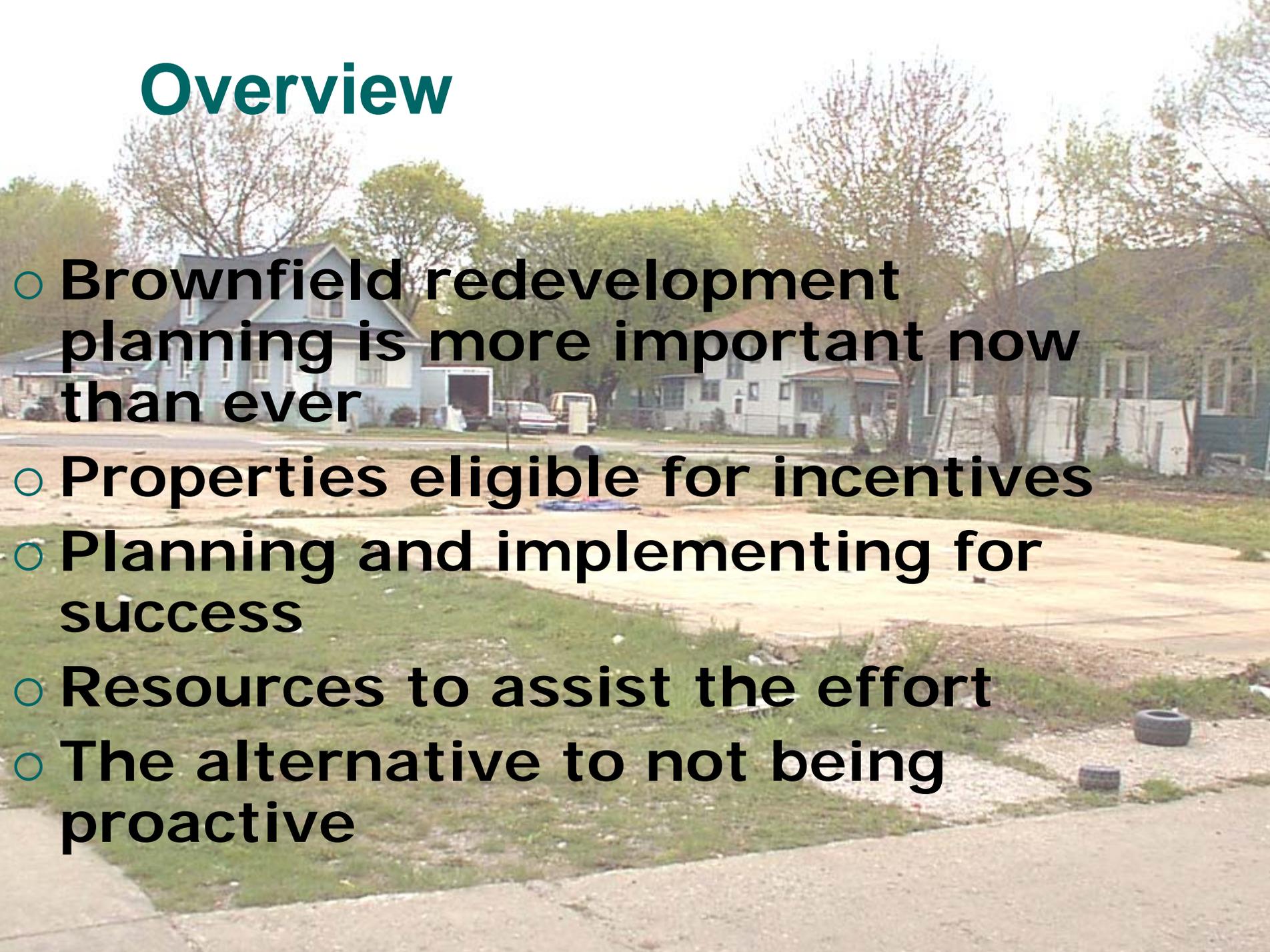




Jumpstarting Brownfield Redevelopment

Ron Smedley, Brownfield
Redevelopment Coordinator, DNRE,
Remediation and Redevelopment
Division

Overview

The background image shows a residential street with several houses. In the foreground, there is a large, flat, light-colored area that appears to be a construction site or a cleared lot, with some debris and a few tires scattered around. The houses in the background are mostly two-story structures with various colors like blue and white. There are trees with green and brown leaves, suggesting a transitional season like late autumn or early spring. The sky is overcast.

