



COLORADO
Hazardous Materials
& Waste Management Division
Department of Public Health & Environment

Technical Assistance for Redevelopment

Greg Davis – EPA Region 8

Stacey Eriksen – EPA Region 8

Angie Martell - Colorado Brownfields Partnership

Mackinzi Taylor - Colorado Brownfields Partnership

Brooks Cowles - 9th Path Advisors





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Keys to Success:

Identify Local Champions
Use Plans to Accelerate Redevelopment
Planning Begets Grants





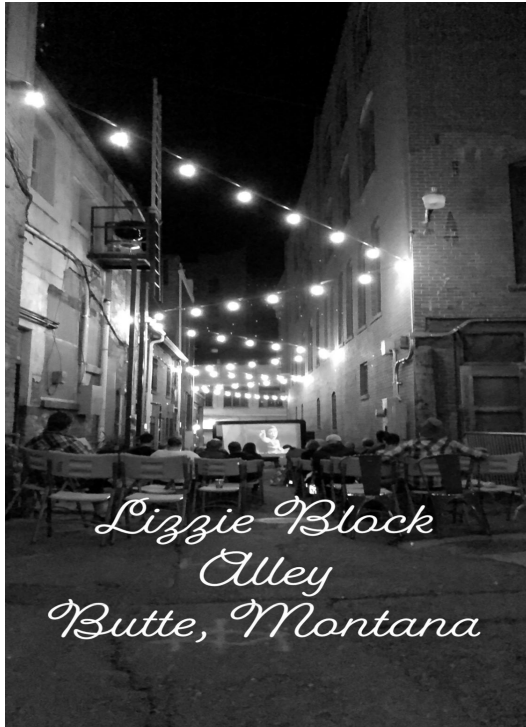
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Local Champions

- *Often a non-government advocate/voice*
- *Can be identified through walkthroughs or pop-up events*
- *Use local business advocates*
- *Get the most vocal NIMBYs involved and on your side*



Planning Resources: Local Hutzpah



*Popup Events
Site walks
Realtor Meetups*



Planning Resources: Local Hutzpah



*Popup events
Site walks
Realtor meetups*



Partner to Build the Capital Stack



TECHNICAL TOOLS

- ▶ EPA Targeted Brownfields Assessment and Cleanup Planning



GRANTS

- ▶ EPA Revolving Loan Fund Grant
- ▶ Federal Home Loan Bank of Des Moines Affordable Housing Program
- ▶ Steele-Reese Foundation
- ▶ Wells Fargo Foundation

