



*Motivating your Team and Making Changes*

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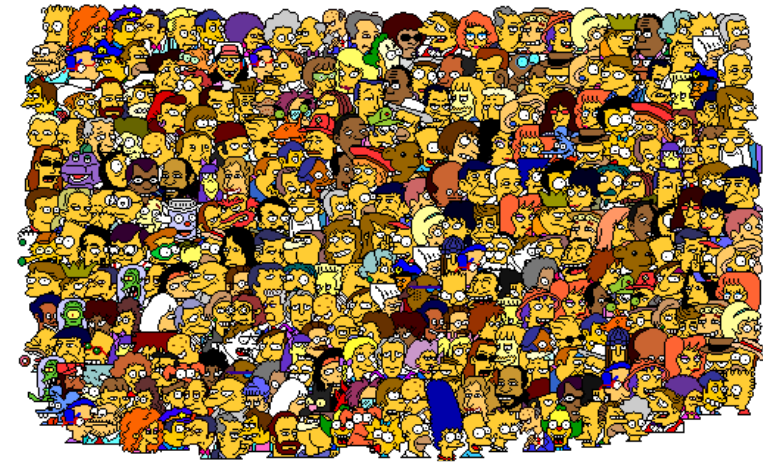
Who's your Coalition?





# Who are your Stakeholders?

The coalition partners  
Their stakeholders – they're your stakeholders  
Community focus area residents & businesses  
Development community  
Government officials and staff





# How's your Economy?

Stagnant  
Booming  
Urban Core / Greenfields





# How Prepared are you?

Focus areas, CRAs, TIF Districts, Opportunity Zones  
Incentive programs  
Network  
Staff time  
The right consultant





# Where are your sites?

Listed in your grant application  
Updated/expanded each year  
Community initiated  
Partner initiated  
Inventories  
What's your unifying theme?





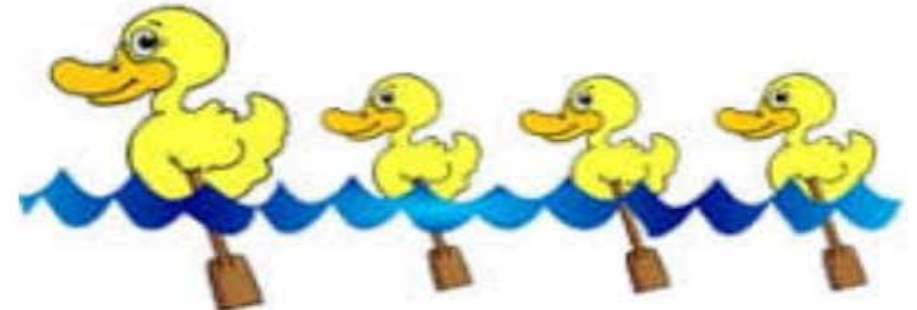
# Now What?





# Ducks lined up?

Recognize tight schedule  
Each partners' approval by governing authority  
Inter-local agreement  
Financial management system





# Then What?

Coordination  
Collateral materials  
Community engagement  
Financial Management  
Procurement  
Kick-off  
Yikes!

Manatee County  
**Brownfields**  
Coalition Grant Program



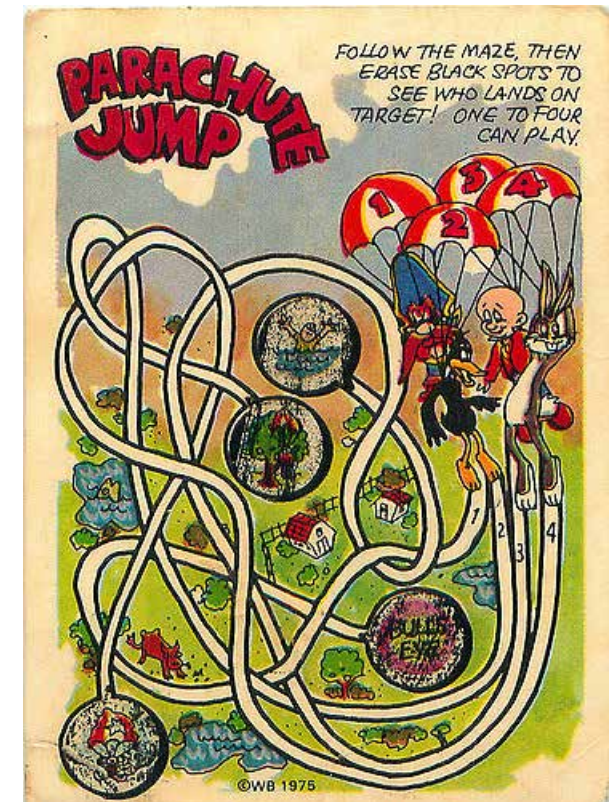
# Contractor

Site assessments

Area-wide planning

Programmatic supports

Subcontractors





# Community Engagement

Collateral materials  
Website  
Newsletter  
Advisory groups  
Events  
Community Engagement Plan





# What's your process?

- What your grant allows
- What your Coalition partners each want
  - What is eligible
  - Who can apply
  - Who decides
  - Who does what
- How to stay in touch
  - What is flexible
  - What is your role?







