



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

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

Omaha, NE  
August 31, 2011

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# 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



# Brownfields Definition

*“...real property, the expansion, redevelopment, or reuse of which may be complicated by the presence or potential presence of hazardous substances, pollutants, contaminants, controlled substances, petroleum or petroleum products, or is mine-scarred land.”*



# 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  - Pilots: out-of-date terminology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 (TBA)
- 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.



# Assessment Grant Program (con't)

Community Wide	Site Specific	Coalitions
Up to \$200,000 for hazardous substances <i>and</i> \$200,000 for petroleum addressing the same community.	Up to \$200,000 for petroleum <i>or</i> hazardous substances (comingled)	Up to \$1 million per coalition. <i>Coalition Members can <b>NOT</b> apply for individual assessment funding.</i>
	May request a waiver for up to \$350,000	
Maximum Combined Amount \$400,000	Maximum Amount \$350,000	Maximum Amount \$1 million



# 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

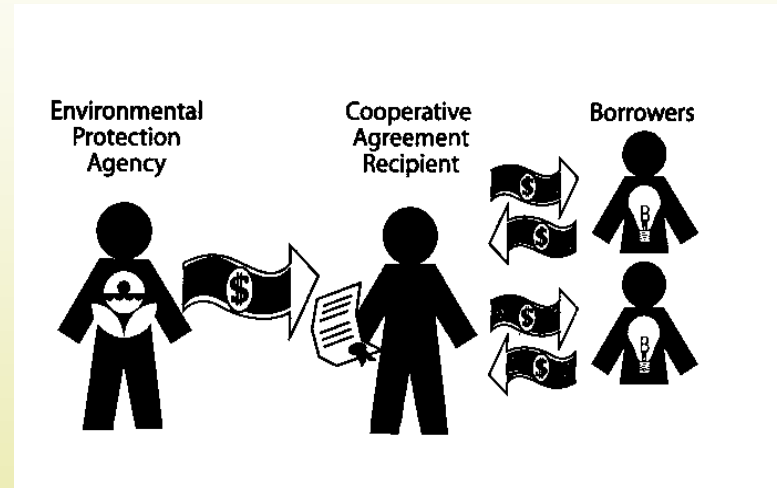
- Former industrial corridor to St. Louis, Mo
- Stagnant brownfields as industries left Wellston in the 1980s
- Excavation and off-site disposal of 4,113 tons of contaminated soil
- Redeveloped into Wellston Enterprise Center (business incubator)