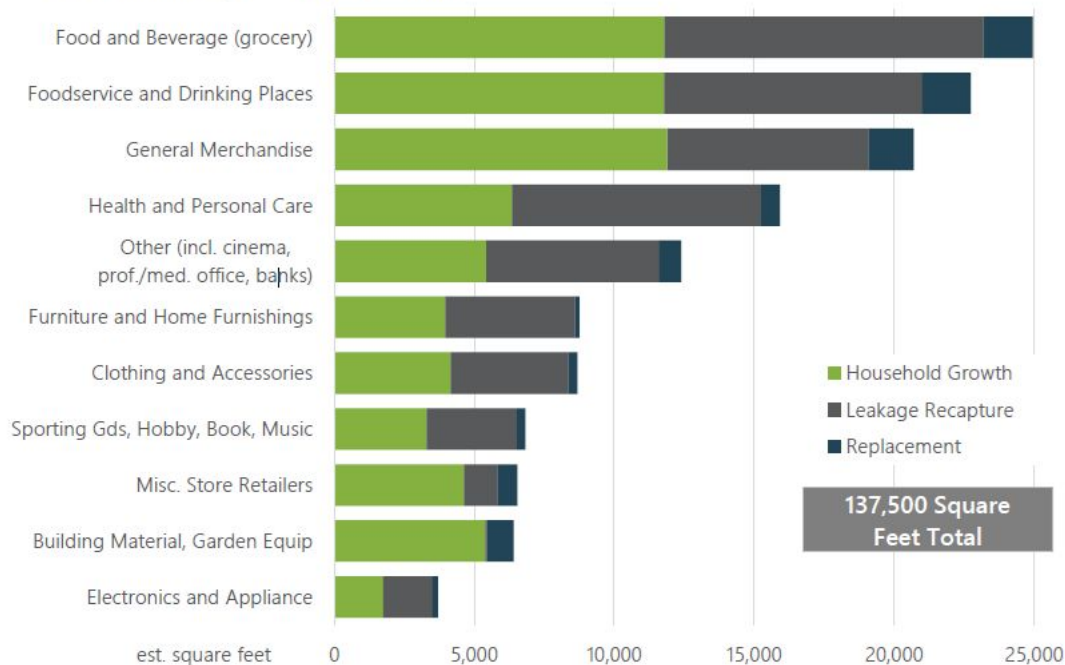


CAPITAL STACK

- ▶ EPA Brownfields Revolving Loan Fund
- ▶ Montana Board of Housing Low-Income Housing Tax Credits
- ▶ Federal Historic Rehabilitation Tax Credits
- ▶ State Historic Preservation Tax Credits
- ▶ HOME Investment Partnerships Program
- ▶ Permanent Mortgage
- ▶ Deferred Developer Fee

Brownfield Grant - Site Planning

Figure 33. Retail Demand, 10-year Net New Demand

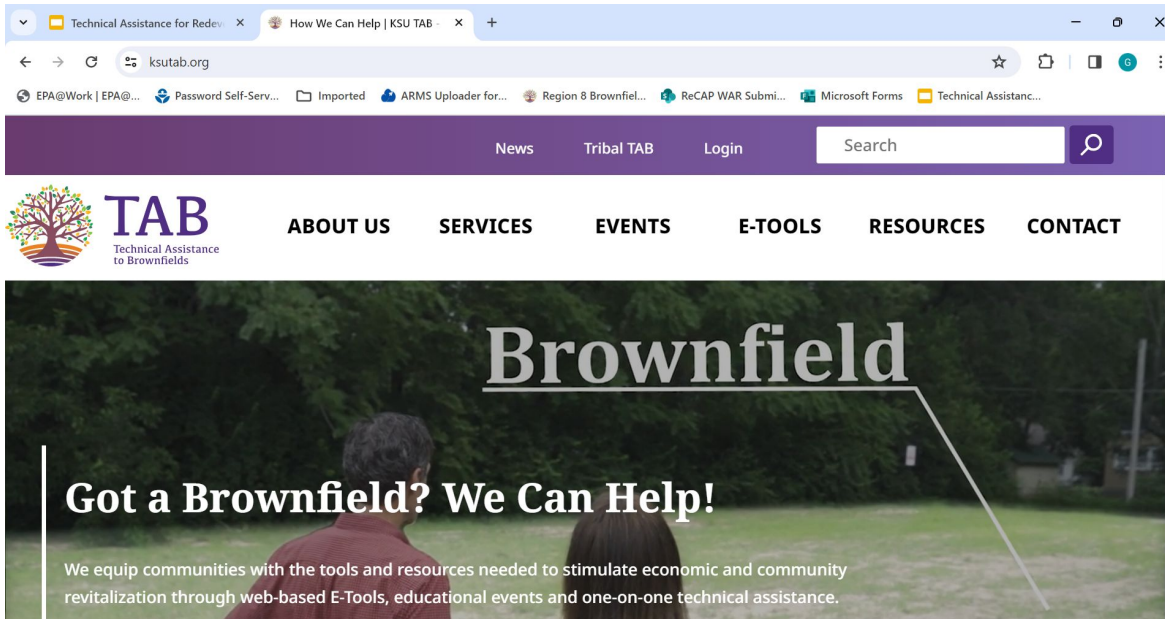


Site-specific planning through assessment grants, and to a lesser extent cleanup grants