- **Brownfield redevelopment planning is more important now than ever**
- **Properties eligible for incentives**
- **Planning and implementing for success**
- **Resources to assist the effort**
- **The alternative to not being proactive**



Jumpstarting Redevelopment

- 2003 Land Use Leadership Council Recommendations- Better and coordinated planning.
- Land consumption was outpacing our ability to fill it up with people/jobs.
- 6.5% population growth 1990-2000, .3% growth 2000-09 (est.)

Hitting the Wall

SIGNATURE ASSOCIATES CUSHMAN & WAKEFIELD ALLIANCE
FOR SALE
42,400 SQ. FT./5 TRUCKWELLS
CALL GARY SALLEN
248-948-9000
www.signatureassociates.com

NEW REDUCED PRICE
FRIEDMAN
friedmanrealestate.com
FOR LEASE
4,000-80,000 SQ. FT.
CALL PHIL KORONITSKI
248.324.2000

12000 - 12100
LIVONIA INDUSTRIAL COMPLEX
CUTHERIE LUMBER
MID SUPPLY FACTORY CHARGES
BRUCE & SONS

- Development has all but ceased in most places.
- Vacancy rates for every property type are at historical highs.

Looking at the Numbers

- **8-15% Industrial Vacancy**
- **12-25% Office Vacancy**
- **10-18% Commercial/Retail Vacancy**
- **Class A Office Space- \$22 psf, \$2 less than 4th Quarter 2007**
- **Incubator Space has lowest vacancy rates- 4% to 7.5%**

Impediments to Brownfield Redevelopment

- Property owners not willing to sell (21%)
- Availability of greenfields (29%) and other non-brownfield sites (23%)
- Acquisition costs too high (21%)
- Unfamiliarity of real estate professionals with contaminated properties (27%)
- Difficulty financing projects (52%)
- Lack of market demand (69%)

Why Plan for Redevelopment?

- Few Brownfield Authorities keep track of the commercial and industrial properties in their jurisdictions.
- Few comprehensive inventories of PEFIs
- A comprehensive strategy for redevelopment leads to more private investment.
- 81 BRAs have submitted Work Plans for DNRE review. \$3.2 billion private investment.



