



# Brownfields 2025

*Sustainable Communities Start Here*

AUGUST 5-8, 2025 | CHICAGO, ILLINOIS

## Community Benefits Calculator Tool – A Call for Projects!

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#Brownfields2025 | CHICAGO, IL





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# Brownfields Resources & Community Funding Needs

## Technical Assistance to Brownfields (TAB) Program

**University of Connecticut** EPA Region 1

**New Jersey Institute of Technology (NJIT)**

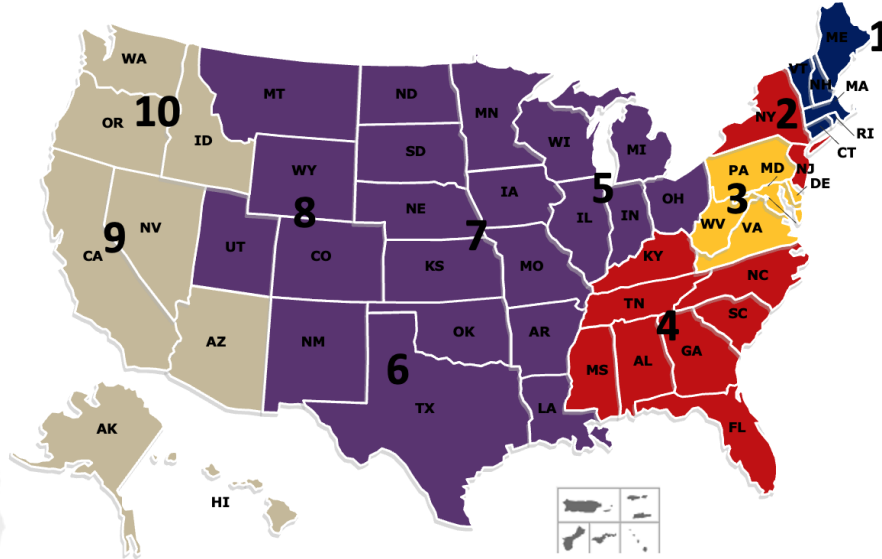
EPA Regions 2 and 4

**Mid-Atlantic TAB** EPA Region 3

**Kansas State University** – EPA Regions 5, 6, 7 & 8

**Center for Creative Land Recycling (CCLR)**

EPA Regions 9 and 10



## State of Montana Brownfields Program



- Although brownfields resources are helpful, communities still have significant funding gaps to fill, and sometimes make significant investments, to support redevelopment projects
- Comparing the public investment to resulting community benefits is essential to deciding if the project is feasible



# The Community Benefits Calculator

A tool to begin evaluating if redevelopment benefits to a community are worth the costs & risks

Note: This is a screening-level calculator. Additional, professional advice is needed before making final decisions

Note 2: This tool was developed with the help of Adaapta, a KSU TAB Partner

This project has been funded wholly or in part by the United States Environmental Protection Agency under assistance agreement (41- 84066501) to Kansas State University. The contents of this document do not necessarily reflect the views and policies of the Environmental Protection Agency, nor does the EPA endorse trade names or recommend the use of commercial products mentioned in this document.

Presented by:

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# The Calculator Evaluates, or Documents Results, of Redevelopment Projects

Based on:

- Net Financial Cost or Gain to Community
- Alignment with Community Goals
- Risks that could threaten the project

Currently in Spreadsheet Form:

- User completes questionnaire
- Output is Project Summary
- Helpful Instructions & Examples

## Project Benefits

Project Monetary Community Benefit Over Life of Project

### Net Present Value (Negative or Positive Value)

al cash flows for the proposed project. It factors in the community's initial investment and all future cash flows to see if a project is economically viable. If the PV is positive, there is a financial benefit. If the PV is negative, there is a financial cost. It is critical to consider non-monetary benefits as well. Even if the present value is zero or below, the project is well worth the cost. Always make sure your evaluation considers risk as well.

