



# U.S. Environmental Protection Agency Region 7 Office of Brownfields and Land Revitalization

## **EPA Brownfields Grant Proposal Writing Strategies**

Jefferson City, MO  
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*Presented By:*

**Susan Klein**

Region 7 Brownfield Coordinator;  
Office of Brownfields and Land Revitalization  
901 N 5<sup>th</sup> Street  
Kansas City, KS 66101  
*Phone:* 913-551-7786  
klein.susan@epa.gov



# U.S. Environmental Protection Agency Region 7 Office of Brownfields and Land Revitalization

## EPA Brownfield Program Mission

Empower local communities, States, and other stakeholders in EJ and economic redevelopment to work together in a timely manner to inventory, assess, safely clean up, and sustainably reuse brownfields, thus mitigating the unintended consequences of Superfund.

## Benefits of Brownfield Reuse

- Encourage reuse of property in an environmentally sound manner
  - Reduce negative environmental impacts to EJ communities
    - Manage Environmental Liability
  - Increases local tax base & facilitates new job growth
  - Utilizes existing infrastructure and minimize sprawl
  - Reduce development pressure on undeveloped land
- Many other environmental, public health and social welfare benefits



# The Brownfields Process



*Community Engagement*



- **Identify** Properties
- **Assess** Environmental Conditions
  - Phase I assessment
    - Site visit, interviews, records search
  - Phase II assessment
    - Site sampling
- **Cleanup**
- **Sustainable Redevelopment**



# EPA Investment in Brownfields Grants

- *Since 1995*, EPA has awarded 2,619 brownfields grants totaling more than \$787M. This has helped:
  - Assess more than 14,900 properties.
  - Leverage more than \$14 billion in brownfields cleanup and redevelopment funding from the private and public sectors.
  - Generated more than 61,277 jobs



# Brownfields Assessment, Revolving Loan Fund and Cleanup (ARC) Grants

- **A**ssessment
- **R**evolving Loan Fund (RLF)
- **C**leanup
- ❖ Grant types listed above commonly referred to as **ARC** Grants!
- Also referred to as:
  - 104(k) grants
  - Competitive brownfields grants
  - Pilots: out-of-date terminology



# Brownfields Competitive Grant Program

*EPA Brownfields ARC grants are very competitive. Applicants should be prepared to put time and effort into writing a winning proposal!*





# Brownfield Funding Eligibility

## Who is Eligible to Apply for Brownfields Competitive Funding?

- **Assessment Grants** - States, Tribes, Local Governments, Land Clearance Authorities, Regional Councils, Redevelopment Agencies and Other Quasi – Governmental Entities
- **Revolving Loan Funds** - Same as Assessment
- **Cleanup Grants**– Same as Assessment + **Non-Profits**
- **Job Training Grants** – Same as Assessment + **Non-Profits, Colleges, Universities, and Job Training Organizations**



# Brownfields ARC Grants – Getting Started

FY2012 Proposal Guidelines for ARC Grants will be at:

[www.epa.gov/brownfields](http://www.epa.gov/brownfields)

or at:

[www.grants.gov](http://www.grants.gov)

- ❖ This training is ***NO SUBSTITUTE*** for reading and closely following the detailed Guidelines!

Proposals may be submitted via [www.grants.gov](http://www.grants.gov) or hard copy (see guidance). If using grants.gov, a hard copy must also be sent to the regional BF coordinator.





# Targeted Brownfield Assessments (TBAs)

- Environmental Assessments
  - Generally ASTM Phase 1&2
  - aka Targeted Brownfield Assessments (BTA)
- Provides services not funding
- Conducted by State or EPA on behalf of a public or non-profit entity
- Easy to apply



# Workforce Development and Environmental Job Training

- Up to \$300K to prepare trainees for employment in the environmental field – for example
  - health and safety
  - handle and remove hazardous substances
  - manage facilities with hazardous substances/petroleum
  - cleanup technologies/methods (asbestos, lead, petroleum, etc.)



# Assessment Grant Program

## Community-wide Assessments (multiple properties)

- Up to \$200,000 for hazardous substance (including asbestos, lead paint, other environmental hazards), or up to \$200,000 for petroleum
- Applicant can apply in ONE community-wide assessment proposal for \$200K Hazardous Substance and \$200K Petroleum, for a combined total of \$400K.