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Kansas State University - ksutab.org



KSU-TAB is a free brownfields direct service provider

Site reuse planning

Alternatives analysis

Kickoff meetings

Public engagement

e-Tools



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Land Revitalization Technical Assistance



Financial analysis

Site design

*Managed by EPA
Brownfield Project
Officers*

Abbey Site, Canon City – Current Condition



Abbey Site, Canon City Proposal

Plans allows for zoning
overlay and infrastructure
planning pre-development

Property is far more valuable
and marketable
post-planning



EPA Smart Growth: Community Change Equitable Resilience Technical Assistance

Examples:

1. Community-Serving Buildings
(energy efficiency)
2. Public Parks and/or Open
Space
3. Transportation and/or Mobility

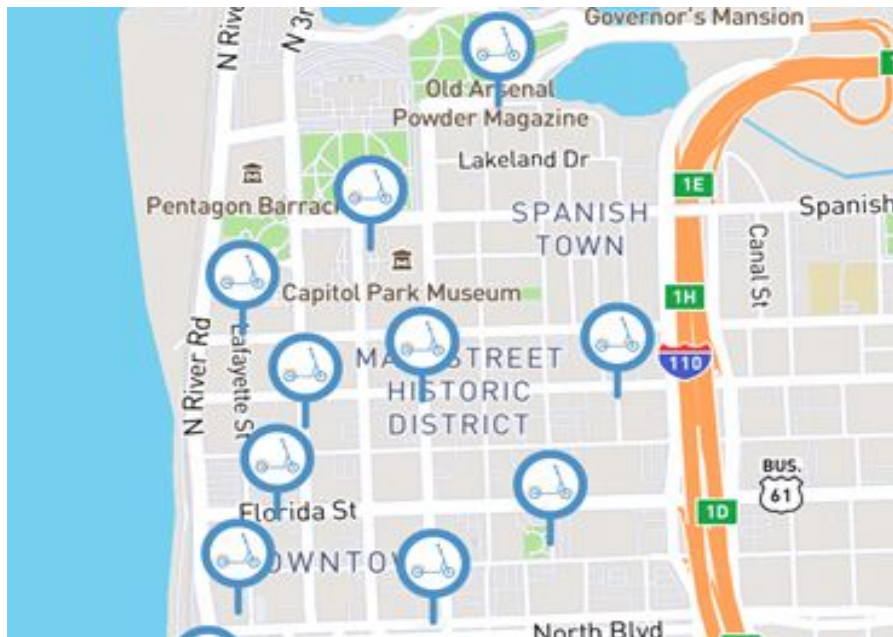
*For sites in disaster-prone
“disadvantaged”
communities.*