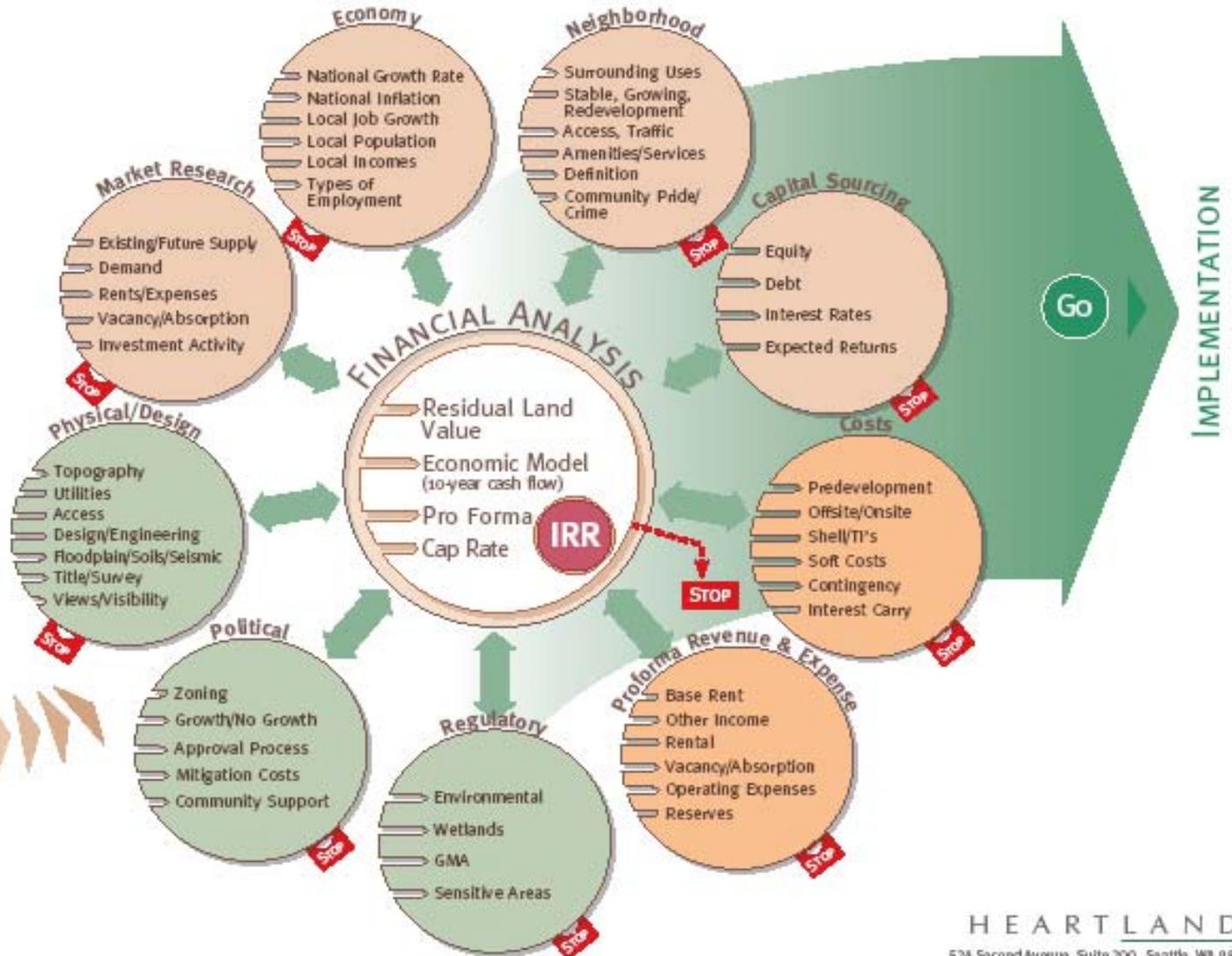
Coordinated Planning, Assessment, Cleanup and Redevelopment

- More emphasis by EPA on coordinated plans – from assessment to redevelopment.
- Focus on sustainability of cleanups and redevelopment
- Land Policy Institute- New Economy Workshops

