

Quantifying Performance Measures

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Sharah Crosthwaite – Town of Johnstown



AGENDA

KSU Technical Assistance to Brownfields

- Tools to Support Communities
 - The Ask How to better measure economic impact of brownfields work

CSU - Regional Economic Development Institute

- Using Economic Development Data
 - Secondary Data Variety of sources / Choose your own adventure

Downtown Colorado, Inc.

- Local Brownfield Outreach + Education
 - O Primary Data Communities use to tell their story / measure impact

City of Johnstown

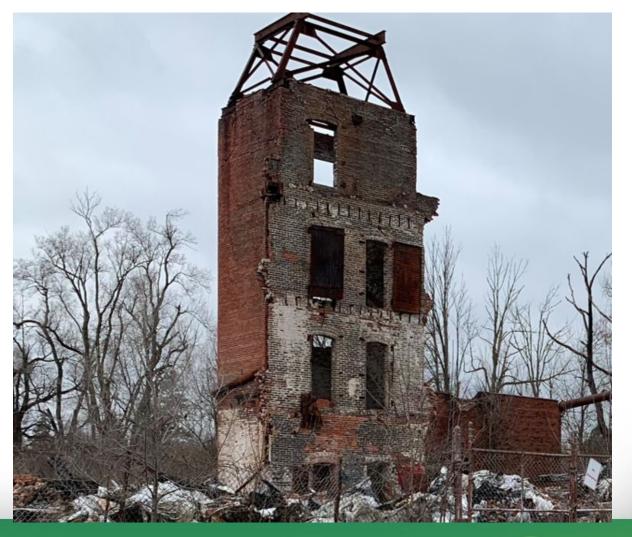
Case Study of Downtown + Brownfields Development

Brownfields Defined

- i) Distressed Properties with
- ii) possible or real environmental issues that are limiting
- iii) a desired, beneficial reuse of the site.

Legal Definition*

"...real property, the expansion, redevelopment, or reuse of which may be complicated by the presence or potential presence of a hazardous substance, pollutant, or contaminant."











Reusing Land and and Environmental Issues

- Anytime land is acquired or repurposed, environmental issues could arise
- A new owner or 'operator' become liable and responsible for environmental defects, without proper due diligence and terms of purchase
- Sometimes an existing owner runs into unexpected environmental issues

Technical Assistance to Brownfields

A pational program funded by U.S. EPA

University of Connecticut EPA Region 1

New Jersey Institute of Technology (NJIT)

EPA Regions 2 and 4

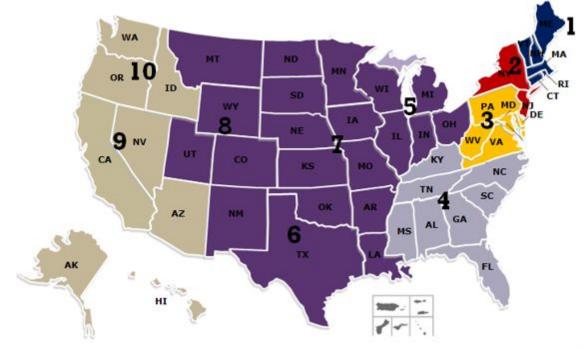
The West Virginia University EPA Region 3

The International City/County Management
Association EPA Region 4

Kansas State University – EPA Regions 5, 6, 7 & 8

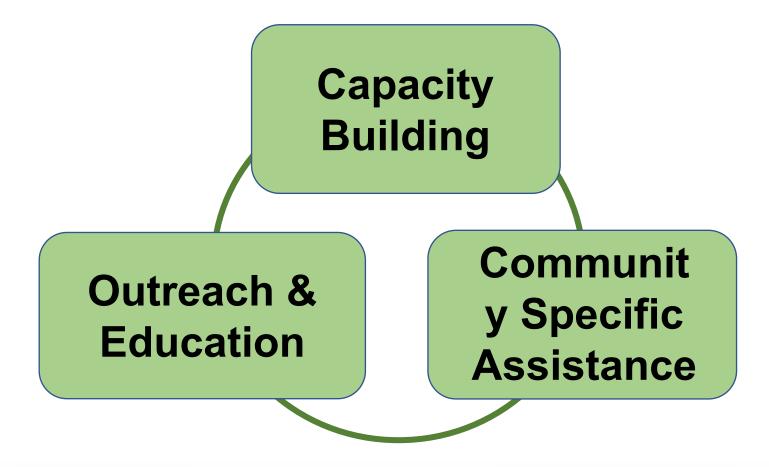
Center for Creative Land Recycling (CCLR)

EPA Regions 9 and 10



- Technical assistance for communities and tribes revitalizing communities through brownfields redevelopment
- Services provided are free and tailored to meet specific needs

KSU TAB Services



Empower communities to realize tangible change through engagement, education, tools and resources.

Outreach & Education

Offerings

Audience

- Events
 - Workshops On-site & Virtual
 - Webinars
 - Tailored for Community Interest
- On-Demand Videos
- Conference Exhibiting
- Invited Presentations



- Local non-profits, community groups, church groups
- Community Development Corporations
- Local leadership –mayor, town manager, county commissioner
- Local planners
- Business or Property Owners
- Regional Planning Commission
- Economic Development interests
- Financial Institutions
- All interested residents

You've Got a Friend

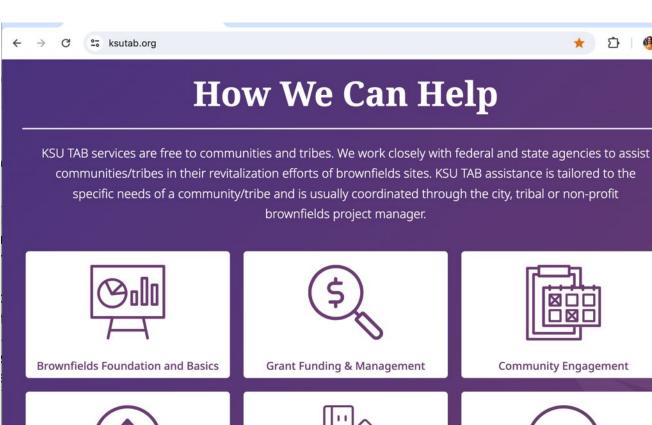
KSU TAB can fill gaps and help support overall project goals.

- Help inventory & prioritize brownfields sites
- Strategic planning and reuse visioning
- Economic feasibility and highest/best use market analysis
- Community outreach and input
- Educate property owners and facilitate dialogue
- Help identify funding sources
- Review of plans and technical reports
- Help in contractor procurement

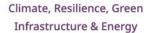


TAB Resources

- Webpage full of resources
 - Writing an RFQP; Hiring a Contractor
 - □ Educational Fact Sheets
- Recorded & Shared Presentations from Educational Events
- Brownfields Community Capacity
 Assessment
- E-Tools Suite (BiT, TAB EZ, Community Benefits Calculator, PEER)









