



Civil & Environmental
Consultants, Inc.

Choosing the Right Approach:

Maximizing Value of your Grant Dollars through Community
Renewal

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March 27, 2024

Defining Success

- To maximize value of grant \$'s there should be some degree of achieving success
- Elements of success: number of sites assessed; the degree of completeness of each assessment; number of sites redeveloped or at least cleaned up to remove a hazard; the satisfaction of property owners with participation in the program; the reputation of the program among residents, business community, and local government officials; others?
- “The degree to which the Brownfields Assessment Program leads to clean-up and redevelopment of targeted brownfield properties and in turn contributes to the health, safety, and economic viability of the area”



Achieving Success with Grant Funds

- Focus efforts on sites with greatest potential for redevelopment and positive impacts to the community
 - Real estate market analysis, reuse strategy/feasibility assessment, community stakeholder meetings to solicit input
- Develop cooperative relationships/partnerships with landowners
 - They need to know you are committed to the redevelopment of their property, or if less, it is clearly communicated at the outset
- Remain persistent with high priority properties where assessment funds have already been invested
 - Resist the urge to “spread the funds around” without a strategic plan for each site – always honor commitments to property owners and meet expectations (helping to set expectations from the beginning)



Achieving Success with Grant Funds

- Be able to communicate a vision for the property to stakeholders
 - Is it redevelopment and active reuse, cleanup for community benefit, or both?
 - If redevelopment, what type of use?
- Achieving redevelopment more likely when sites can be purchased by the redevelopment authority/agency or with property owners that are aligned with vision for the property
- Achieving success results in greater odds of obtaining more grant funds
- Success breeds success – having one property that gets sold/redeveloped/reused as a complete example to point to will lead to greater participation and awareness in the community



Avoiding Pitfalls

- Not educating property owners in advance of assessing their site - are they ready to receive a document that lists the potential issues on their property?
- The “assess as many sites as possible for as little cost as possible” approach with no strategic plan for each site – can lead to disgruntled property owners and hurt the reputation of your brownfields program
- Tackling a site you don’t have the funds to complete assessment on, and in some cases at least addressing imminent threats