## Site-specific Assessments (single property)

- Up to \$200,000 for petroleum or hazardous substances (or comingled):
  - Up to \$350K per property with approved waiver
  - No more than 1 proposal per eligible entity
  - Site eligibility and property ownership threshold requirement



# Assessment Grant Program (con't)

## **Assessment Coalitions**

- Up to \$1 million for hazardous substance and/or petroleum (e.g. \$500K hazardous, \$500K petroleum):
  - Requires 3 or more eligible entities
  - Must assess a minimum of 5 sites
  - Coalition members are not eligible to apply for individual, community-wide or, site-specific assessment grants in the year they apply as part of a coalition.



# Common Brownfield Assessment CA Activities

- **Inventory:** e.g., surveying sites, monitoring community health, creating lists or databases & GIS layers for brownfield properties, establishing prioritization criteria, etc.
- **Assessment:** ASTM Transaction Screens, **Phase 1 & 2**, Asbestos or Lead Paint Inspection/Surveys, etc.
- **Site Characterization** (e.g., nature and extent of contamination);
- **Cleanup and Redevelopment Planning** (e.g., developing an Analysis of Brownfields Cleanup Alternatives (ABCA), enrollment in and activities (up to but not including cleanup) required by State Voluntary Cleanup Programs (VCPs)
- **Site-specific and non-site specific Public Participation & Partnership** (e.g. community involvement plans, advisory councils, townhall meetings, press releases, webpages, open houses, etc.)
- **Program Management** (not “administrative”) e.g. meetings, training, contracting and reporting.
- Activities necessary to comply with National Historic Preservation Act (**NHPA**) or Endangered Species Act (**ESA**) and other applicable local, federal & State law

## *Petroleum-only Clarification:*

- Underground storage tank removal, if necessary to perform the assessment of a petroleum brownfield
- Assessment of hazardous substances if incidental to the petroleum assessment



# Assessment Success Story Omaha, Nebraska

## Assessment Grant

- Abandoned industrial riverfront properties
- Bringing community “Back to the River”
- Bob Kerrey Pedestrian Bridge
- Carl T. Curtis Midwest Regional Headquarters National Park Service





# Cleanup Grant Program

- Must own site at the time of proposal submission
- To carry out cleanup activities at brownfield sites
- Up to \$200K per property
- Hazardous substances or petroleum contamination
- May apply for up to 3 properties: Separate proposals for each property
- Applicant applying for both hazardous substance and petroleum cleanup grant funding at the same site must submit **ONE** proposal, which cannot exceed \$200,000
- Non-profits may apply
- Cost share requirement of 20%
- Community Notification (Threshold Criteria Only)



# Cleanup Success Story

## Wellston, Missouri

### Cleanup

- Former industrial corridor to St. Louis, Mo
- Stagnant brownfields as industries left Wellston in the 1980s
- Excavation and off-site disposal of 4,113 tons of contaminated soil
- Redeveloped into Wellston Enterprise Center (business incubator)

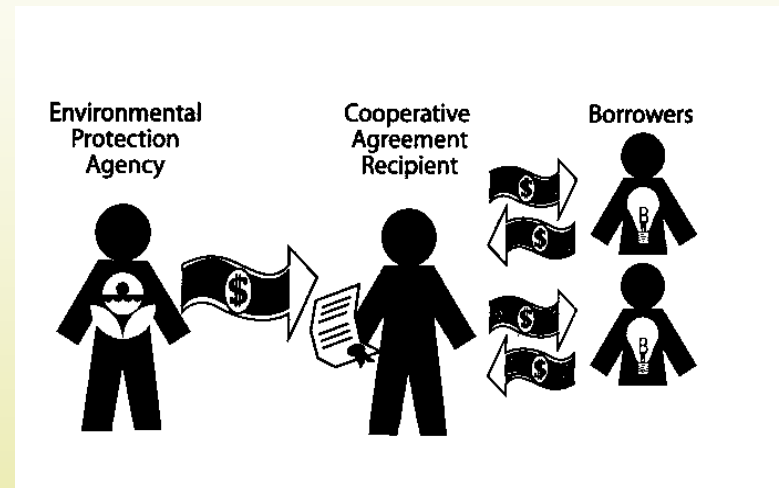






# Revolving Loan Fund Grant Program

- Only applicants who do not have an existing RLF may apply in 2012
- To make loans and sub grants to carryout cleanup activities at brownfields properties.
- Up to \$1M per eligible entity
- Coalitions may apply
- (Minimum) 50% loans
- (Maximum) 50%-cleanup sub grants
- Cost share requirement of 20%
- Nonprofit organizations are not eligible to apply.
- May request waiver of sub grant limitation on a case by case basis once the grant is awarded