Non Monetary Benefit Score

0 - 5

6 - 10

11 - 15

Benefit 1

Benefit 2

Benefit 3

Risk Score

0 - 5

6 - 10

11 - 15

Risk 1

Risk 2

Risk 3

# The Calculator Evaluates, or Documents Results of, Redevelopment Projects

Based on:

- Net Financial Cost or Gain to Community
- Alignment with Community Goals
- Risks that could threaten the project

Currently in Spreadsheet Form:

- User completes questionnaire
- Output is Project Summary
- Helpful Instructions & Examples



## Project Summary

The proposed project is a [park, retail center, grocery store, industrial building, rec center, pool, office building, build-to-suit office for XYZ company, etc.]. The proposed location is [111 Sunset Court in Anytown, USA]. The site [is, is not] a brownfield. The environmental issues include [ none, former dry cleaner, petroleum spill, groundwater contamination, etc.]. The proposed site is approximately .....[acres, sf]. The project is being proposed by [city, non-profit, developer, owner-user, etc.]. Potential community-funded sources include [ land donation, TIF, PILOT, sales tax sharing, CDBG funds, grants, etc...].

Total Project Cost	\$0.00
Municipality Costs	\$0.00
Time to Completion	0 years
Permanent Jobs Created	0
New Annual Visitors	0
New Annual Retail Sales Volume	\$0.00
New Assessed Property Values	\$0.00
Incremental Sales Tax	0
Incremental Property Tax	\$0.00
Adjacent Assessed Property 5 Year Increase	0.00%
Life of Project	0
Community Risk Score	0
Community Benefit Score	0
Community Economic Benefit	\$ Net Present Value

# Let's Take a Look



After reading the instructions, please proceed through to the "Questionnaire"	
3_Questionnaire	The questionnaire is the main tool in the Community Benefit Calculator. It contains the inputs you will fill in. Each question will describe the information you need to provide and guide you through the thought process. The bottom of the sheet will provide a summary of the information you have entered.
4_Project_Summary	The project summary tab will highlight key metrics like costs, revenue, and net benefit.

1\_Disclaimer | 2\_Instructions | 3\_Questionnaire | 4\_Project\_Summary | 5\_Present\_Value\_Calculation



# Let's Take a Look



## Community Benefit Calculator Questionnaire

### ***Project Description***

First, briefly describe your project here. What is the proposed use? Location? Acreage? What is the site's history? Please provide a brief description below; please provide a c

The proposed project is a [park, retail center, grocery store, industrial building, rec center, pool, office building, etc.]. The site [is, is not] a brownfield. The environmental issues include [none, former dry clean, etc.]. The project is being proposed by [city, non-profit, developer, owner-user, etc.]. Potential commu

### ***Non-monetary and Social Benefits***

ner | [2\\_Instructions](#) | [3\\_Questionnaire](#) | [4\\_Project\\_Summary](#) | [5\\_Present\\_Value\\_Calculation](#) | [6\\_Question\\_24\\_Examples](#)



# Let's Take a Look



Project Summary	
Total Project Cost	\$0.00
Municipality Costs	\$0.00
Time to Completion	0 years
Permanent Jobs Created	0
New Annual Visitors	0
New Annual Retail Sales Volume	\$0.00

[Disclaimer](#) | [2\\_Instructions](#) | [3\\_Questionnaire](#) | [4\\_Project\\_Summary](#) | [5\\_Present\\_Value\\_Calculation](#) | [6\\_Question\\_24\\_Examples](#)

# Major Sections of the Questionnaire

## Community Benefit Calculator Questionnaire

- Project Description
- Non-monetary and Social Benefits (Alignment with Community Priorities)
- Risks (Things that could kill the project)
- Initial Costs and Sources of Funding (including Community Investment, if needed)
- Annual Net Cash Flow to or from the Community, Cost of Capital, Tax Benefits to Developer
- Site and Area Information to estimate Sales & Property Tax Increases