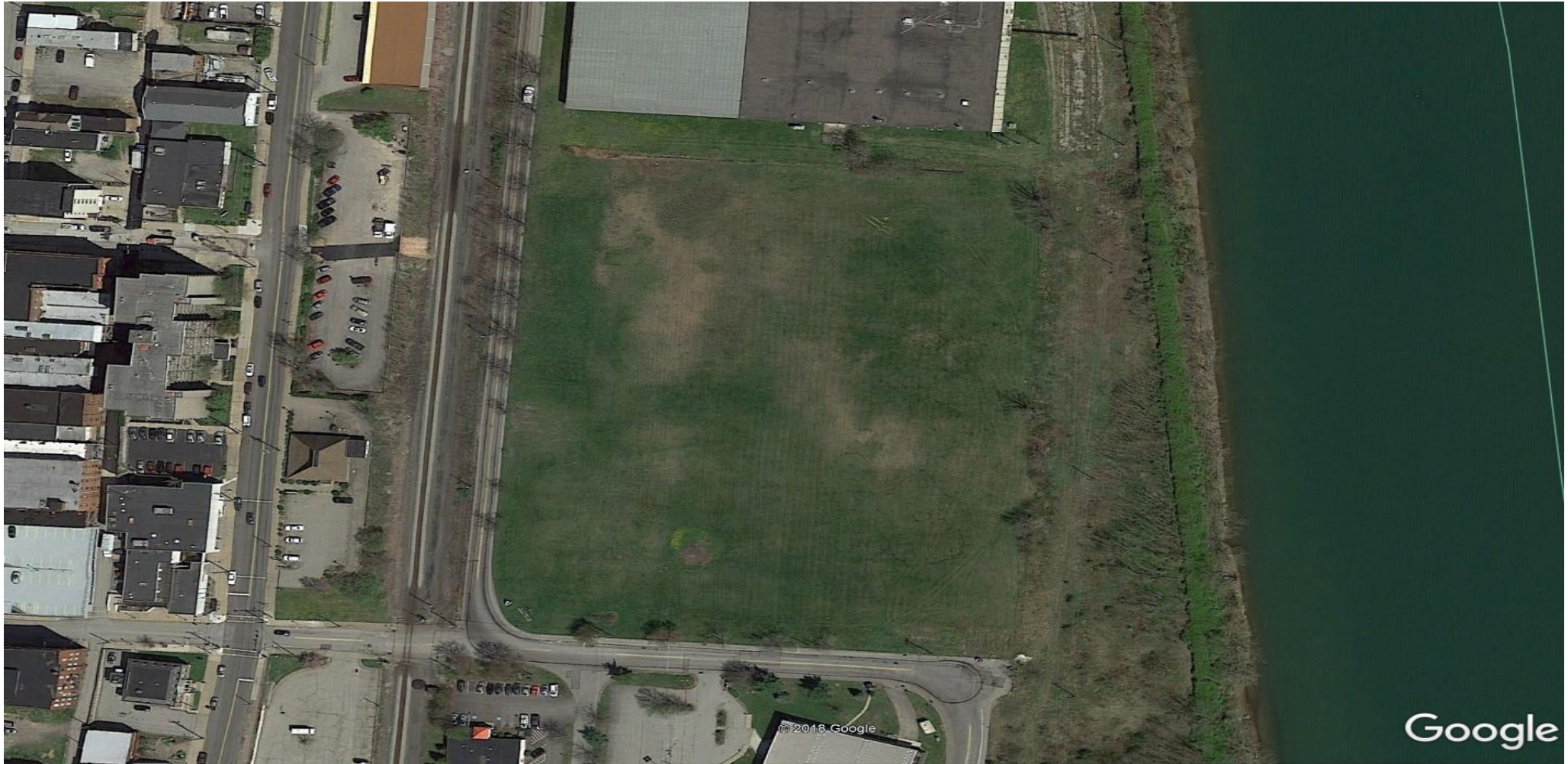


Maximizing Value Example

- ~12 acre property that was a former steel wire galvanizing mill
- Currently vacant, buildings raised, soil cover added and vegetated
- A prior Phase I ESA was provided with a request to complete a Field Sampling Plan with an eye toward taking the site through the state's voluntary remediation program
- Phase I ESA contained one onsite Recognized Environmental Condition – the site's former use as a steel manufacturing facility
- No specific areas of operation or potential source areas of contamination identified



Maximizing Value Example, cont.

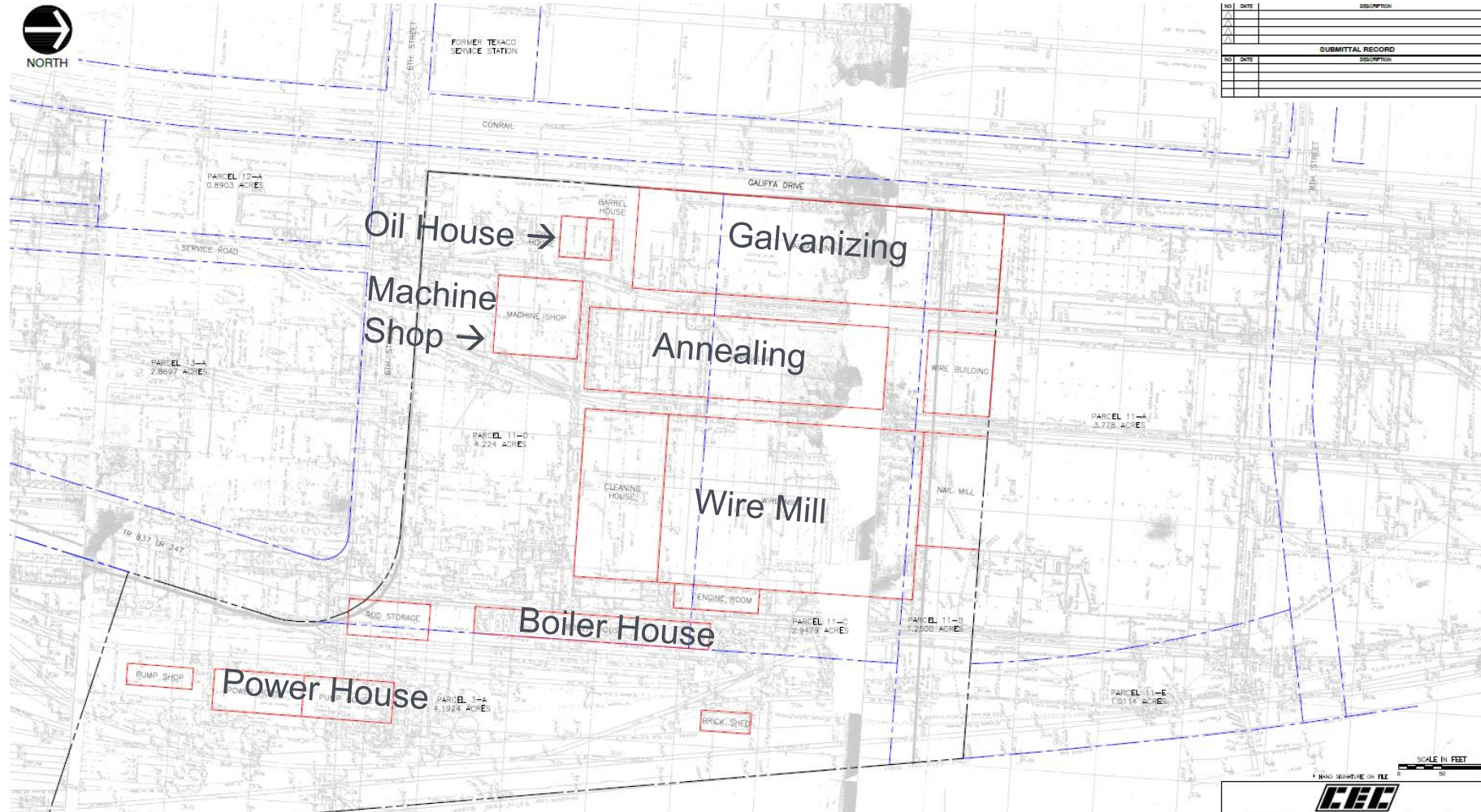


Maximizing Value Example, cont.

- Rather than proposing to pepper the site with borings/wells, we revisited the Phase I ESA and performed additional desktop assessment
- Interviews of local officials led to a discovery that detailed historical drawings may exist at the local municipal library
- Drawings found and contained great information and detail
- Very streamlined and targeted Field Sampling Plan developed that PADEP could agree to due to the new detailed knowledge of historical site operations
- Site obtained “No Further Action” status with minimal remediation and is now on the market for commercial reuse.



Maximizing Value Example, cont.



Maximizing Value Example, cont.

- While costs for the Phase I ESA were likely limited, and minimized by not getting into the details of specific potential source areas, how much value did the customer receive in this example?
- A few additional consultant hours to look for historical information likely saved tens of thousands of Phase II ESA assessment costs.



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