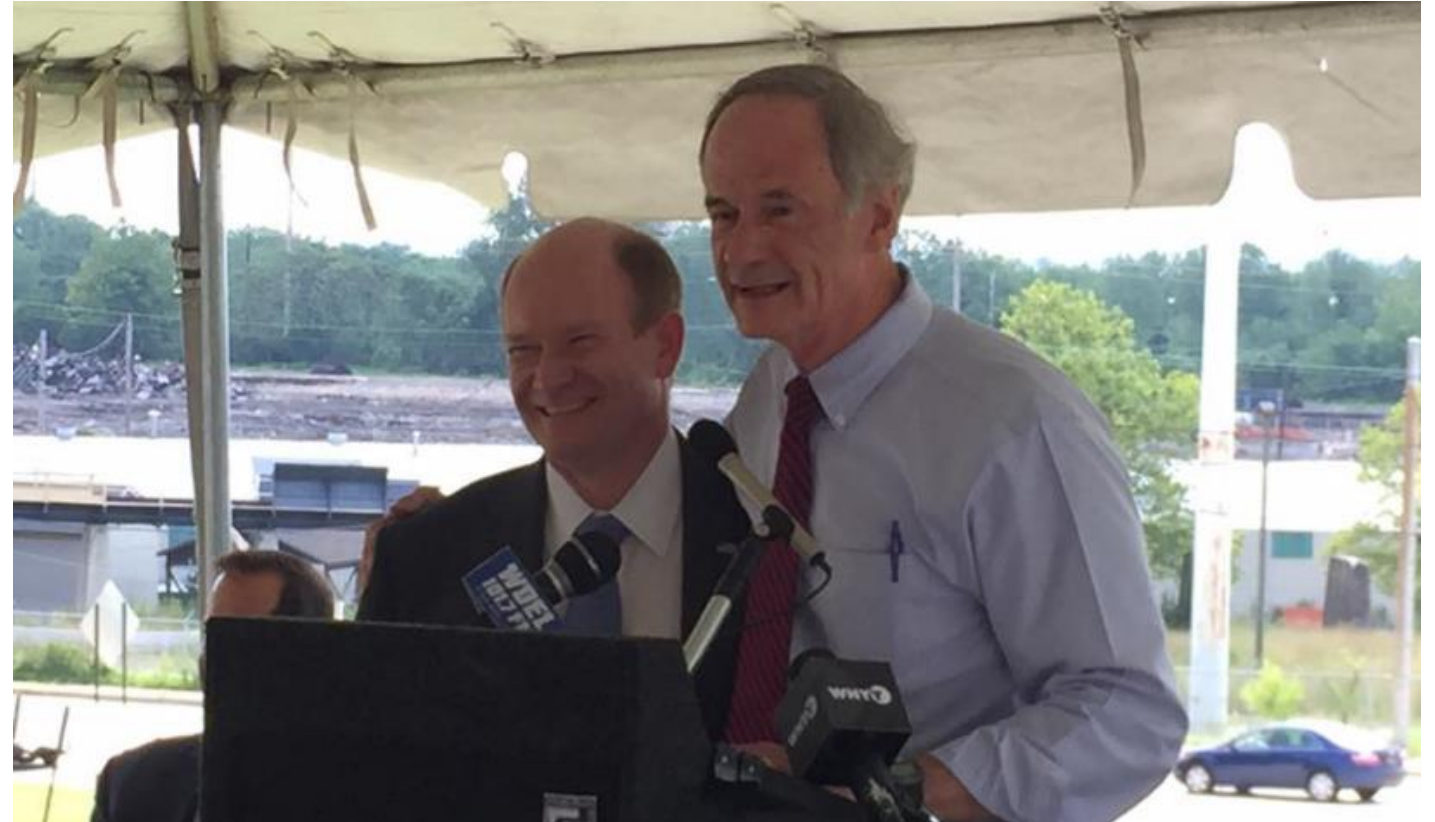


CDC purchased this retired steel mill in 2015.