*For partnerships between
govt. and NGOs or 2+
NGOs*

Design assistance

\$2B - open solicitation

EPA Smart Growth: Building Blocks for Sustainable Communities



Baton Rouge Bike Sharing Analysis

*Guidance
documents*

8-month T/A projects

*2-page letter of
interest response to
“call for letters”*

EPA Smart Growth: Local Foods, Local Places



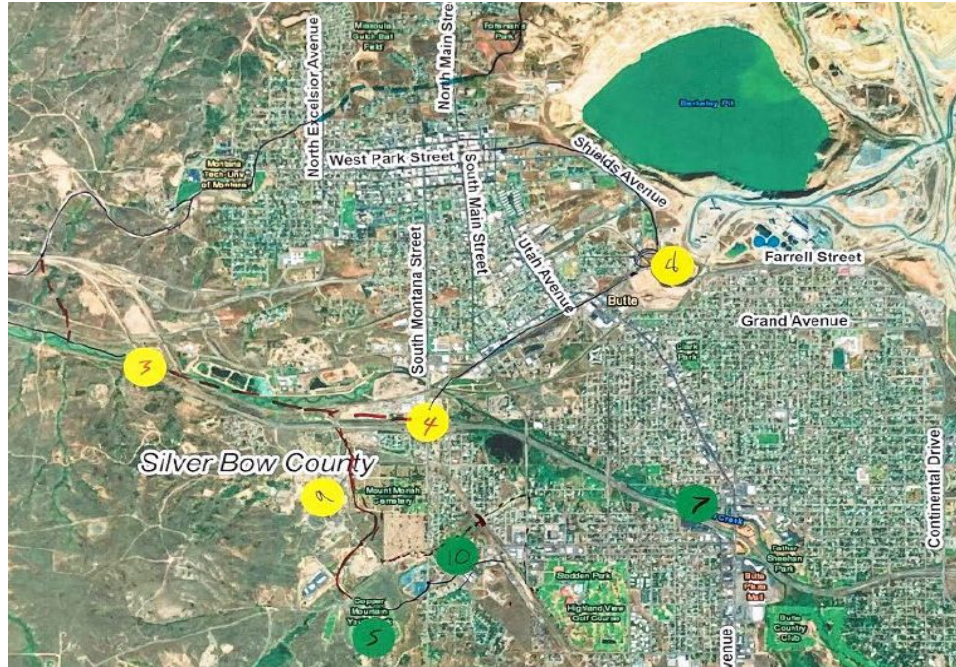
Local foods, local places toolkit

Technical assistance projects - 125 to date

Annual solicitation

Alamosa - 2017 Partner Community

EPA Smart Growth: Recreation for Rural Economies



Trail connectivity pin-up: Butte, MT

*Strategies and action
plans to revitalize
communities
through recreation*

Annual solicitation

Questions?





**community
builders**



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CBP SUPPORT & ASSISTANCE



- No cost support to help communities learn about brownfields, enhance capacity, and bring stakeholders together to identify practical ways to get brownfields projects moving forward.
 - Workshops & Webinars
 - On-Call Coaching
 - Planning Support
 - Technical Assistance
 - Application support



CBP SUPPORT & ASSISTANCE



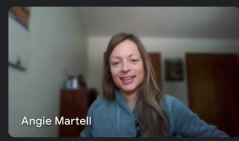
- On Call Coaching
 - Discuss your community's brownfields sites and options
 - Share information and dispel myths
 - Step-by-step guidance for individual sites, application support

The screenshot shows a Google Slides presentation. The slide title is "CBP SUPPORT & RESOURCES" with a small logo in the top right. The main content is a bullet point: "Planning Support", which includes two sub-bullets: "Supports visioning and planning resulting in actionable strategies for brownfields sites." and "Strengthens public-private partnerships and helps identify creative funding sources." Below the text are three small photographs showing groups of people in community meetings, one looking at a map, one at a document, and one in a discussion.

Search the menus (Option+/)

CBP SUPPORT & RESOURCES

- Planning Support
 - Supports visioning and planning resulting in actionable strategies for brownfields sites.
 - Strengthens public-private partnerships and helps identify creative funding sources.



CBP SUPPORT & ASSISTANCE



- Planning Assistance
 - Identify how brownfields can advance community goals
 - Assist with visioning and identification of actionable strategies
 - Prioritize sites for action based on community needs