# Project Examples Built into the Tool

Kate Lucas, AICP, KSU TAB

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# Project Examples

- Community Pool – Net Cost to Community
- Retail Brew Pub – Net Financial Gain to Community



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# Some Desired Projects Have a Net Cost

## Example 1: Community Pool

- High initial construction costs to the City
- Offset a little by revenues after costs from:
  - User fees & concession sales
  - Sales taxes from new visitors spending
  - Property taxes from increased property values, due to blight reduction

## Project Summary

The proposed project is the redevelopment of a dilapidated former park/dump site into a brand new community pool. This site sits in a historic neighborhood in a large western city. The 3 acre site is vacant. It is city-owned. City staff would like to plan a redevelopment of the property with the help of a local pool developer. Some environmental will be required, but should not negatively impact the final use. The city will operate the pool upon completion.

Total Project Cost	\$4,000,000.00
Municipality Costs	\$3,550,000.00
Time to Completion	1 years
Permanent Jobs Created	8
New Annual Visitors	4800
New Annual Retail Sales Volume	\$72,000.00
New Assessed Property Values	\$4,420,000.00
Incremental Sales Tax	\$16,198.88
Incremental Property Tax	\$31,500.00
Adjacent Assessed Property 5 Year Increase	10.50%
Life of Project	10
Community Risk Score	8
Community Benefit Score	15
Community Economic Benefit	-\$2,623,563.93



# Some Projects Provide a Net Financial Gain

## Example 2: Retail Brew Pub

- Developer covers construction costs
- City donates land, provides EPA cleanup grant, provides local services, and gives sales tax relief 10 years
- Larger Tax revenues, compared to initial and ongoing costs, plus 20 additional jobs and support by the community provide positive overall benefit
- Note this is relatively higher risk

## Project Summary

The proposed project is the redevelopment of a former mill into a new brewpub. The old mill sits at the end of Main Street in the town of Springfield. The Mayor and her staff believe that the redevelopment of the mill will spur additional foot traffic to this portion of downtown and bring additional business to nearby retailers. The mill currently sits abandoned. The city has come into possession of the property due to unpaid property taxes. The town hoped to sell the site for \$100,000 to an experienced developer to gain the expected public benefits from redevelopment, including site cleanup and remediation. However, as research has continued, market conditions and necessary clean-up indicate the town will need to subsidize the project rather than enjoying sales proceeds. The overall cost to build the brewery and restaurant will be \$4.4 million, with no land cost. The market value when the brewery is complete and operational will be approximately \$3.5 million. The brewery owner will need to bring that amount of debt and equity to the project. The remaining \$900,000 of cost can be covered through a \$400,000 EPA cleanup grant and \$500,000 of additional subsidy from the city via a \_\_\_\_-year waiver of sales tax.

Total Project Cost	\$4,100,000.00
Municipality Costs	\$100,000.00
Time to Completion	2 years
Permanent Jobs Created	20
New Annual Visitors	30000
New Annual Retail Sales Volume	\$1,500,000.00
New Assessed Property Values	\$13,630,000.00
Incremental Sales Tax	\$75,249.48
Incremental Property Tax	\$22,950.00
Adjacent Assessed Property 5 Year Increase	5.25%
Life of Project	20
Community Risk Score	11
Community Benefit Score	11
Community Economic Benefit	\$552,998.60



# Questionnaire Sections

## ***Project Description - Brewpub***


First, briefly describe your project here. What is the proposed use? Location? Acreage? Who all is involved? Use as much detail as you like. Potential variables are in brackets in the example below; please provide a description accurate for your project.