PROCESS: Working with Officials

COMMERCIAL DEVELOPMENT COMPANY, INC.

In July 2016, the site received a \$10 million TIGER grant toward a new transportation center expected to “ignite growth in Claymont” and create hundreds of new jobs to the area.



US Senators Carper and Coons announce federal funding for new transportation development project.

RESULTS: From Steel Mill to Transit Center

COMMERCIAL DEVELOPMENT COMPANY, INC.



FIRST STATE CROSSING

RIVER • RAIL & ROADS AT CLAYMONT



THANK YOU

COMMERCIAL DEVELOPMENT COMPANY, INC.

Questions or Comments?

Stephen Collins, CCIM
Executive Vice President

Phone: 314-835-2835
Email: scollins@cdcco.com
Online: www.cdcco.com



Brownfields Financing Webinar Series
The Developer's Perspective in Financing Brownfield Projects

Kevin Kleaka

Executive Vice President
Impact Environmental
Bohemia, NY



What are you reading?

Your development finance toolbox isn't complete without a set of CDFA reference guides. Members save 15% on every purchase.

Order today at www.cdfa.net.



RETURNING BROWNFIELDS TO THE **black**

By **Kevin Kleaka, PG**
Executive Vice President | Impact



RETURNING BROWNFIELDS TO THE **black**

“The key to unlocking the value of environmentally distressed legacy properties, commonly referred to as Brownfields, is a common vision of future use and strategic remediation.”

- **Rich Parrish, CEO** of Impact Environmental

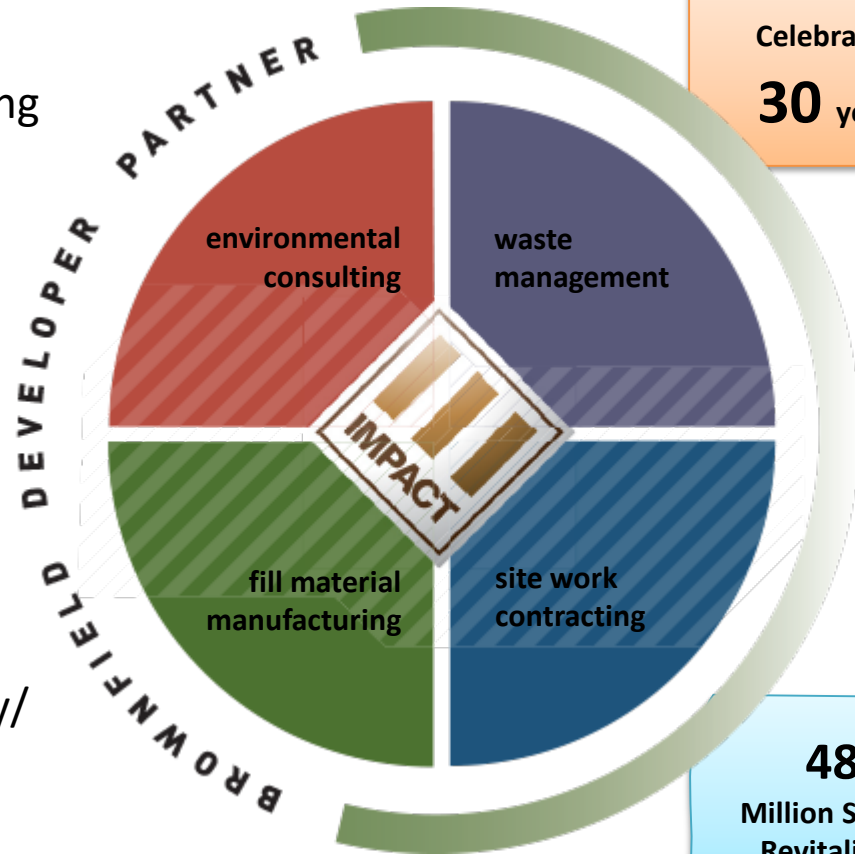


Kevin Kleaka P.G., Executive Vice President
kkleaka@impactenvironmental.com
631-269-8800

www.impactenvironmental.com

Fully Integrated Brownfield Developer

- Environmental Consulting, Engineering and Remediation
- Waste Management; Beneficial Use and Recycling of Solid Waste/Transport
- Heavy Civil Site and Earth Work, Grading, Demolition and Construction Dewatering
- Recycled Products Manufacturer and Distribution/Transport Company
- Brownfield Redevelopment Company/ Real Estate Sales and Marketing