Redevelopment: Community, Economic & Finance



See all services

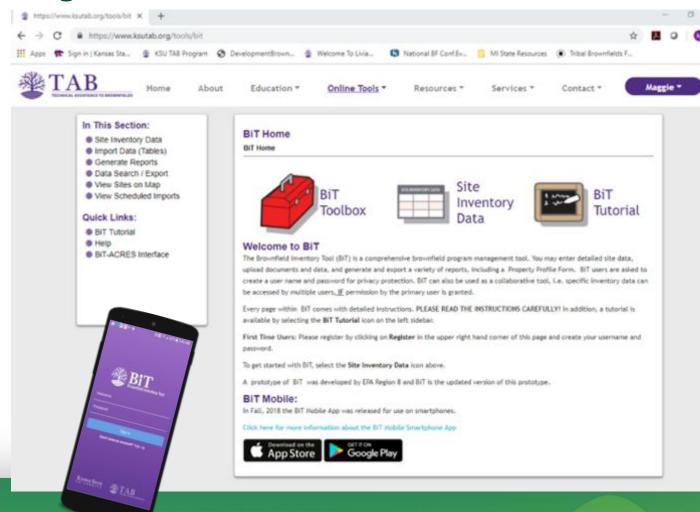


Online Site Inventory & Data Management Tool

- Accessed anytime for internal day-to-day use
- Mobile App allows access anywhere
- Mirrors the site redevelopment process
- Upload photos and documents
- Track Site Progress & funding
- ACRES Interface
- Import & Export Data
- Provides continuity with personnel changes

Data is NOT publicly available

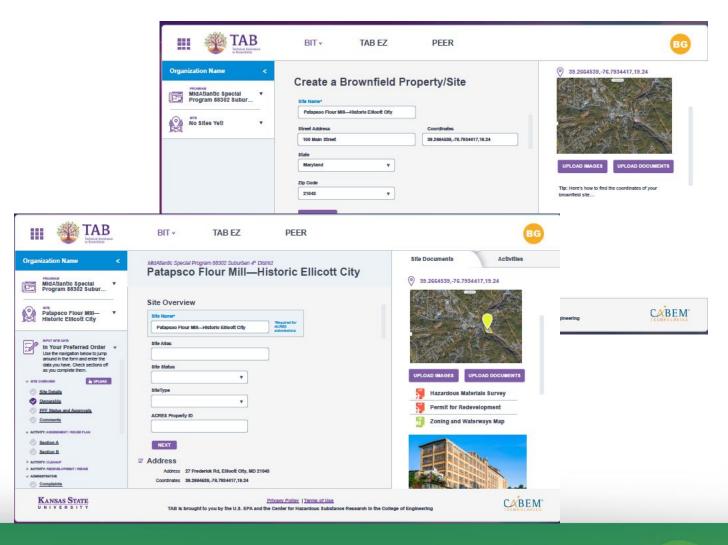
- Password protected, stored on third-party servers
- Data is 'Owned' by the user. Only 'Owners' can share data



Future Enhancements

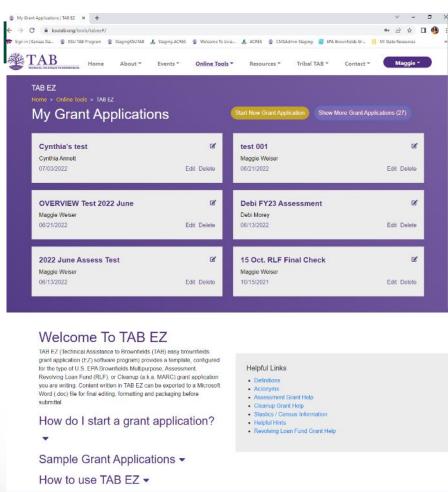
- New user experience (Aug 2024)
- ESRI mapping compatibility (Fall/Winter)
- Site scoring tool (2025)
- Cleanup cost estimator (2025)

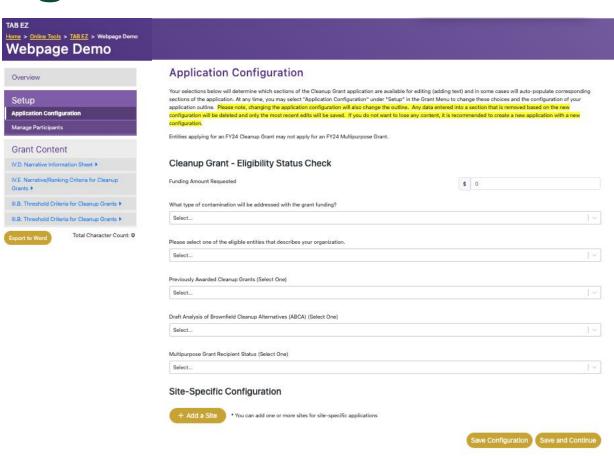






KSU TAB Grant Writing Resources – TAB

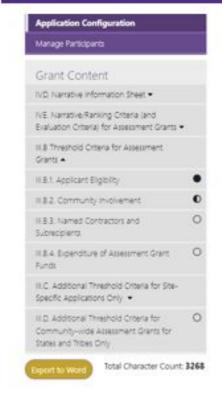


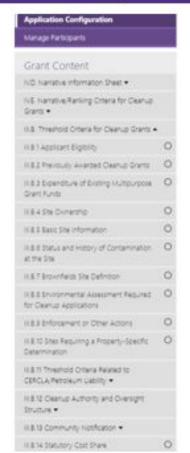


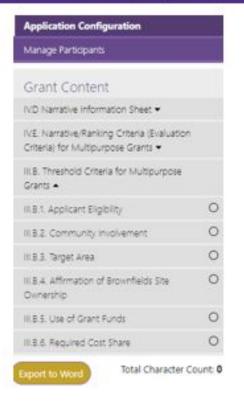
KSU TAB Grant Writing Resources – TAB

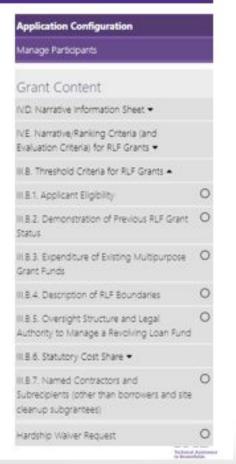
EZ

Assessment Cleanup Multipurpose RLF



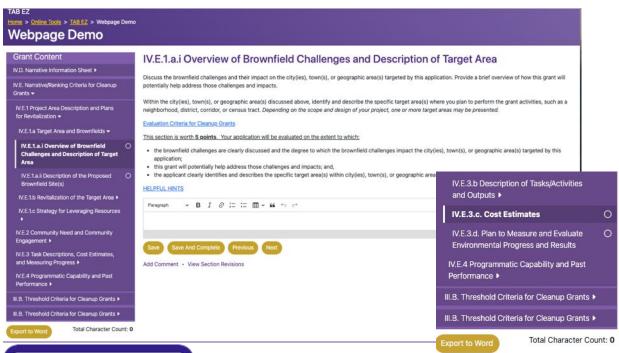








KSU TAB Grant Writing Resources – TAB





Budget Categories	Project Tasks (\$)							
Direct Costs	Task 1	Task 2	Task 3	Task 4	Total			
Personnel	0	0	0	0	0	,		
Fringe Benefits	0	0	0	0	0	,		
Travel*	0	0	0	0	0	,		
Equipment**	0	0	0	0	0	,		
Supplies	0	0	0	0	0	,		
Contractual	0	0	0	0	0	,		
Construction***	0	0	0	0	0	,		
Other (include subawards and specific participa	0	0	0	0	0	,		
+ Add Row + Add Column	× Remove	× Remove	× Remove	× Remove				
Total Direct Costs	0	0	0	0	0			
Indirect Costs	0	0	0	0	0			
Total Budget	0	0	0	0	0			

^{*} Travel to brownfields-related training conferences is an acceptable use of these grant funds.