# Revolving Loan Fund Success Story

## St. Louis, Missouri

### Revolving Loan Fund

- Sub grant by St. Louis Development Corporation (SLDC) to Habitat for Humanity
- Five New Leadership in Energy and Environmental Design (LEED) Platinum Homes





# FY2012 Proposal Timeline

- August 2011 – ARC Requests for Proposals (RFP)
- Fall 2011 – Grant Writing Workshops
- Fall 2011 – EPA FY2012 Guideline Webinars
- October 2011 – Proposal Submission Deadline
- April 2012 – Approx. \$68 million to be awarded nationwide
- Awardees should have funds available around Oct. 1, 2012



# Getting the Brownfields Process Started

- Establish Partnerships
  - State Government
  - Local Government
  - Community Based Organizations
  - Local/Job Training Hiring
- Property Ownership (Cleanup)
- Community Notification (Cleanup)



# Other EPA Brownfields Programs

U.S. EPA Region 7 Brownfields Job Training Grant Program:

- [http://www.epa.gov/region7/cleanup/brownfields/job\\_training.htm](http://www.epa.gov/region7/cleanup/brownfields/job_training.htm)

Region 7 TBA Program\*

- [http://www.epa.gov/region7/cleanup/brownfields/targeted\\_assessment.htm](http://www.epa.gov/region7/cleanup/brownfields/targeted_assessment.htm)

*\*non-grant program that provides direct  
EPA assessment assistance to communities*



# State Brownfield Contacts in Region 7

## U.S. EPA Region 7 Contacts:

- *Region 7 Brownfield Coordinator:*
  - **Susan Klein**; 913-551-7786; [klein.susan@epa.gov](mailto:klein.susan@epa.gov)
- *Region 7 Targeted Brownfield Assessment Coordinator:*
  - **Todd Davis**; 913-551-7749; [davis.todd@epa.gov](mailto:davis.todd@epa.gov)
- *Region 7 Brownfields Job Training Coordinator:*
  - **Ina Square**; 913-551-7357; [square.ina@epa.gov](mailto:square.ina@epa.gov)

## State Brownfield Contacts:

- *Iowa Department of Natural Resources*
  - **Mel Pins**; 515-281-8489; [mel.pins@dnr.iowa.gov](mailto:mel.pins@dnr.iowa.gov)
- *Kansas Department of Health and Environment*
  - **Ryan Weiser**; 785-296-5519; [rweiser@kdheks.gov](mailto:rweiser@kdheks.gov)
- *Missouri Department of Natural Resources*
  - **Catherine Jones**; 573-526-4725; [catherine.jones@dnr.mo.gov](mailto:catherine.jones@dnr.mo.gov)
- *Nebraska Department of Environmental Quality*
  - **Charlene Sundermann**; 402-471-6411; [charlene.sundermann@nebraska.gov](mailto:charlene.sundermann@nebraska.gov)



# Web-Based Resources

- **FY12 ARC Proposal Guidelines:**  
<http://www.epa.gov/oswer/grants-funding.htm>
- **Fact sheet on Brownfield Assessment Coalitions:**  
[http://www.epa.gov/brownfields/publications/acfs\\_062408.pdf](http://www.epa.gov/brownfields/publications/acfs_062408.pdf)
- **EPA Land Revitalization Projects and Construction and Demolition (C&D) Recycling:**  
<http://www.epa.gov/epaoswer/non-hw/debris-new/factsheet.htm>
- **Regional Information on-line:** [www.epa.gov/R7Brownfields](http://www.epa.gov/R7Brownfields)
- **Headquarters Information on-line:** [www.epa.gov/brownfields](http://www.epa.gov/brownfields)
- **Kansas State Technical Assistance to Brownfield Communities:**  
<http://www.engg.ksu.edu/chsr/outreach/tab/>