➤ Brownfield Economics

- Purchase Price
- Location, Location, Location
- Cost of Cleanup (Who's Paying, Who Posts Financial Assurance)
- Near Major Metropolitan Area With Access To Infrastructure
- Strong Local Workforce
- Size of Developable Area/Buildable SF
- Local Real Estate Market Conditions
- Local Demand For End-Use



➤ Stakeholder Involvement

- Local, State Elected Officials
- Public Interest or Objection
- State & Federal Regulators
- Local Community Groups
- Active Local Economic Development Agencies

➤ Environmental Due Diligence

- Environmental Liability (Phase I and Phase II)
- Insurance Coverage (PPL or Cost Cap)
- Off-Site Environmental Responsibility/Liability
- Soil Conditions/Geotechnical
- Lawsuits And Legal Claims/Liens
- Bifurcation Of Liabilities



- Financing Strategies/Capital Stack
- Brownfield Incentives (Grants, Tax Credits)
- Highest And Best Use - Early Vision
- Limitation Of Liability By Federal and/or State Regulators
- Limit Capital Gains (e.g. 1031 Exchange, Opportunity Funds)
- Local Government To Facilitate Expediting Approvals & Permits
- Strategic Planning And Environmental Remediation
- Performing Remediation In Conjunction With Development
- Limit Future On-going Monitoring With More Aggressive Remediation



Former NJ Zinc Plant West Palmerton, PA

- A major zinc smelter operating for 125 years decommissioned in 1980s
- Remediation performed as part of PADEP Act 2 Brownfield Program
- Impact crafted terms of the operating agreement on behalf of all parties.
- Decommissioned remaining plant production
- Imported appropriate fill materials to raise grade with our disrupting residential neighborhood.
- Monitored soil and groundwater quality
- Impact performed permitting necessary for cap materials