^{***} Costs must be placed on the Construction budget line when at least 50% of the estimated amount of the contract(s) will be for the remediation of contamination at the brownfields site. If the costs are unknown at the time of application submission, place the costs on the Other budget line. Construction costs do not typically apply to assessment activities. See the FY24 FAQs for more information.

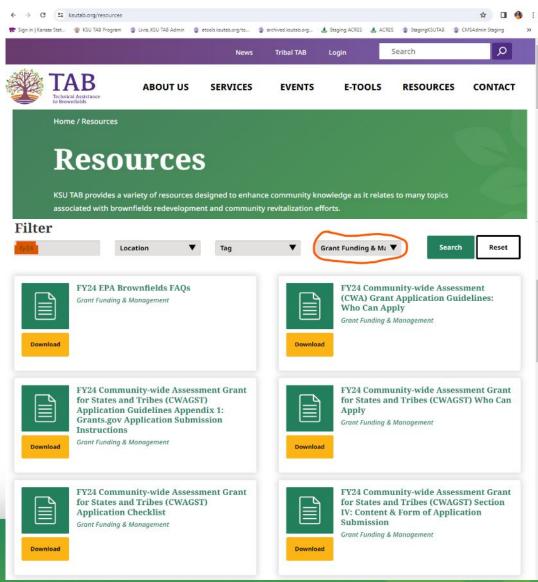


Add Comment

^{**} EPA defines equipment as items that cost \$5,000 or more with a useful life of more than one year. Items costing less than \$5,000 are considered supplies. Generally, equipment is not required for assessment grants.

Additional TAB Grant Writing Resources

- Grant Resources
 - https://www.ksutab.org/resources
 - Type '**fy24**' in the Filter text box
 - Select Grant Funding & Management for the category
 - Guidelines, FAQs, etc., Sample successful grant applications
- Conduct draft application reviews
 - Request 1-2 weeks notice that a proposal will be submitted for review
 - Review and feedback typically occurs in 3-4 days
- Webinars and Workshops (<u>https://www.ksutab.org/events</u>)



Community Benefits Calculator

Instructions After reading the instructions, please proceed through to the "Questionnaire" tab to begin. nd answer questions to assist the user in evaluating the financial viability of a potential project as well as whether the project supports the community's current public priorities. The CBC is not intended for use in making final decisions about 2 Instructions ment projects. After you have downloaded the CBC to your computer, please size all changes that you make to the CBC to your own personal computer. It is good practice to save it with a date in the name in order to have control ow The questionnaire is the main tool in the Community Benefit Calculator, Please move through the questionnaire from too to bottom leaving no question unanswered. All numbers highlighted in green with blue font are inputs you will fill in. 3 Questionnaire Each question will describe the information needed and provide guidance to help you find that input. A "notes" section is provided on the side of each question to allow documentation of the thought process. The bottom of the sheet will calculate an estimate of the non-monetary benefits and risks along with an estimate of the present value of the project, 4_Project_Summary 5_Present_Value_Calculation The fifth tab houses the present value calculation and all the project's annual cash flows to the municipality for the life of the project. There are NO INPUTS on this page 6 Question 24 Examples The sixth tab houses brief examples of how to come to your calculation for question number 24. There are NO INPUTS on this page Blue numbers are inputs that you can change Items not in blue should remain unchanged. These are outputs

- Assist communities in evaluating potential reuse options for brownfields redevelopment and other real estate development projects.
- The CBC prompts the user to gather information and answer questions to as well as whether the project supports current public priorities.
- The CBC is not intended for use in making final decisions about projects.

CBC Input and Outputs

Questionnaire

- Project Costs
- Funding Opportunities private & local investment
- Property Assessment Values
- Revenues Sales Tax, Visitors/Sales
- Operating costs
- Non-Monetary Benefits & Risks

Project Summary

Present Value Calculation

Project Summary

5.25%

20

11

11

\$552,998.60

Total Project Cost

Municipality Costs

Time to Completion Permanent Jobs Created New Annual Visitors New Annual Retail Sales Volume

New Assessed Property Values

Incremental Sales Tax

Incremental Property Tax

Adjacent Assessed Property 5 Year Increase

Life of Project

Community Risk Score

Community Benefit Score

Community Economic Benefit

		Time to completion				
		Permanent Jobs Created				
	New Annual Visitors					
	Nev	v Annual Retail Sales Volume				
	Ne	w Assessed Property Values				
		Incremental Sales Tax Incremental Property Tax Adjacent Assessed Property 5 Year Increase				
	Adjacent					
		Life of Project				
in Street in th		Community Risk Score				
vntown and b d property tab g site cleanup		Community Benefit Score				
he project rat value when th	Co	mmunity Economic Benefit				
\$4,10	0,000.00					
\$100,000.00						
2 years 20 30000 \$1,500,000.00 \$13,630,000.00						
\$75	,249.48					
\$22	,950.00					

Froject Summary					
The proposed project is the redevelopment of a dilapidated former park/dump site into a brand new community pool. This alte sits in a historic hiborhood in a large western city. The 3 acre site is vacant. It is city-owned. City staff would like to plan a redevlopment of the property with the help of a cal pool developer. Some environmental will be required, but should not negatively impact the final use. The city will operate the pool upon completion.					
Total Project Cost	\$4,000,000.00				
Municipality Costs	\$3,550,000.00				
Time to Completion	1 years				
Permanent Jobs Created	8				
New Annual Visitors	4800				
New Annual Retail Sales Volume	\$72,000.00				
New Assessed Property Values	\$4,420,000.00				
Incremental Sales Tax	\$16,198.88				
Incremental Property Tax	\$31,500.00				
Adjacent Assessed Property 5 Year Increase	10.50%				

10

13

13

-\$2,623,563.93

Project Summary

KSU TAB Outreach Evaluation Data

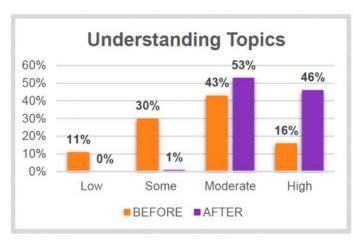


Figure 6. Changes in respondents' level of understanding about brownfields topics. Pre-workshop mean: 2.65, post-workshop mean: 3.45; p < .001.

"Really appreciate the effort and topics covered. So many useful things learned and connections made."

KSU TAB 2022-2023 R8 Event Participant

"We benefitted from the different perspectives and levels of experience brought to the table and thinking through the real world strategy and opportunities for each site."

KSU TAB 2022-2023 Natl. Event Participant

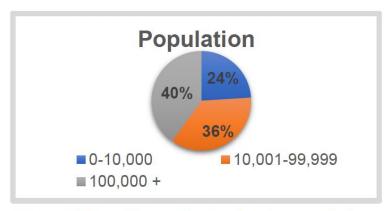


Figure 2. Population of Evaluation Respondents

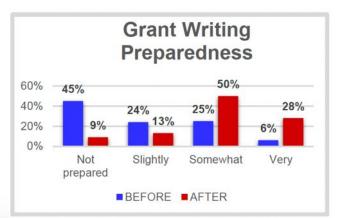


Figure 7. Changes in how prepared respondents felt to write an EPA Brownfields Grant application. Pre-workshop mean: 1.92, post-workshop mean: 3.15; p < .001.