The proposed project is the redevelopment of a former mill into a new brewpub. The old mill sits at the end of Main Street in the town of Springfield. The Mayor and her staff believe that the redevelopment of the mill will spur additional foot traffic to this portion of downtown and bring additional business to nearby retailers. The mill currently sits abandoned. The city has come into possession of the property due to unpaid property taxes. The town hoped to sell the site for \$100,000 to an experienced developer to gain the expected public benefits from redevelopment, including site cleanup and remediation. However, as research has continued, market conditions and necessary clean-up indicate the town will need to subsidize the project rather than enjoying sales proceeds. The overall cost to build the brewery and restaurant will be \$4.4 million, with no land cost. The market value when the brewery is complete and operational will be approximately \$3.5 million. The brewery owner will need to bring that amount of debt and equity to the project. The remaining \$600,000 of cost can be covered through a \$500,000 EPA cleanup grant and \$100,000 of additional subsidy from the city via a 8-year waiver of property tax.

# Questionnaire Sections

## Alignment with Community Goals

### Non-monetary and Social Benefits - Brewpub

Now, think about the community's top three most pressing non-monetary and social priorities. <small>A list of possibilities is below, but please use whatever describes your specific community's needs. Consider the impact this project will have on these top three priorities and rate them 1-5. 1 = the project will have no impact whatsoever on this priority. 5 = the project is expected to have a significant positive impact on this priority.</small>		Score Total
		11
Economic Revitalization	4.00	
Job Creation	3.00	
Environmental	4.00	
Public Health		
Environmental		
Job Creation		
Economic Revitalization		
Equity		
Historic Preservation		
Recycling Building Materials		
Beautification		
Crime Reduction		
Affordable Housing		
Tax increment from surrounding properties		
Parks and Recreation		
Climate Change Goals		
Private Investment		
Walkability		
Environmental Cleanup		

# Questionnaire Sections

Risk

## Risks - Brewpub

With any investment, the community must be acutely aware that there is always a downside risk. Real Estate development risk can be extremely hard to quantify or to define in a financial model, as risk can appear in many different ways and to varying degrees of impact. Consider the following possibilities, the likelihood of it happening, and the impact to the community in a downside situation. **Pick and score the top three risks**

Score Total

11

Developer Reliability, Experience & Financial Condition

3.00

Interest Rates

3.00

Community Backlash

5.00

Uncertainty of Zoning approvals

Developer Reliability, Experience & Financial Condition

General Contractor or Subcontractor bankruptcy

Time Delay

Land Control

Uncertainty of Historic Preservation Requirements

Proposed Tenant Fallout (for example, grocery store bankruptcy during development period)

Community Backlash

Lack of Social and Environmental Equity

Uncertainty of Real Estate Market Forces

Uncertainty of Local or National Political Climate (could affect funding or legality of land use)

Interest Rates

Cost Overruns

Environmental Cleanup Greater Than Anticipated





# Questionnaire Sections

## Community Monetary Benefits

<b>Project Background - Brewpub</b>	
<b>Q1</b>	
<b>What is the total project cost?</b>	<b>Cost</b>
<i>How much cash (or contributed land or building) is required to complete the project to the point that it is ready to be fully operational. This will include any land cost, environmental remediation cost, construction cost, permitting cost, design cost, consulting fees, legal fees, etc., regardless of the funding sources. You may need to add in the cost of equipment, the initial purchase of inventory, and working capital. If you are unable to find local resources to help with estimating this cost, TAB may be able to help.</i>	\$4,100,000.00
<b>Q2</b>	
<b>The dollar amount of Sources of Funds <u>other than</u> EPA grants or Community Funds</b>	<b>Cost</b>
<i>This can be grants, private capital, philanthropy etc. This would include state funds outside of federal EPA grants.</i>	\$3,500,000.00
<b>Q3</b>	
<b>EPA Grants</b>	<b>Cost</b>
<i>Total of all EPA grants or other assistance provided by EPA (for example, Technical Assistance which lowers the cost of planning or consultants). Dollars from the state that were given to the state by the EPA should be included here.</i>	\$500,000.00
<b>Q4</b>	
<b>Community Funds</b>	<b>Cost</b>
<i>This is total cost to the Community (the municipality, governmental entity, or public agency supporting this project). This amount will be the total investment from the Community to fill any gap remaining after applying all of the other sources noted above. The Community Investment may be cash, value of donated land, reduced taxes or TIF given to a developer, etc. The Community may need to provide new infrastructure for the project as well. Does this figure match what the community is prepared to spend? If this looks too high given the expected community benefit or level of community resources, it may be time to go back to the drawing board in order to increase one of the sources above.</i>	\$100,000.00

