

Agenda



- What Motivates Brownfield Redevelopers
- Why Engage a Brownfield Redeveloper?
- Precursors for Investment Interest
- Top 5 Ways Government Entities Can Attract Investment Dollars
- What to Look for in a Brownfield Redeveloper

What Motivates Brownfield Redevelopers



What we think of ourselves as a Brownfield real estate investor



What our friends think we are like



What others might think we are like



What it's really like



Why Work With a Brownfield Redeveloper v. DIY



The Why

- Peace of mind
- Time
- Speed

The How

- Risk Management
- Specialized Expertise
- Source of Capital

Precursors for Investment Interest





Motivated seller



Attractive purchase price



Manageable impairment



Fundamental real estate value in an active market

Top 5 Ways Government Entities Can Attract Investment Dollars



- Tax incentives
- Problem-solving Mindset
- Environmental Studies
- Proactive Marketing of Brownfields and Local Market
- Clear Community Vision

What to Look for in a Brownfield Redeveloper



Key Criteria

- Secured funding
- Track record of performance
- Environmental expertise
- Desire to remediate and repurpose for productive use

Sample Questions to Evaluate a Purchaser

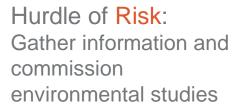
- What remediation guarantees or liability transfers can they offer?
- Is funding already available for the purchase?
- What are their plans to remediate and redevelop?
- How quickly can they close?

Conclusion



By removing known hurdles for redevelopers, you will increase your chances of attracting private investment to remediate Brownfields in your community.







Hurdle of Return: Evaluate potential financial incentives in light of return to community and future tax \$



Hurdle of Time: Minimize "red tape" that slows progress

Contacts



- Liz Ewbank, Business Operations Manager eewbank@rercapital.com
 463.701.6062
- John Dillow, VP, Business Development jdillow@rercapital.com 317.517.9702

https://www.rercapital.com