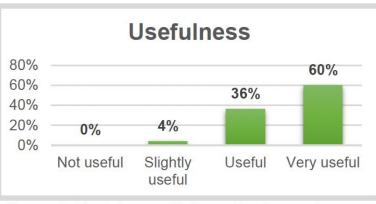


Figure 3. Usefulness of information learned

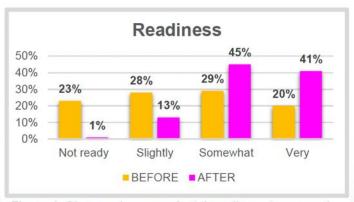


Figure 4. Changes in respondents' readiness to proceed with varying brownfields work. Pre-workshop mean: 2.46, post-workshop mean: 3.25; p < .001.

Future Data We Seek

- Community economic progress over time
- Documented tangible change related to KSU TAB services
- Increase in knowledge of the brownfields redevelopment process
 - Leadership
 - Community

DOWNTOWN COLORADO inc.



Requesting KSU TAB Assistance

- Contact us or Answer a call for....
- We'll set up a meeting to discuss assistance needs
- Review needs and TAB capability
- Agree on a course of action
- Get started



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Kate Lucas

Assistant Regional Director for EPA Region 8 katelucas@ksu.edu 817.565.2885

Telling your Story with Data

...and Making
Decisions Informed by
Data to Address
Community Goals

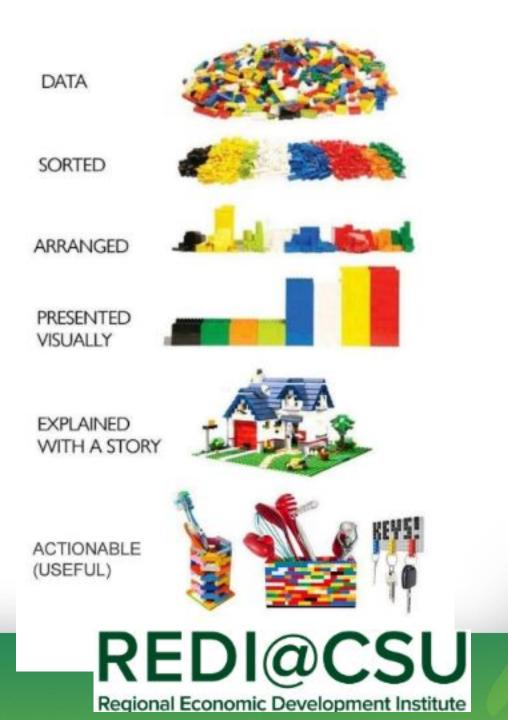
Dawn Thilmany

With Contributions from Patti Schmitt, Rebecca Hill, Tim Komarek, Alice Wong, Stephan Weiler and Martha Sullins

Dept of Ag and Resource Economics, Northwest and Rocky Mountain Regional Food Business Center and REDI







Framing Different Types of Stories

- Community Focused
 - Community Needs Assessment
 - Economic Development Strategic Plans
- Audience/Population Focused
 - Cohorts and "Clusters"
 - Underserved Communities
- Enterprise/Project Focused
 - Mapping Competitive Position, Opportunities and Markets

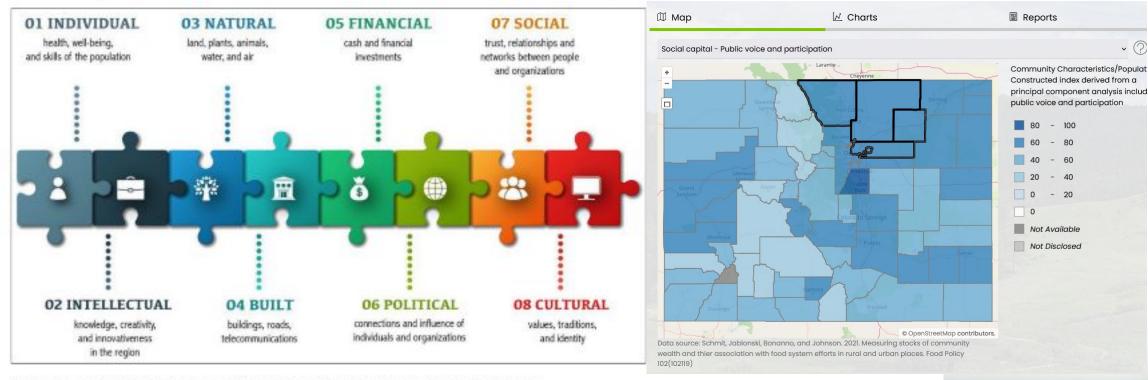






Framing Grants in the Context of Rural & Community Wealth Creation Assets and Community Capitals

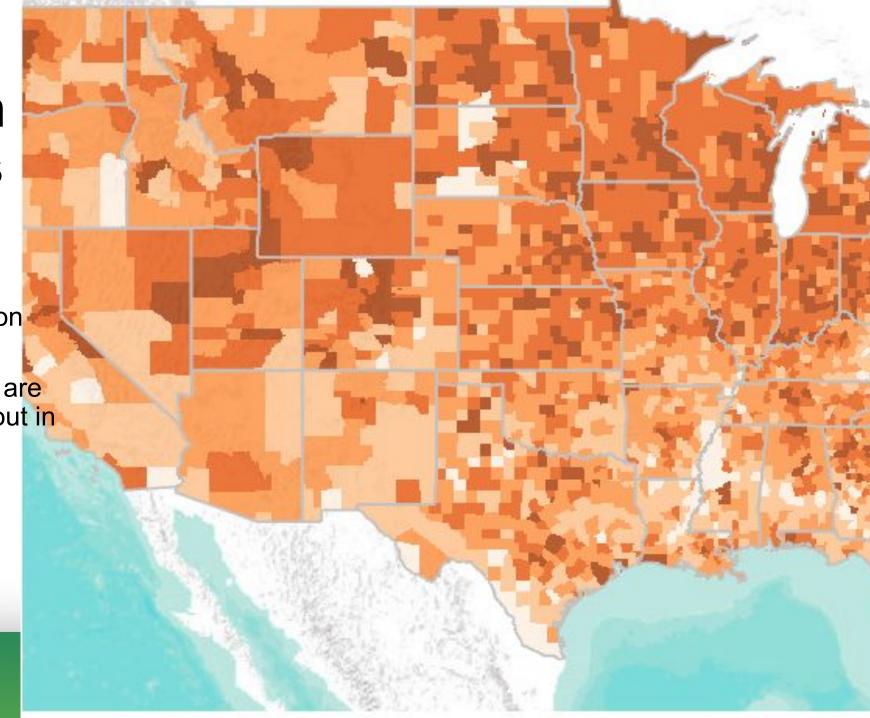
The foundation of the wealth creation framework is the recognition that all communities and regions have assets on which to build. The wealth creation framework. as introduced by WealthWorks and its network, begins with understanding and inventorying assets, using eight capitals,



Communities can use these capitals to inventory assets, design strategies, and measure impacts.

Let's Start with Some Themes

- How is Colorado Unique?
- How is your Community/Region Unique?
- How is the Issue or Topic you are focused on Uniquely playing out in your region?



Understand your Current Capacity

Quick-Start - Create Your Own One-Pager

You can create your own one-page report for a County of interest. Click on the button to the right to visit the Report Generator.