# 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**

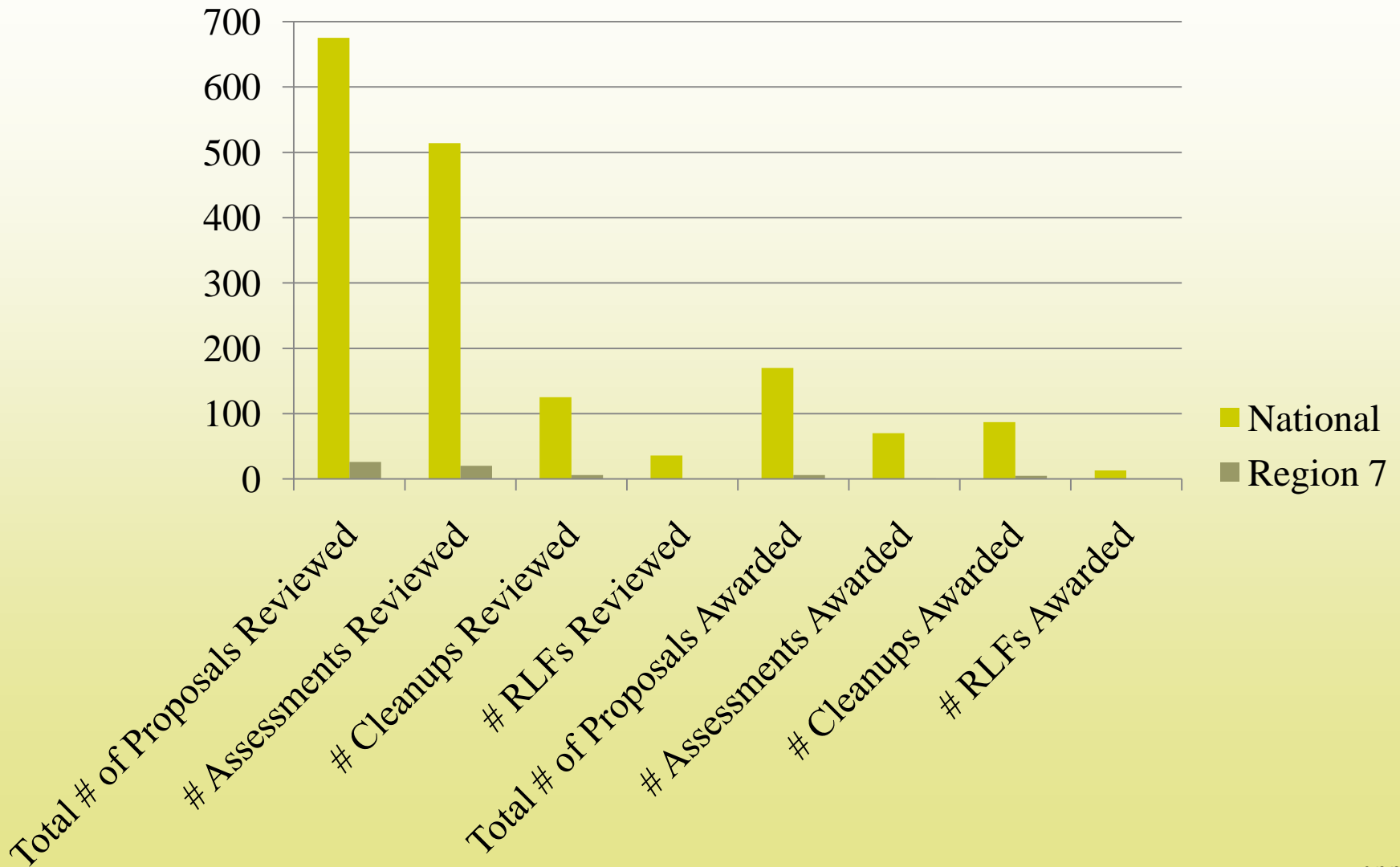
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August 2011





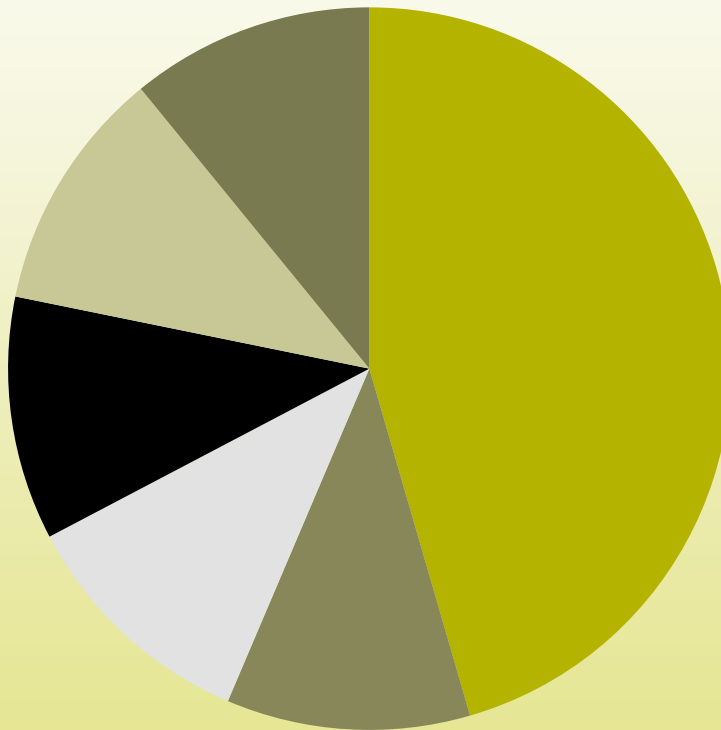
# FY2011 ARC Competition National Results





# 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.