PROJECT FEASIBILITY / FINANCIAL ANALYSIS

Cost Timing Value Risk

BROWNFIELD 2003 CONFERENCE
EVALUATING A REAL ESTATE DEVELOPMENT PROJECT



Link to Permit Summary Information	Links to Permit Program Web Pages
	AIR
5.1.1	Acid Rain Permits (Title IV)
	Air MACT Determinations (Section 112)
5.1.3	Air Quality Permit to Install
5.1.2	Air Quality Renewable Operating Permits (ROP)
4.1.2	Dry Cleaning Operation License
	LAND
4.1.1	Approval to Operate a Central Production Facility
5.5.3	Application for Mowing and Vegetation Removal
5.3.6	Campground Construction Permit
4.1.6	Campground Operating License
5.3.4	Land Development (On-Site Water Supply and Sewage Disposal)
	MDNRE/USACE Joint Permit Application
5.6.3	Metallic Minerals Mining Permit
5.7.6 5.7.7 5.7.8	Mineral Well Permits
5.6.4	Nonferrous Metallic Minerals Mining Permit
5.7.2	Oil & Gas Drilling, Secondary Recovery, Brine Disposal, and Hydrocarbon Storage
5.7.5	Oil & Gas Permit Transfers
5.7.4	Oil & Gas Permits to Drill/Deepen
5.7.3	Oil & Gas Plugging Permit
5.7.1	Oil & Gas Well Applications to Change Well Status
5.6.1	Sand Dune Mining Permit
5.5.5	Sand (Critical) Dunes Protection and Management Permit
5.3.5	Soil Erosion and Sedimentation Control Permit
4.3.1	Storage Tank Aboveground Site Plan Certification
4.3.2	Storage Tank Compressed Natural Gas Site Plan Certification
4.3.3	Storage Tank Liquid Petroleum Gas Site Plan Certification

DNRE

Permits and Licenses and Certifications

Oakland-County Licenses and Permits: Oakland-County

File for Oakland-County Business Licenses and Oakland-County Permits at an affordable price. Don't waste your time with the bureaucracy and the paperwork, run your small business - avoid the paperwork, the hassle and the delays by filing for licenses and permits online. When you select the form Preparation Service package below, all the license, permit, & tax registration applications required for your specific type and place of business will be filled out.

While some Oakland-County businesses may need a local business license or a business permit some Oakland-County businesses may also need to follow federal licensing requirements. Most Oakland-County businesses are required to get some sort of operating business license or a business permit from the state or from your corresponding county or city. These Oakland-County business permits or Oakland-County business licenses **may be federal or state compliance requirements in addition to incorporating your business.** These Oakland-County business licensing requirements vary from county to county.

NOTE: IF YOU DO NOT KNOW which license or permit you need then **please do not email** and ask us which license or permit you need. If you do not know which form you need, then please select (click on) either "Professional Advice" or "Form Preparation Service" option button below. When you select the form Preparation Service package, all the license, permit, & tax registration applications required for your specific type and place of business will be filled out.

Professional Advice Package

YOU WILL BE INFORMED which licenses, permits, & tax registrations you need, and provided with all the applications (YOU will need to FILL and MAIL them).

Business License Compliance Package

Get a custom online package that contains all the license, permit, & tax registration applications required for your specific type and place of business.

starting at
\$99.99
per location

[Order Now](#)

How it Works

1. Enter your type and place of business.
2. Receive a customized online Business License Compliance Package online.

Form Preparation Service

You will be provided with, all required license, permit, & tax registration applications all FILLED OUT. (FORMS WILL BE FILLED OUT)

Business License Preparation Service

You will be provided with, filled out forms and all the license, permit, & tax registration applications required for your specific type and place of business.

starting at
\$199.99
per location

[Order Now](#)

How it Works

1. Enter detailed information about your business.
2. You will be provided with, filled out forms and all the applications that you need in order to be compliant.



Getting Started

- Planning Department/Planning and Zoning Commissions
- Downtown Development Authority
- Brownfield Redevelopment Authority
- Determine Scope (Comprehensive Plan to Site Specific Brownfield Plan) and who will do what.



Jumpstarting Process

1. Set goals for the community
2. Survey the community
3. Demographics and understanding the marketplace
4. Begin implementation
5. Lay out the incentives
6. Invest to meet goals
7. Situate the properties and market aggressively



Setting Goals of the Community

- Vision/Mission statements, Values, Strategies
- Community goals of residents, businesses, government
- Being inclusive without allowing any one group or person to dominate the discussion or influence decisions



Doing a Survey

- Keep it simple.
- Educate and gather opinions.
- Target it to the people you need the information from- you may need two or three different surveys.
- Figure out how to code and tabulate the information before you collect it.
- Utilize planning students/interns.