Explore Capacity Areas



rd

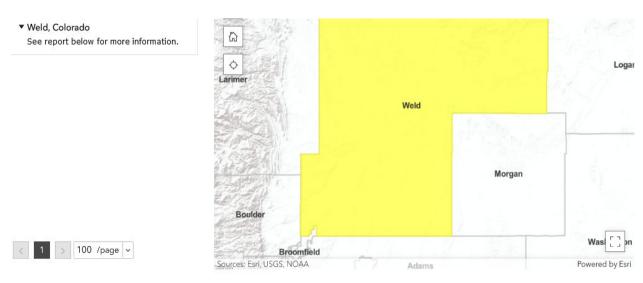








(Click on a capacity area to view an overview of the area and a breakdown of its unique indicators.)

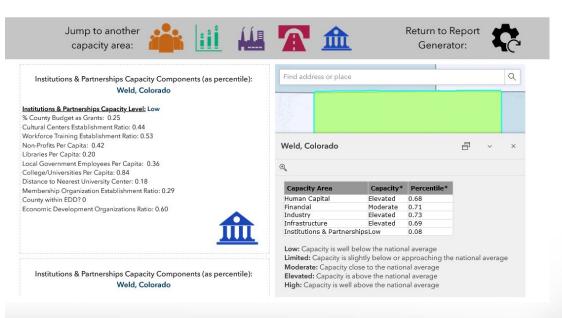


To download a spreadsheet containing all of the EDCI indicators, please click here.

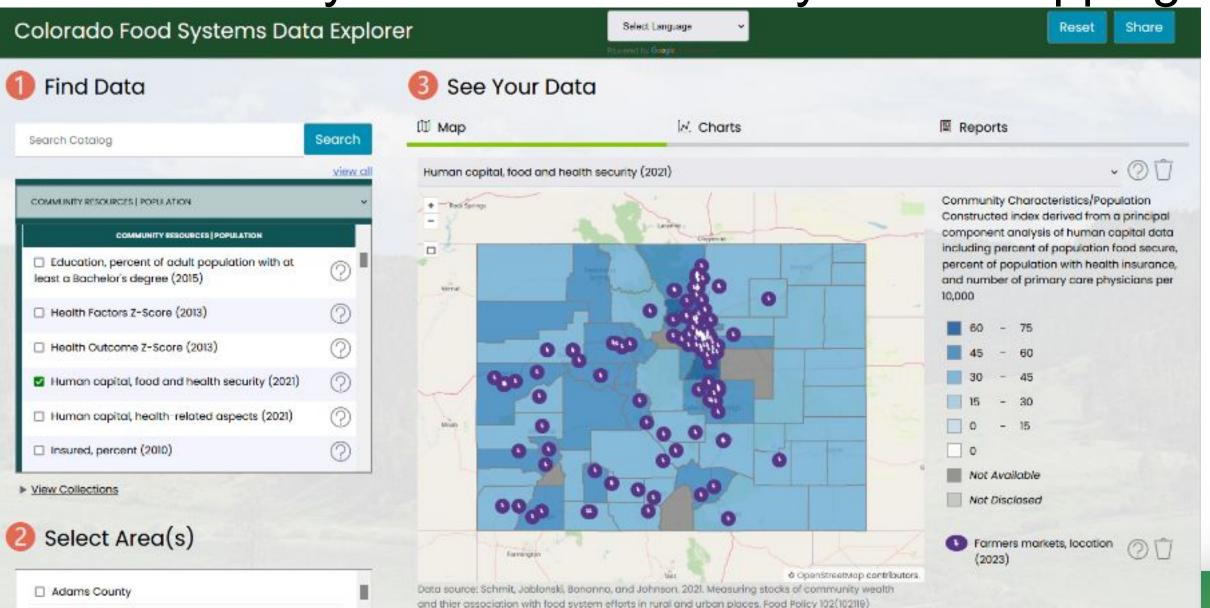


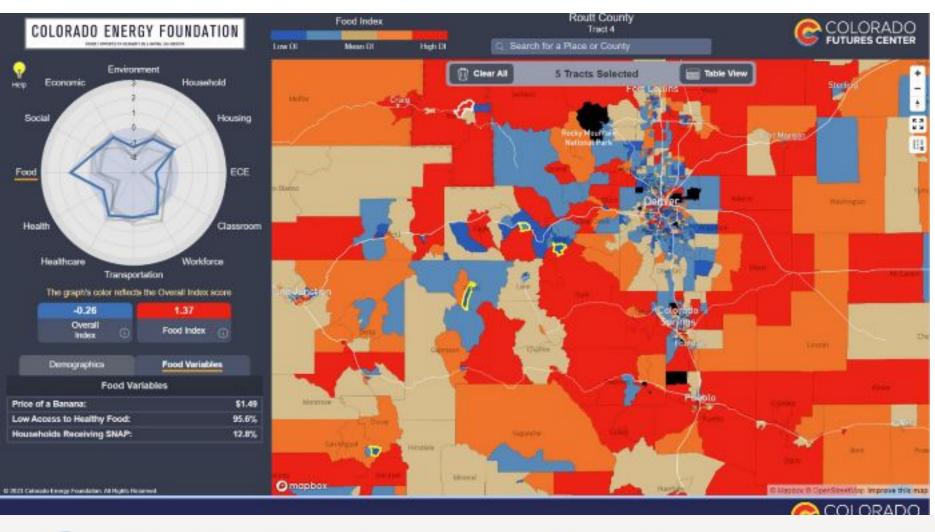
Institutions & Partnerships Capacity

The EDCI provides a data-driven estimation of capacity, including relative strengths and potential areas for growth or maturation across five capacity areas composed of 53 unique indicators.



CSU Food Systems & Community Asset Mapping





Employ Tools from Partners

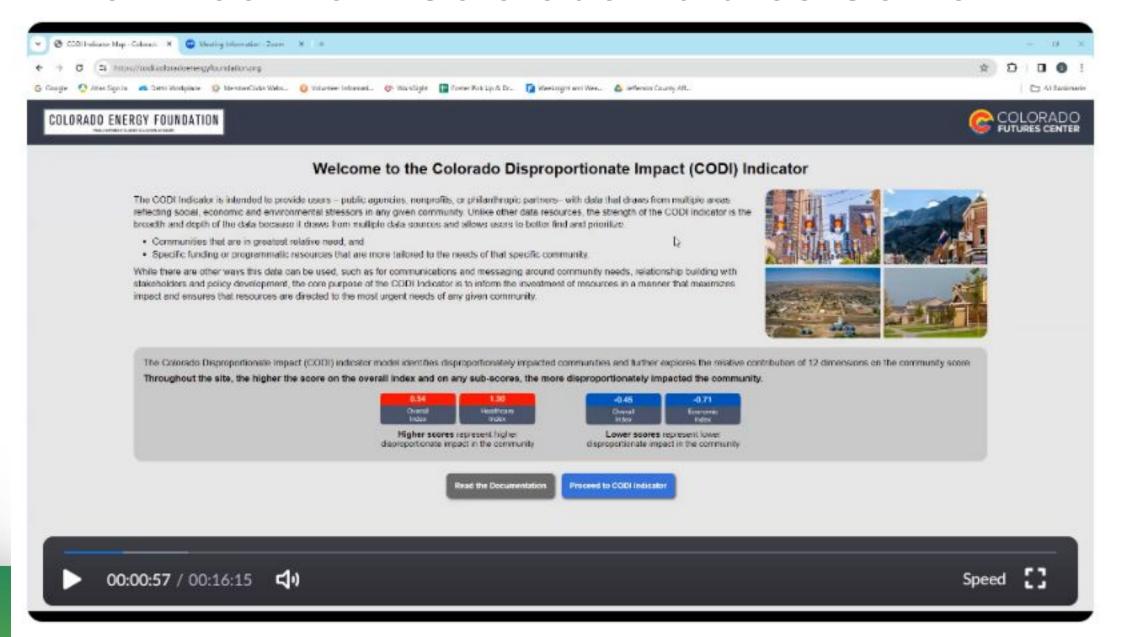
3 CODI: The Disproportionate Impact Indicator

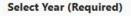
https://www.coloradofuturescsu.org/

On December 13, CFC along with its partners The Colorado Energy Foundation and Civic Innovators introduced CODI, the disproportionate impact indicator.