# QUESTIONS?





# U.S. Environmental Protection Agency Region 7 Office of Brownfields and Land Revitalization

## **U.S. EPA Brownfields FY2011 Funding Results Region 7**

Susan Klein  
August 2011





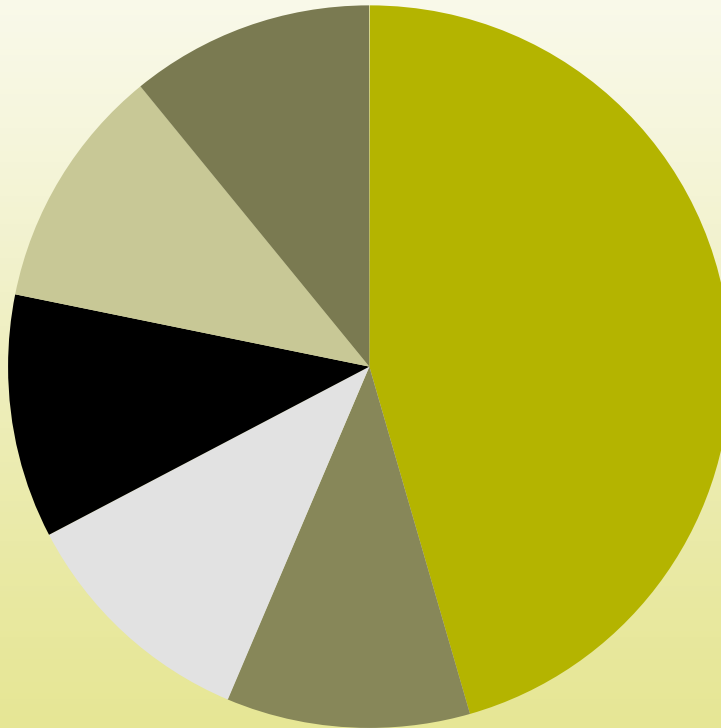
# FY2011 ARC Competition National Results

Total # of Proposals Reviewed	675
# Assessments Reviewed	514 (representing 794 grants)
# Cleanups Reviewed	125
# RLFs Reviewed	36
Total # Proposals Awarded	170
# Assessments Awarded	70 ( representing 114 grants)
# Cleanups Awarded	87
# RLFs Awarded	13



# FY2011 ARC Competition Region 7 Results

**\$1,835,000**



- Assessment Coalition (NE)
- Cleanup (MO)
- Cleanup (MO)
- Cleanup (MO)
- Cleanup (IA)
- Cleanup (IA)



# EPA Process for Evaluation

- Proposals are evaluated per the EPA guidelines and requirements.
- Eligibility determinations or Threshold Review were reviewed by Region 7 staff, which is pass/fail. You passed the threshold review.
- Those that passed the “threshold review” were forwarded to the national panels for review of the ranking criteria. Proposals were reviewed by a 3 member panel in other regions.
- Region 7 proposals were reviewed by EPA staff in other regions.
- Region 7 gave input with regards to Programmatic Capability for existing grant recipients.



# Lessons Learned from R7 Unsuccessful Proposal Debriefings

## General

- Answer all the questions/criteria line by line (if it doesn't apply state just that)
- Make sure your proposal follows the **current** guidelines
- Obey the page limitations
- Budget ceiling debate may impact schedule
- 2011 budget cut by 30% translates to fewer grants
- Point distribution may change



# Lessons Learned from R7 Unsuccessful Proposal Debriefings

## Community Needs: 20 pts

- Identify contaminants associated with BF sites that impact a specific population in a community.
- Provide specific examples of Brownfield sites that are to be/might be addressed under this proposal.
- Connect health effect to the chemicals to be addressed at BF site.
- Use most recent Census data available.
- Providing #of RCRA and LUST sites within target are not enough.



# Lessons Learned from R7 Unsuccessful Proposal Debriefings

## Community Need: 20 points (cont'd)

- Always provide comparative statistics for the demographic information provided. Explain or interpret the stats for the reviewer, show how these tie back to the BF Sites to be addressed.
- Connect all impacts(health, welfare and environment) to the to the BF site(s).
- Include information about the fiscal condition of the local governments.
- Why are other funding sources not available?



# Lessons Learned from R7 Unsuccessful Proposal Debriefings

## Project Descriptions: 35 points

- Show commitment: Quantify in-kind support for the work, even if it is not required.
- Document competence at leveraging resources, generic info does not help.
- The connection to jobs must be made.
- If it says use the table, use the table.
- Provide justification for **all** expenses within budget table.
- Make sure you clearly justify the amount of funding you are requesting.





# Lessons Learned from R7 Unsuccessful Proposal Debriefings

## Community Engagement: 20 points

- Make sure you understand what a community based organization is!
- Support letter should provide an outline of org, what **specific** activities the org will do to support project and it should be consistent with what is contained in the proposal. **NOT FORM LETTERS!**
- Tell us about tried and true methods of connecting with the public
- Clearly describe how State BF Program is involved



# Lessons Learned from R7 Unsuccessful Proposal Debriefings

## Project Benefits: 25 points

- Simply stating the redevelopment has benefits does not make it so. Define what will be measured.
- Describe all benefits associated with **redevelopment** quantitatively.
- Mention quarterly reports and the ACRES database but also mention what you will measure for success.
- Circle back to the community needs section and make sure all are accounted for.