2010 Census- Demographics

○ 0-9	12.8%
○ 10-19	14.5%
○ 20-34	19.1%
○ 35-44	14.2%
○ 45-54	15.3%
○ 55-64	11.3%
○ 65+	12.8%

2006-2008 ACS Est.



Understand the Marketplace

- What are your primary businesses- and what is their long term outlook?
- What are your secondary businesses- and what are their outlooks for future business?
- What was the last new business to open? How many businesses opened last year, how many closed?
- What kinds of businesses do you need to attract?

Understanding the Real Estate Market

- Ranking of property- vacant, occupied, quality of buildings, types of businesses that are utilizing the buildings.
- How long have properties been sitting for sale or lease?





Communities Keeping Track

- Portland- list of all properties in their DDA.
- Bay City lists all of their municipally owned properties that are for sale.
- Novi- Announces new businesses in its web newsletter.
- Brownfield Inventory Tool

Implementing the Goals

- Turn Visioning into specific objectives and goals.
- Timeline for public investments to improve marketability.
- Measuring and Comparisons to other communities. Have their plans worked?



Implementation- Tracking and Maintaining Vacant Properties

- Land Banking
- Vacant Property Registration Ordinances
- Rental and Point of Sale Inspection Ordinances
- Code Enforcement- Fire/Safety Inspections
- Neighborhood Information Systems
- Nuisance Abatement Programs



Implementation- Use the Brownfield Authority

- Create a brownfield plan with selected sites.
- Assessments – EPA grants or Brownfield Redevelopment Assessment from DNRE
- Use the remediation revolving fund to do the work yourself- then pay yourself back after the sites are redeveloped.



Contaminated?
Obsolete?





Laying Out the Incentives

- What incentives do you use in your community (tax incentives, credits, loans, grants, infrastructure investments, etc.)?
- What are the most utilized incentives and who uses them?
- Are there businesses that are qualified that do not make the attempt to use the incentives?



Other Options to Promote Redevelopment

- 1031 property exchange help improve the local market- investors trading up to a nicer property
- Long-term ground leases
- Short-term leases of government owned property
- Targeted public improvements to support redevelopment

Mothballing and Realistic Expectations

- Determining the owner's motivations for selling or not
- May or may not be environmental
- Lack of perfect information in the marketplace leading to unrealistic expectations of the seller and buyers
- Determine if property owners have a stake in the success of your community.



Invest to Meet Your Goals

- The most difficult to do with a declining city/county budget.
- Might be the best time to acquire property for the future.
- Be strategic.
- Fair offer, no bargaining- unless its down.
- Baseline Environmental Assessment

Situate Properties and Market

- Incentivize local real estate brokers to find a lessee or purchaser.
- Does the lessee/purchaser have a business that matches with the community's goals?
- What is their business plan?
- Make the master plan and zoning ordinance work together.

Community Marketing Examples

- Shiawassee County Economic Development Partnership-
<http://sedpweb.org/>
- City of Novi- InvestNovi.org
- Linked-In, Facebook, Twitter, Capital Gains Media, etc.
- Advertise on the real estate signs that the site is eligible for brownfield incentives- tell potential buyers what these incentives are!!

Available Properties in Downtown Farmington

Below is a list of buildings, businesses and residential properties available in Downtown Farmington.



The Farmington Downtown Development Authority maintains this list of available properties to provide to interested investors, business relocators, apartment-seekers and others. Find what property is available in the downtown district.

Farmington - Top 100 Best Places to Live in the United States

[Click here](#) for the story in Money Magazine

The Farmington Downtown Development Authority furnishes this information to promote business in Downtown Farmington. This information has been provided by property owners and listing agents. Although we try to keep information current, information is subject to change and should be verified with the lister.

Please contact the individuals or businesses directly and mention you found the property listing on the Downtown Farmington Web site!