# Working with EPA

What your grant allows  
Coordination  
Reporting  
Substantial progress  
What is flexible  
Who does what





# So what have we done?

- 25 phase I
- 8 Phase II
- 5 Inventories
- 3 Community Visions
- 1 community park reuse plan
- 1 highest & best use study for urban property







# Some Hard Lessons

“Urban redevelopment is the most difficult thing to accomplish of all government functions” (COB Councilman Patrick Roff)



# Some Successes

\$1.5 million coalition grants

Parks

Museum

Education facility

Commercial properties

Multifamily

Hotels

Redevelopment Visions



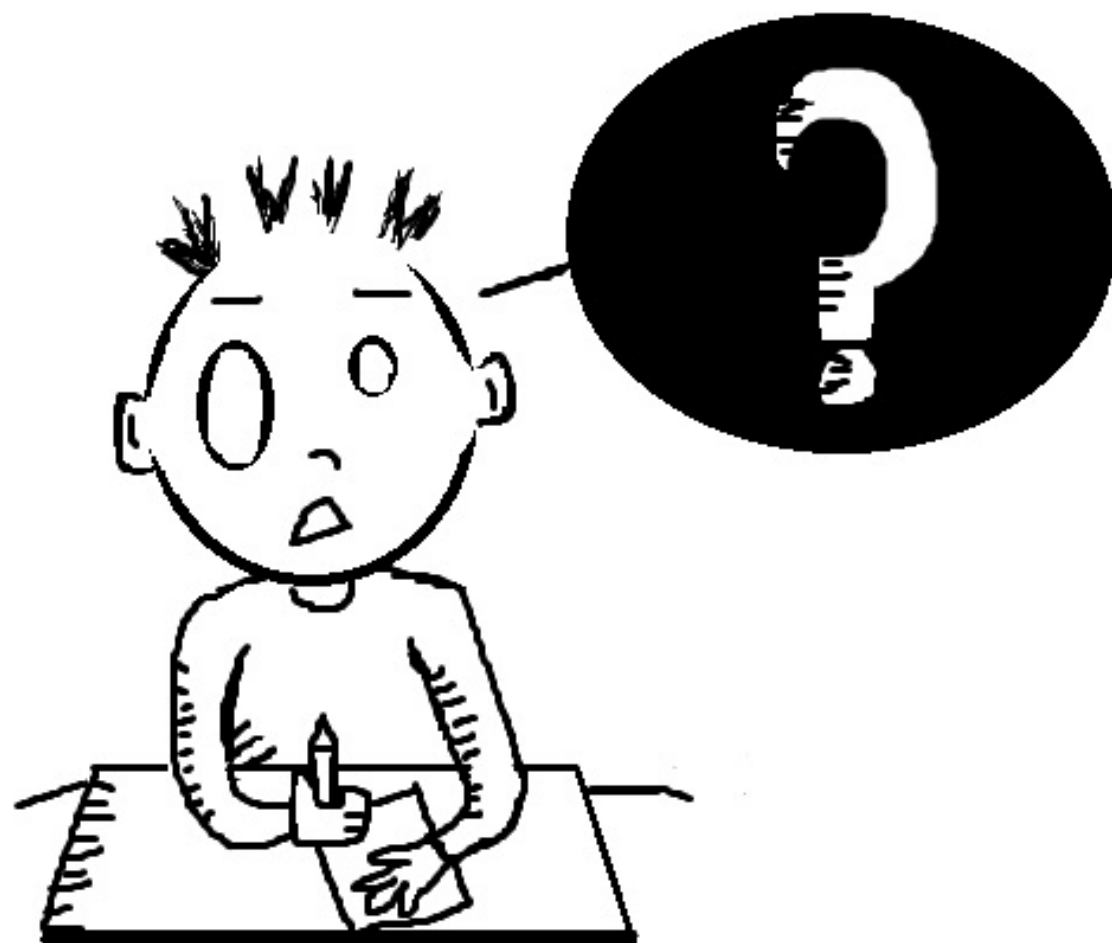
**SUCCESS  
IS THE  
BEST  
REVENGE.**



# Tips for the Trade

Procurement  
Fiscal system  
Stack incentives  
ESRI Products  
FreeConferenceCall  
Innovate  
Contractor, workscope





QUESTIONS