View the presentation slides here.

New Tool from Colorado Futures Center





Year

- 2021
- 0 2020
- 0 2019
- O 2018

Select Housing Type (Required)

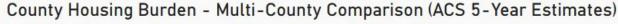
Housing Type

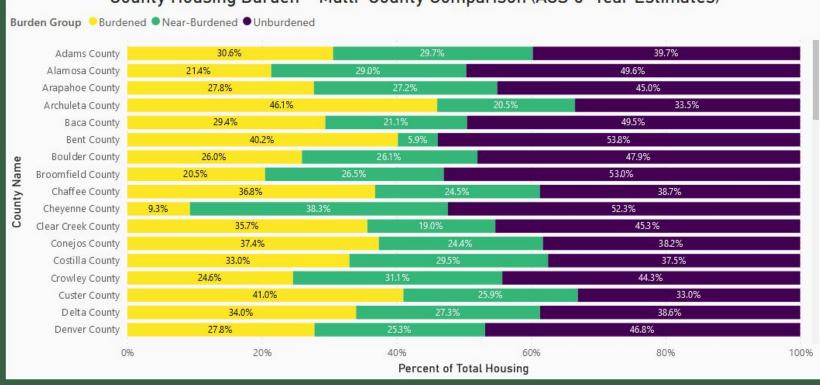
- Mortgaged Units
- Occupied Rentals
- Unmortgaged Units

Ctrl + Click Counties to Compare

County Name

- Adams County
- ☐ Alamosa County
- Arapahoe County
- Archuleta County
- Baca County



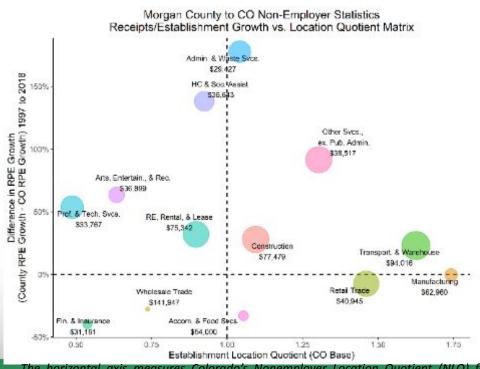


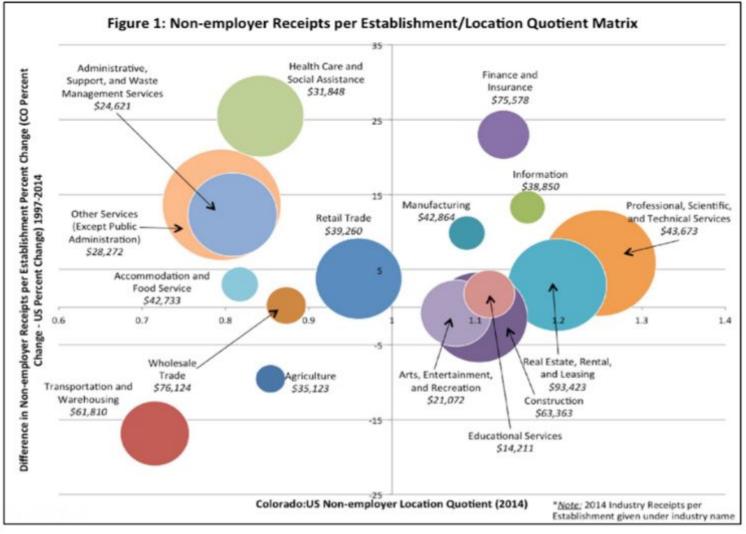
This indicator shows the amount of the total housing units split according to affordability based on selected monthly owner costs as a percentage of income (for **mortgaged or unmortgaged units**), or gross rent as a percentage of income (for **rental units**). This approach allows for the calculation of the share of income that goes towards monthly owner costs or gross rent. If the share of housing costs/rent to income is greater than 30%, then the unit is defined as "**Burdened**". This means their housing is not affordable. If the share is between 20% to 30% of their income, then the unit is categorized as "**Near Burdened**". There is a significant probability of these individuals falling into the burdened category should income decrease. The "**Unburdened**" category includes all individuals and families who spend less than 20% of their income on their monthly housing/rental costs.

Home

Housing Burden - Single County, Multi-Year Comparison Housing Burden - Single Year, Multi-County Comparison Housing Composition - Single County, Multi-Year Comparison

Housing Composition - Single Year, Multi-County Comparison

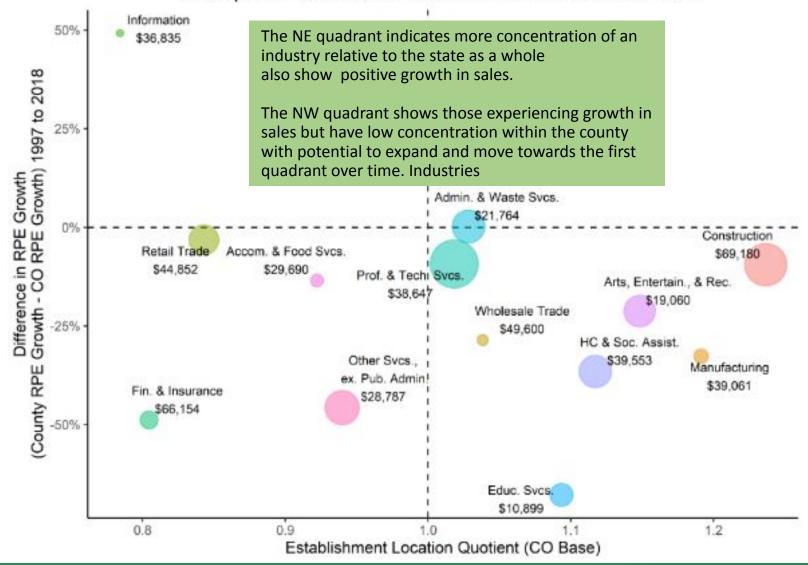




The horizontal axis measures Colorado's Nonemployer Location Quotient (NLQ) for 2018---an NLQ greater than one – to the right of the vertical axis – signifies a sector in which nonemployer activity is relatively more concentrated in Morgan but the variation across sectors is significant.

The vertical axis measures the growth in Receipts Per Establishment (RPE)......A positive percentage, thus a bubble above the horizontal axis, indicates that a Morgan industry has exceeded the growth of CO.

La Plata County to CO Non-Employer Statistics Receipts/Establishment Growth vs. Location Quotient Matrix



An Overview of Establishment Dynamics

The SW quadrant industries are witnessing a decline in their sales and coupled with the fact that they are already in low concentration within the county could alert to potential closure and loss of business.

Industries in the SE quadrant are those that have a strong presence in the county but with declining sales.