## Questionnaire Sections

### Operating Costs to the City, Cost of Capital and Life of the Development

Q24	
What do you expect the community's annual net cash flow to be?	Net Cashflow(Annual)
<p>After the project is complete, will the community collect any revenue or bear any cost going forward? If the Community is the owner of the project or has an agreement to pay ongoing costs for the development (snowplowing, etc.), that ongoing obligation should be considered. If the Community will pay any ongoing costs, enter the annual amount. For example, this could be cost of landscaping, increased traffic requiring more upkeep of roads or police presence. Make a reasonable assumption regarding any annual reimbursements of the community's annual costs, such as ongoing fees from the developer, annual operating grants, user fees the community will collect on any ongoing costs that might occur, or net operating cashflow if the community is operating the site. Then, subtract any annual costs the community will incur from the site. Enter in your estimate of annual NET inflows or outflows of cash. Positive for inflows and negative for outflows. Please proceed to tab 6 if you would like two differing examples of this calculation.</p>	-\$30,000.00

Q25	
What is your cost of capital?	Rate
<p>The cost of capital can be either what the Community's capital actually costs (at what interest rate can the community sell bonds today) or it can be a judgment call as a minimum financial return the Community would require in order to invest in the project. A good place to start for a judgement call is to take the current 10 year treasury rate and add between 3-10%. The 10 year treasury rate can be found easily by searching online.</p>	6.00%

Q26	
What do you expect the life of the project to be?	Years
<p>How long do you reasonably expect this redevelopment to be viable? For the purposes of this calculator the maximum life of the project is 20 years. Enter in the number of years you expect your project to be viable. Not to exceed 20 even if your project is viable for a longer period.</p>	20

Q27	
Will there be any provided tax benefits to the developer?	Amount
	\$135,000.00

## Questionnaire Sections

Q5	
<b>What is the current assessed value for the property?</b>	<b>Assessed Value</b>
<i>If you don't have this on hand you can simply google "Your County Name Here Tax Assessor" and search by either parcel number or address. If this information is not available online, you can call your county tax assessor's office. Include the assessed value of existing land and any improvements.</i>	\$100,000.00
Q6	
<b>What is the local sales tax rate?</b>	<b>Rate</b>
<i>For a broader estimation of benefit enter in the state-wide sales tax rate. If you would like to focus on the benefit to your immediate community, use only the percentage of sales tax that is directed to the local city/town or county. We recommend using the resource below.</i>	3.50%
<a href="https://www.avalara.com/taxrates/en/state-rates.html">https://www.avalara.com/taxrates/en/state-rates.html</a>	
Q7	
<b>What is the local property tax rate?</b>	<b>Rate</b>
<i>Once again Google is your friend here! Please make sure to specify what kind of property you are searching for. Jurisdictions typically have two property tax rates - one for commercial/industrial, and one for residential. You can also call a local Taxation and Assessment office and receive an estimate. Be sure to use the rate on the assessed (not market) value of the property.</i>	1.50%
Q8	
<b>What is the assessed value of the adjacent real estate?</b>	<b>Assessed Value</b>
<i>Determine what properties within the vicinity of your site are expected to see an increase due to the redevelopment of your property and find the total current assessed value utilizing the same resources listed in Question 2 above. This can reasonably be assumed to be the buildings within visual site of your project, but can also include any buildings you believe are adversely affected by the blight of the subject site. This number will be used later to calculate blight reduction.</i>	\$12,000,000.00
Q9	
<b>How many people currently visit the site annually?</b>	<b>Annual Visitors</b>
<i>This list can include local residents, shoppers, tourists, recreational users, etc. This generally only applies to attractions like retail, restaurants, recreation centers, or entertainment. If your site is vacant or unoccupied this will be zero, but please use "1" to allow for percentage increase (Question 12).</i>	1.00
<b>More Questions about:</b> <b>New Foot Traffic/Visitors, Jobs, and Blight Reduction to Estimate Sales &amp; Property Tax Increases</b>	