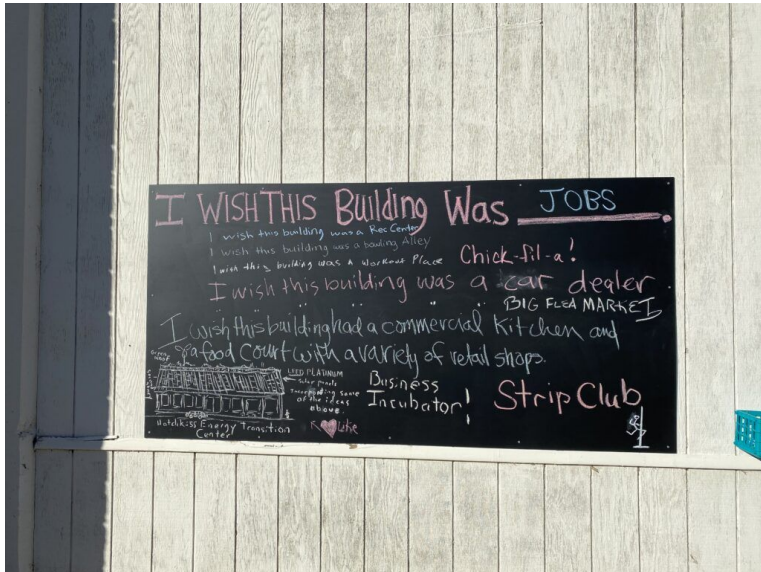


CBP SUPPORT & ASSISTANCE



Town of Hotchkiss

- Community engagement for reuse
- Identify changes to zoning code



Town of Kersey

- Community engagement for reuse
- Opportunity analysis
- Support for EPA Grant Application and attracting a developer



KERSEY GRAIN ELEVATOR

OPPORTUNITY ANALYSIS

CBP PLANNING ASSISTANCE

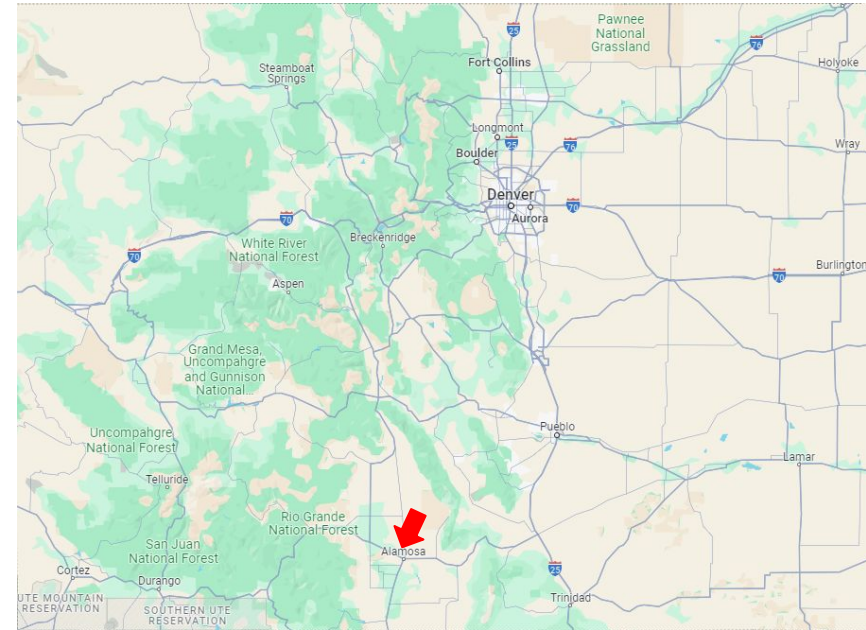
ON THE GROUND IN ALAMOSA



BACKGROUND - Alamosa



- Largest community in the rural San Luis Valley
- Gateway to the Great Sand Dunes
- Recent Downtown Plan (2019) and significant progress towards Downtown revitalization during COVID



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BACKGROUND - The Walsh Site



- Former location of the Walsh Hotel and restaurant
- A block from Main Street in the Central Business District
- Significant opportunity site
- Began to deteriorate, became uninhabitable in a 2020 fire



THE CHALLENGE



- City took over ownership
- Building was a nuisance and public safety hazard
- Contacted CBP for planning assistance
- Received EPA Emergency Removal funds



MARKET INFORMED ENGAGEMENT



- City of Alamosa & CBP partnership
- Targeted engagement
 - One Open House with 45+ participants
- **Process Goals:**
 - Identify a feasible, community-supported vision for the Walsh Site
 - Attract private investment



WEAVING MARKET REALITIES & COMMUNITY DESIRES



- Highest & Best Use
 - *“The most profitable, permissible and possible use of a property”*
- Analysis Involves
 - Potential Uses
 - Physical and Legal Constraints
 - Market Demand
 - Financial Feasibility
 - ****Community Goals****



WEAVING MARKET REALITIES & COMMUNITY DESIRES



Opportunity Analysis

- Does it fit?
- Market Demand vs. Supply
- Compatibility
- How much does it cost?
- Private Sector Interest
- Risk/Reward
- Community/political Support?