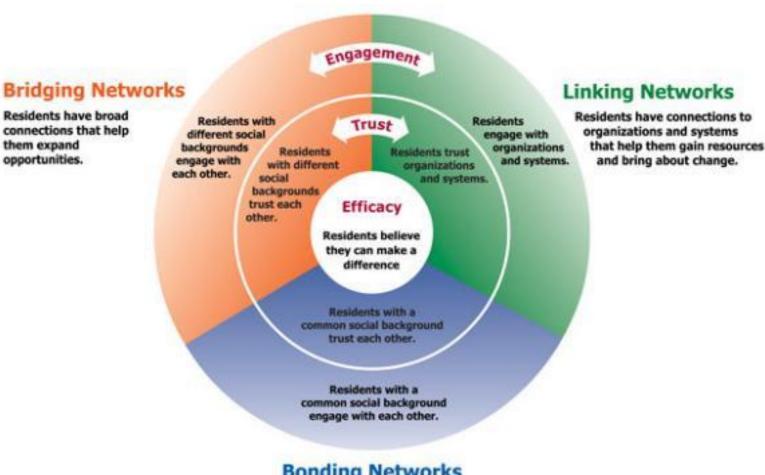
Community Social Capital Pathways to Engage **Community Voices**

Residents have broad

connections that help

them expand

opportunities.



Bonding Networks

Residents have close connections that give a sense of belonging and help them get by.

CSU Family Leadership Training Institute Model of Engagement

Based on Model adapted from Regents of the University of Minnesota 2009. All rights reserved.

The Science of Authentic Engagement

https://www.chhs.colostate.edu/prc/wp-content/uploads/sites/20/2023/03/Evidence-Based-Programs.-Implementation-Fidelity-and-Adaptation-Guidebook..pdf

Appendix E: Civic Capacity Index (CCI) Scales

© 2020 David Chrislip, David MacPhee, Patti Schmitt

Civic Capacity Index

The Civic Capacity Index (CCI) tells us about how well a community makes decisions, solves problems, and adapts to crises (resilience). The CCI can be used with different stakeholders, from neighborhood coalitions to people taking a Coalitions leadership development program to a formal committee or task force. Stakeholders are those who are concerned al affected by an issue, or who can influence decisions about an issue.

For each statement below, please circle the number that best describes your community coalition. When answerin think about all members of the coalition, not just those you know or usually engage. By diversity, we mean those wi different perspectives, opinions, backgrounds, and lived experience. If you don't know, please leave the item blank.

		Nev	Never				
		1		2	3	4	
Le	eadership						
1.	Leadership is not seen as a position, but as an activity that anyone can engage in.		1	2	3	, ,	4
2.	Those in key formal and informal leadership roles build bridges between stakeholders and give roles to others in leading the work.		1	2	3	3 4	4
3.	Community-driven change is led by local leadership.		1	2	3	, ,	4
4.	There is diversity in the community members who have a meaningful and ongoing leadership role in community change.		1	2	3	, 4	4
5.	People who have historically had less power are actively involved in community leadership	o .	1	2	3	, ,	4
6.	There are many diverse people exercising leadership, some with positions of authority, some without.		1	2	3	, 4	4
7.	Various community members are providing leadership for the process of working together	r.	1	2	3	, ,	4
Co	palitions						

- From the outset, community members are the ones identifying the problems or challenges they want to address.
- 9. Coalitions learn from each other and from past efforts about what works and doesn't work.
- 10. Coalitions proactively build relationships with those who are aligned as well as those who
- 11. Coalitions find leverage points through which to exert influence, e.g., governments or others who can influence change but are not capable of acting on their own.
- 12. To gain attention for their work, coalitions attract the interest of media and people with credibility and influence.
- 13. Coalitions of key stakeholders share accountability for process and outcomes.
- 5 14. Stakeholders try out solutions to see if they will work. If not, they try something else.

Collaboration

- 15. Stakeholders take the time to understand the community context related to the problem they are working on.
- 16. There is an intentional, united, strategic effort to do whatever it takes to address challenges for fair and just results.
- 17. A framework for how stakeholders will work together is agreed to at the beginning: how agendas are set, problems are solved, actions are taken, successes celebrated.
- 18. The stakeholders are able to create a compelling story for why change is needed and why their strategies are well-suited to address that challenge.
- 19. The process relies on solid information from content experts and those with lived experience related to the issue.
- 20. Stakeholders have the knowledge and skills to constructively engage with each other and cooperate in taking action.
- 21. There are clear ways to measure and reflect on progress—through data and stories—in order to hold each other accountable and celebrate progress.
- 22. Stakeholders see the process as fair and trustworthy, so they invest in the group's goals.
- 23. Stakeholders identify and work through tough choices and tradeoffs inherent to difficult issues.

Data, Maps and Citizens....

- There are a myriad of best practices to use data in your community's engagement, prioritization and funding activities
- There are an increasing number of government, nonprofit, industry and academic partners providing free or cost-effective platforms to help you compile, map and organize data on your community
- With resources saved in having secondary data more readily available, we challenge communities to focus resources on authentic community engagement events and activities as qualitative, community-voiced data is essential to successful "buy



Dr. Dawn Thilmany, Professor

USDA Northwest Rocky Mountain Food Business Center Director

- **Dept of Ag and Resource Economics**
- **NW Rocky Mountain Food Business Center,**
- https://nwrockymountainregionalfoodbusiness.com/
- Co-Director, Regional Economic Development Institute, https://csuredi.org/
- CSU Food Systems Institute Affiliate, https://foodsystems.colostate.edu/
- Local Food Economics Community of Practice, co-lead,
- https://localfoodeconomics.com/
- Colorado Food Systems Advisory Council, Member

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https://scholar.google.com/citations?user=6eMunYkAAAAJ&hl=en