# Question 24 Examples (Ongoing Costs to the City)

## Cash Inflow Example

### Municipality Run Pool Redevelopment

#### Revenues

Admission Revenue	\$	100,000.00
Snack Revenue	\$	20,000.00
Swim Team	\$	5,000.00
Private Parties	\$	10,000.00

<b>Sub Total</b>	\$	135,000.00
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#### Expenses

Contract Employees	\$	(40,000.00)
Building Expenses	\$	(2,500.00)
Pool Expenses	\$	(5,000.00)
Insurance	\$	(15,000.00)

<b>Sub Total</b>	\$	(62,500.00)
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<b>Annual Net Cash Flow</b>	<b>\$ 72,500.00</b>
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## Cash Outflow Example

### Privately Operated Brewery Example

#### Revenues

Annual Donations to Municipality	\$	50,000.00
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<b>Sub Total</b>	\$	50,000.00
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#### Expenses

Landscaping	\$	(40,000.00)
-------------	----	-------------

Increased Road Work	\$	(20,000.00)
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Increase Police Presence	\$	(20,000.00)
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<b>Sub Total</b>	\$	(80,000.00)
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<b>Annual Net Cash Flow</b>	<b>\$ (30,000.00)</b>
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# Questionnaire Sections

Cash Inflow Example		
Municipality Run Pool Redevelopment		
<b>Revenues</b>		
Admission Revenue	\$	100,000.00
Snack Revenue	\$	20,000.00
Swim Team	\$	5,000.00
Private Parties	\$	10,000.00
<b>Sub Total</b>	\$	135,000.00
<b>Expenses</b>		
Contract Employees	\$	(40,000.00)
Building Expenses	\$	(2,500.00)
Pool Expenses	\$	(5,000.00)
Insurance	\$	(15,000.00)
<b>Sub Total</b>	\$	(62,500.00)
<b>Annual Net Cash Flow</b>	<b>\$ 72,500.00</b>	

Cash Outflow Example		
Privately Operated Brewery Example		
<b>Revenues</b>		
Annual Donations to Municipality	\$	50,000.00
<b>Sub Total</b>	\$	50,000.00
<b>Expenses</b>		
Landscaping	\$	(40,000.00)
Increased Road Work	\$	(20,000.00)
Increase Police Presence	\$	(20,000.00)
<b>Sub Total</b>	\$	(80,000.00)
<b>Annual Net Cash Flow</b>	<b>\$ (30,000.00)</b>	

# A Call for Real World Projects

Jason Seyler, Montana Department of Environmental Quality

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# Montana Examples

Weir Building – Roundup (1,960 pop.)



DEQ  
MONTANA DEPARTMENT OF  
ENVIRONMENTAL QUALITY

Rocky Fork Inn – Red Lodge (2,610 pop.)





# Montana Examples (Continued)

Lincoln County (21,000 pop.) selling County-owned properties...



and purchasing/redeveloping the Asa Wood Elementary School



# KSU TAB Would like to Demo this Tool with Your Real-World Project

We are looking for:

- Redevelopment projects in the planning phase
- Completed projects
- Let us help you screen for feasibility and/or document success
- Your input on the experience will help us improve and deploy this tool

*Using this tool will lead to **good decisions, community support, successful fundraising, and establishing a track record** for future project proposals*





# Contact Info

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## Let's Connect!

*Scan to get in touch with a TAB member or to join our mailing list*



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