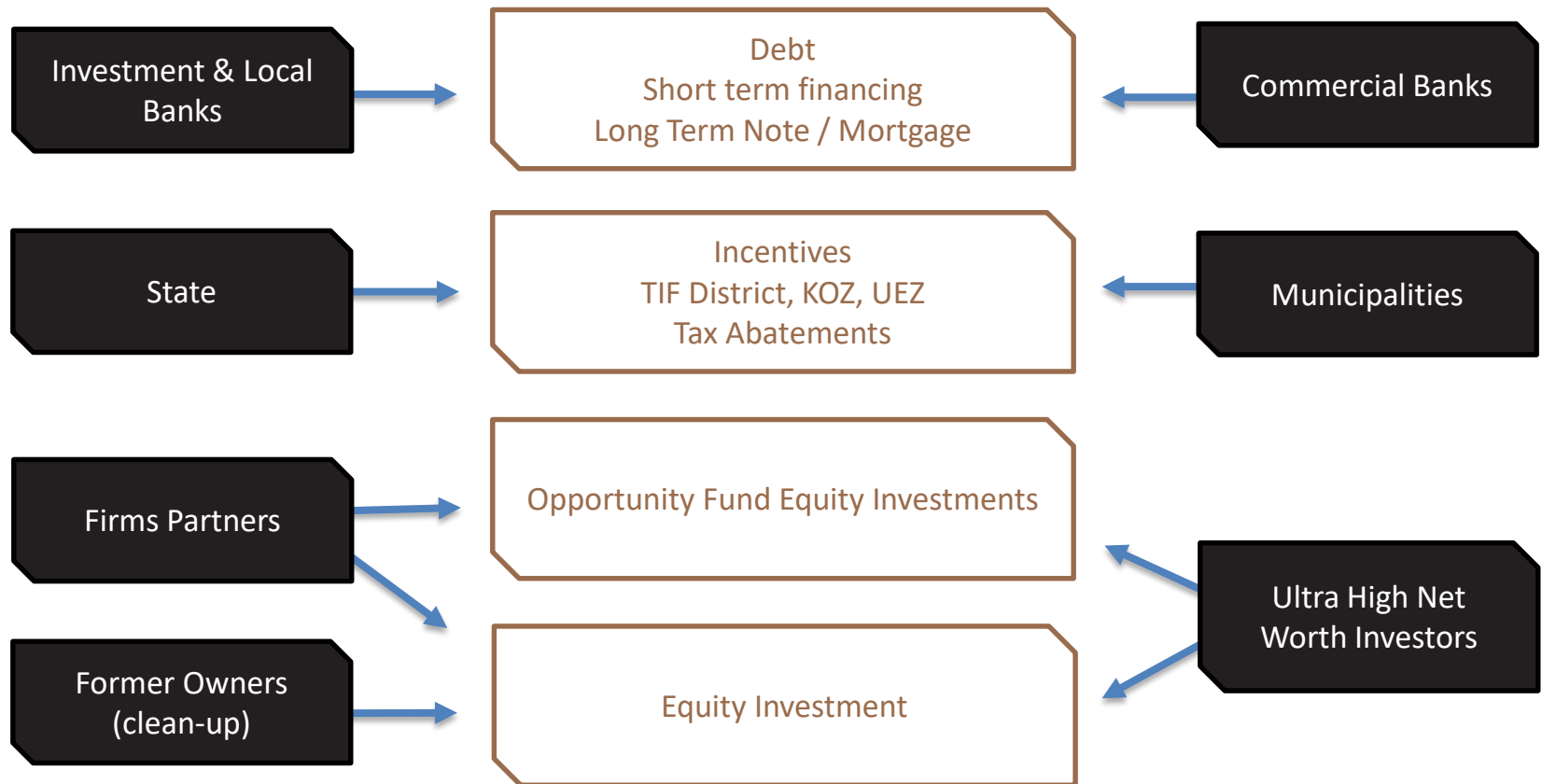


Former DuPont Industrial Plant East Chicago, IN

- Originally established as part of the Graselli Chemical Company later purchased by E.I. duPont de Nemours & Co. in 1928
- Centrally located to many major interstates, international airports and downtown Chicago.
- EPA Region 5 RCRA Program oversight
- Impact and its partners successfully negotiated purchase of the 500 acre property.
- Impact will handle the remediation and simultaneous site preparation for construction of a 1 million sq. ft. warehouse.
- Over 400 acres of developable land.



BROWNFIELD CAPITAL stack



Our vision for Brownfield redevelopment is to align all stakeholders' interests in realizing the full potential of underutilized legacy properties, restore the environment and bring vibrancy back to the community.

Kevin Kleaka P.G., Executive Vice President
kkleaka@impactenvironmental.com
631-269-8800

www.impactenvironmental.com

Submit your questions to the panel now by using the GoToWebinar control panel.



Intro Brownfields Finance WebCourse - September 26-27, 2018
Daily: 12:00 – 5:00pm EST - [REGISTER!](#)

CDFA National Development Finance Summit - Nov 7-9, 2018
Dallas, TX - [REGISTER!](#)

CDFA BROWNFIELDS TECHNICAL ASSISTANCE PROGRAM

Upcoming Events



In-Person Project Marketplace – Dallas, TX
Nov 8, 2017
CDFA National Development Finance Summit
[REGISTER!](#)

Thank you for Attending the Webinar

CDFA BROWNFIELDS TECHNICAL ASSISTANCE PROGRAM

*Brownfields Financing
Webinar Series*



Contact:

Emily Moser
Program Manager
614-705-1305
emoser@cdfa.net

Cayla Matsumoto
Program Coordinator
614-705-1318
cmatsumoto@cdfa.net