[COMMERCIAL PROPERTY](#) [RESIDENTIAL PROPERTY](#)

Available Commercial Property in Downtown Farmington Michigan



Type	For Sale or Lease
Address	33104 Grand River Avenue
Square Feet	1578
Price	\$314,900
Contact	248-477-0157 Joyce or Dave Cornwell cornwell_david@yahoo.com



The Enterprise Group
of Jackson, Inc.



[SITE SELECTION](#)

[BUSINESS INFORMATION](#)

[LIFE](#)

[ORGANIZATION](#)

[RESOURCE PACKET](#)

[CONTACT](#)

[SITE MAP](#)

BUSINESS INFO

› Economic Development Division

[Economic Development
Corporation](#)

[Brownfield Redevelopment
Authority](#)

[Priority Sites](#)

[Tools](#)

[FAQ](#)

[Related Links](#)

[Board of Directors](#)

[Downtown Development Authori](#)

[Local Development Finance
Authorities](#)

› Community Ventures Corporation

› Procurement Technical Assistance Center

› Small Business Technical & Development Center

Start Brown. Save Green.

Redeveloping brownfields will save money and precious greenfields

The push to 'Go Green' is not just about energy conservation. Public opposition to greenfield development has led to increased restrictions, forcing businesses and venture capitalists to seek other options. Recent changes in environmental regulation have made brownfield redevelopment a very attractive alternative for developers and entrepreneurs, not to mention the Jackson community has nationally recognized success in Brownfield developments.

Brownfield site redevelopment can provide companies an opportunity to build a tax base, rejuvenate decaying infrastructure, establish a good rapport with the community and revitalize depressed urban areas. There are also many monetary benefits to reutilizing brownfields:

- Tax incentives available on residential, commercial and industrial new uses
- Up to 10 percent of the reinvestment value is available to developers as a Michigan Business Tax credit

Planning Grants and Assistance

- EPA Brownfield Planning Pilot Grants
- Technical Assistance for Brownfields (TAB) Program
- USDA RD Facility Loans/Grants- Public Facilities and programs for rural businesses
- Land Information Access Association
- HUD-DOT-EPA Interagency Partnership for Sustainable Communities and EPA Office of Smart Growth



Planning Assistance

- MSU- School of Planning Design and Construction- Small Town Design Initiative
- MSU- Urban Planning Partnerships
- WSU- Department of Urban Studies and Planning- Capstone Projects
- UofM Taubman College- DCPC, URRC
- Regional Planning Commissions

Examples

- Flint River District Strategy and Imagining New Futures for Chevy in the Hole
- Grand Vision-Grand Action
- Smart Growth Law in Wisconsin



Redevelopment Strategies as Part of Comprehensive Planning Efforts

- If your community is currently revising or writing a comprehensive plan, make sure that redevelopment of both contaminated and other brownfield properties are included.

Links

- <http://www.retailchatr.com/>
- http://money.cnn.com/2010/05/11/autos/michigan_success_story.fortune/index.htm
- http://www.thelandbank.org/Landuseconf/Reimagining_Chevy_in_the_Hole.pdf
- <http://www.cdfa.net/>
- <http://www.uli.org/ResearchAndPublications/EmergingTrends/Americas.aspx>
- <http://www.grubb-ellis.com/>
- <http://www.costar.com/>

More Links

- http://www.michigan.gov/deq/0,1607,7-135-3311_4110---,00.html
- <http://www.epa.gov/brownfields/>
- <http://www.dnr.wi.gov/org/aw/rr/>
- <http://www.grants.gov/>
- <http://portal.hud.gov/portal/page/portal/HUD>
- <http://www.capitalgainsmedia.com/devnews/>
- <http://www.michigansuburbsalliance.org/>

EVEN More...

- <http://www.tcaup.umich.edu/planning/>
- <http://spdc.msu.edu/UrbanRegionalPlanning.aspx>
- <http://www.clas.wayne.edu/unit-inner.asp?WebPageID=1827>
- <http://www.planningmi.org/>
- <http://www.miregions.org/>
- <http://www.landpolicy.msu.edu/>