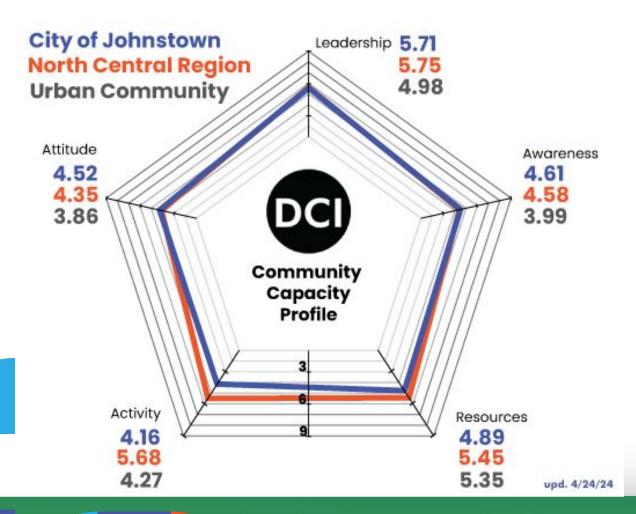






COLORADO BROWNFIELDS
CONFERENCE

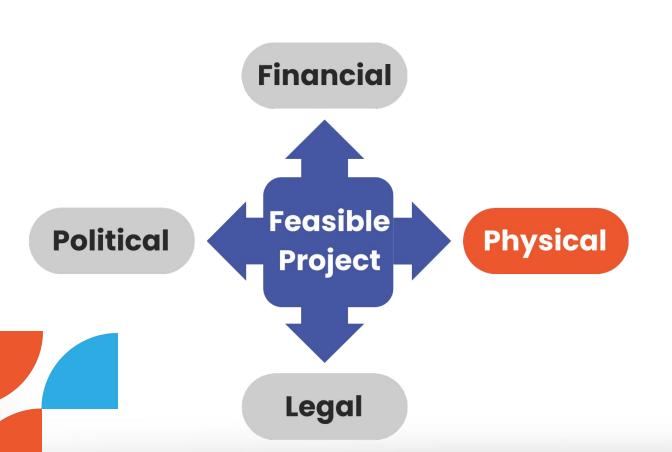
DCI COMMUNITY CAPACITY PROFILE





CCAP Assessment

DCI FEASIBILITY TETRAD ASSESSMENT



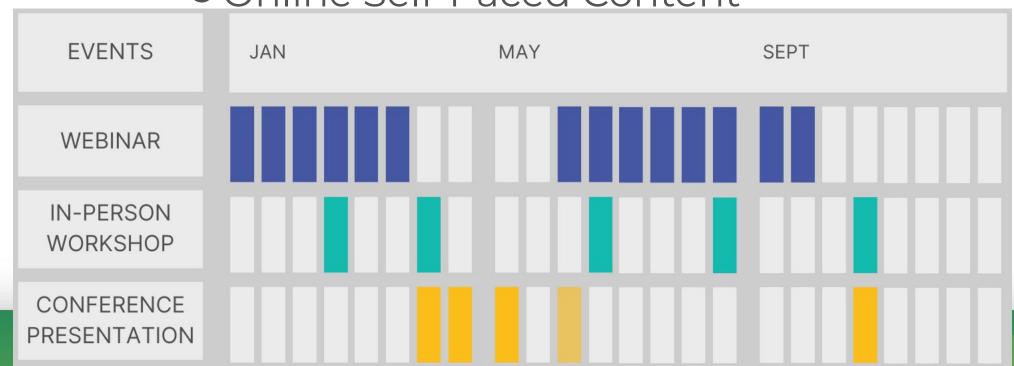
Municipal Data

- Wetlands / Environmental
- Brownfields Programs
- **Site Data** Incentives
- Last Environmental Assessment
- Site History
- Planned Use

2024 CHALLENGE TIMELINE

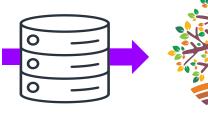
- Challenge Program
- Webinars + Group Workshops

Online Self-Paced Content



KSU DATA INTEGRATIONS









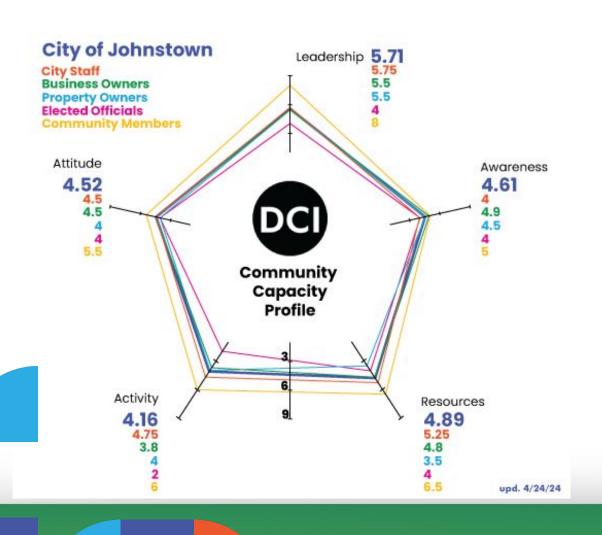




Economic Activity
Community Capacity
Site Information

ACRES
TabEZ Grant Info
EPA Record Search

CITY OF JOHNSTOWN - DATA PROFILES



SUMMARY

MUNICIPALITY

Transport + Engineering Environmental

PHYSICAL TOTAL

Community Vision Community Policy

POLITICAL TOTAL

Community Impact Community Resiliency

FINANCIAL TOTAL

Entitlements

LEGAL TOTAL

MUNICIPAL TOTAL

POSSIBLE SITES

30

30

25



101

26



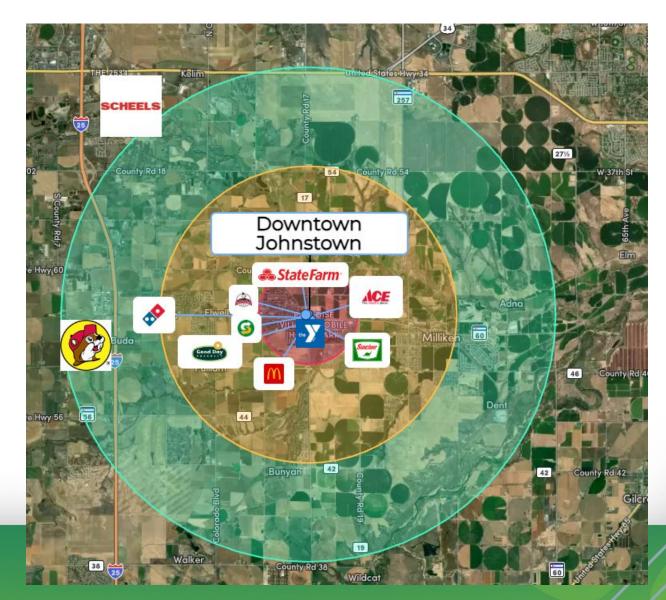






DOWNTOWN JOHNSTOWN AT A GLANCE

- Downtown Johnstown is located 4 miles east of I-25
- Current Downtown core is about 2 blocks along Parish Avenue (limited retail opportunities)
- East of Parish Avenue is the existing industrial park that encompasses about 30+ acres with potential environmental issues that would affect future redevelopment
- Opportunity to develop 260+ acres of land directly north of Parish Avenue to expand the overall residential and commercial footprint of downtown



DOWNTOWN INDUSTRIAL PARK & CHALLENGES

Our Challenges included:

- Real or perceived environmental contaminant issues
- Existing railroad lines and unsafe crossing conditions
- Lacking a relationship or understanding of the needs of the current users in the park
- Funding to redevelop the industrial sites
- Strategy on 'how to' redevelop the park
- Ensuring redevelopment aligned with the goals of the community
- Potential development to the North and East of the industrial park and how to create synergy between new and old



DATA DRIVEN DECISION MAKING

- Johnstown is a growing community with active development interest that we can capitalize on
- KSU and CSU providing the needed education, resources, and programs to assist in dealing with brownfield sites
- DCI providing a framework to better understand our capacity and creating actionable next steps



Downtown Market Analysis	5 Miles	10 Miles	15 Miles
2021 Estimated Population	26,234	143,986	461,575
2026 Projected Population	31,296	168,354	519,705
Median Age	32	36	36

Utilizing population estimates and growth projections to drive development projects

NEXT STEPS FOR DOWNTOWN JOHNSTOWN

Through the Challenge Program, Johnstown was able to identify our challenges and opportunities with redeveloping the Industrial Park while also providing a framework on how to move forward current downtown initiatives.

What's Next:

- Relationship building with current industrial businesses and property owners
- Utilize KSU and/or CDPHE grants to initiate Phase 1 assessments
- Downtown Master Plan project to be completed and adopted 2024 which will incorporate the outreach and program plan from DCI
- Attract the right developers for the North and East parcels adjacent to the industrial park to ensure a community driven project



QUESTIONS? www.downtowncoloradoinc.org



Thank You

ksutab.org