Table 4: Overall Opportunity Summary

LAND USE	RESIDENTIAL		COMMERCIAL	
Product Description	Multifamily (Market Rate Rental Apartments)	Hospitality (Boutique Hotel)	Office (Build to Suit, Flex Space)	Retail /Restaurant (Auto-oriented restaurant, Med. Format Retail, Indoor Entertainment, Light Industry, Small Specialty Food Store)
Summary				
Demand	High	High	Low-Medium	High
Supply	Low	None	Low-Medium	Low
Compatibility	Medium	Medium	High	Medium-High
Cost/SF	High	High	Medium	Low-Medium
Private Sector Interest	High	Low-Medium	Low-medium	Medium
Risk	Low	Medium-High	Medium	Medium-High
Community Support	??	??	??	??
Political Support	??	??	??	??
Market Data				
Inventory	515 units	634 units	179,000 sf	1,100,000 sf
Under Construction	0	0	0	0
12 Mo Absorption	-4	N/A	-17,400	-7,200
Vacancy Rate	3.1%	N/A	11.30%	0.70%
Market Rent	\$764 per month	N/A	\$20.64 per sf	\$11.63
Market Sale Price	\$119,000 per unit	\$96,200 per room	\$146 per sf	\$173
Market Cap Rate	6.00%	8.60%	8.80%	7.97%

MARKET INFORMED ENGAGEMENT



WHAT MIGHT THIS POTENTIAL USE LOOK LIKE?

Illustrative graphic, for example only



Alamosa's steady growth presents an opportunity to meet lagging residential demand, especially in the market-rate rental market, which is the only feasible option on this site due to the City's needs and the CBD zoning restrictions. Low vacancy, high absorption and a gap between renter income to available units indicates a strong demand for market rate apartments in the Downtown area. Compatibility would be high but this product will be impacted by the adjacent noise and visual impacts of 6th Ave. Design, quality, and price should address this. Total Development Cost for apartments is generally high, especially when adding a ground floor mixed-use component, but is offset by private sector interest.

MARKET DATA:

- **Market Demand:**  Low High
- **Compatibility:**  Not compatible Very compatible
- **Private Sector:**  Low Interest High Interest
- **Investment Risk:**  High risk Low risk
- **Cost to Build:** \$400-450 / sf

PROGRAMMING ASSUMPTIONS:

- **Total Building SF:** 15,500
- **Stories:** 2 stories w/ no ground floor commercial
- **Number of Units:** 28 units
- **Units SF:** 800 square foot average (1 and 2 BR)
- **Parking:** 50 (surface)
- **Other Potential Amenities:** Pet friendly, balconies, shared workspace

Example images of multi-family:



MARKET INFORMED ENGAGEMENT



WHAT IS YOUR PREFERRED SCALE & CHARACTER? (Place dot to vote)

Number of Stories

(Place dot below to vote)

4
(not possible w/out updated parking req.)

3

2

Note: Based on the zoning, which allows up to 50' heights, and the Downtown Plan recommendations, one-story development is not recommended here.



Industrial



Traditional



Modern



Artsy

WHICH PUBLIC BENEFITS WOULD YOU LIKE TO SEE WITH THIS USE? (Place dot to vote)



Public Plaza



Community Room



Community Garden

WHAT WOULD MAKE THIS USE A BETTER FIT FOR DOWNTOWN ALAMOSA?

Place sticky notes here

ACTION PLAN & IMPLEMENTATION



- Results & Marketing Materials
- Next Steps
 - Execute, Educate, Outreach
 - Establish Community Toolkit
 - RFP
 - Marketing
 - Sale, Transfer, Funding



ACTION PLAN & IMPLEMENTATION



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IMPLEMENTATION STEPS	DESCRIPTION	ESTIMATED COST / TIME	KEY PARTNERS / POTENTIAL CHAMPIONS	FUNDING NEEDS & OPPORTUNITIES
IMMEDIATE NEXT STEPS (0-6 MONTHS)				
ADVERTISE SITE CLEANUP	Construction fencing banners, newspaper articles & ads, community updates	\$500-1000 ~4-8 hrs	City Staff, EPA, Valley Courier, Alamosa Citizen	N/A
ESTABLISH RESOURCES AND INCENTIVES	Agree upon developer incentives & tools, ensure elected official buy-in	~8-12 hrs	City Staff, Planning Commission, City Council	N/A
ESTABLISH CRITERIA & DECISION MAKERS	Designate a hierarchy of uses and decision makers	~6-10 hrs	City Staff, elected officials, community engagement	N/A
NEAR TERM (6-18 MONTHS)				
CREATE A DEVELOPER RFP	Draft an RFP to distribute to potential developers and investors	~8-12 hrs	City Staff, CBP, elected officials, City Attorney	N/A
MARKET THE SITE (TASKS MAY BE ASSIGNED TO BROKER)	Market publicly via physical signage, multiple listing services (MLS) and other online platforms	\$250-500 ~4-8 hours	City Staff, Valley Courier, Alamosa Citizen, Regional MLS	N/A
HIRE A BROKER (IF NECESSARY BASED ON RFP RESPONSE)	Engage a local real estate professional for assistance	Dependent on broker/firm	N/A	N/A
NEGOTIATE SALE & PUBLIC-PRIVATE REDEVELOPMENT AGREEMENT	Work with interested developer(s) to determine sale & redevelopment terms	~12-18 hrs	City Staff, elected officials, City Attorney	N/A
POTENTIAL LONG TERM (1+ YEARS)				
MAKE PUBLIC REALM IMPROVEMENTS	Improvements to adjacent ROW, landscaping, alley, furnishings, etc.	High-cost & time investment ~\$1 million+	Public Works, CDOT, Convention & Visitors Bureau, Local Artists, City Staff	CDOT Revitalizing Main Street & Mobility Grants, GO Bonds, USDA Facilities Loans & Grants
ACTIVATE WITH TEMPORARY USES	Allow and encourage temporary uses such as a market, park space, or neighborhood garden	Moderate time investment to identify temporary user	Public Works, Chamber of Commerce, Farmers Market, Boyd Community Garden, Adams State Univ.	Partner with a local business, organization, or institution to sponsor site activation (in exchange for free temporary use of the space)
PURSUOE OTHER FUNDING FOR SITE IMPROVEMENTS	Consider other funding opportunities to incentivize redevelopment or to support a new public use	Moderate-high time investment to apply for funding, potential match	City Staff, CDOT, USDA, EDA, Adams State Univ	CDOT Revitalizing Main Street & Mobility Grants, GO Bonds, USDA Facilities Loans & Grants, Potential DDA or URA

RESULTS

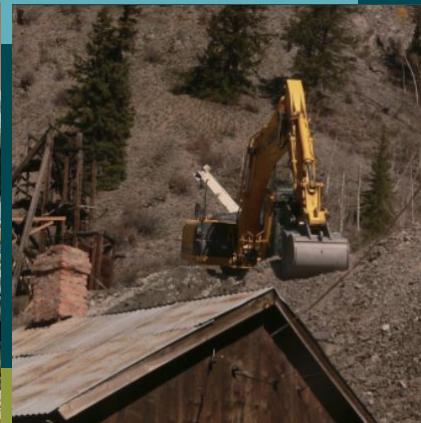




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Thank You! Questions?



FINANCING | PLANNING | CLEANUP | TRAINING