



3RD ANNUAL NYS REDEVELOPMENT SUMMIT

KEYS TO SUCCESSFUL BROWNFIELD REDEVELOPMENT IN 2018 AND BEYOND

JUNE 13TH AND 14TH, 2018 | SAGE COLLEGE OF ALBANY-ALBANY, NY

This one-of-a-kind event brings together redevelopment practitioners with the expertise and cutting-edge information on trends, funding and innovations you need to accelerate land reuse projects.

DAY 1: JUNE 13, 2018

1:00PM – 1:30PM **REGISTRATION AND SIGN UP FOR OFFICE HOURS**

1:30PM – 1:50PM **WELCOME**

Pat Fahy, NYS Assemblymember, District 109
Jean Hamerman, Deputy Director, CCLR

2:00PM – 5:15PM **TECHNICAL SESSIONS (THREE RUN CONCURRENTLY FOR 50 MINUTES)**

Targeting Developers: Crafting High-Impact RFPs

Strategies, considerations and key elements to include – and not to include – in your RFP/RFI to attract the best proposals. Lessons learned from current, real-world examples and a chance to engage in Q&A with panelists and peers on how to boost interest in your development opportunity before, during, and beyond the RFP process.

- Christian Mercurio | Vice President Planning and Development, Mohawk Valley Edge
- Bob Murray | Attorney, Harris Beach
- Eric Zamft | Director, Planning & Eco Development, Village of Port Chester

Tailoring Your Applications to Win Grants

Grants provide a lifeline to municipalities seeking funds for infrastructure, remediation, resiliency measures, and other projects that directly or tangentially impact redevelopment plans. This panel will spotlight ESD's Consolidated Funding Application and other funding programs and provide inside tips and insights to make your grant applications more competitive.

- Lya Theodoratos | Brownfield Project Officer, US EPA
- Amy Fisk | Senior Planner, Niagara County Economic Development
- Michael Yevoli | Regional Director, Empire State Development
- Ed Flynn | Planning Division Director, LaBella Associates

Interpreting Environmental Assessments

Learn the vocabulary of a Phase 1/Phase 2 assessment, what to look for, implications of the findings and key insights for next steps.

- Deborah Shapiro | Vice President, AKRF
- Daniel Riker | Department Manager, C&S Companies
- Gabrielle Krawiec | Phase I Business Manager, LaBella Associates

Hot Topics in Remediation and Resiliency

This panel is designed to inform municipal leaders and redevelopment professionals about new and emerging topics in the fields of environmental remediation and climate change resiliency. Topics will include: a) funding and programs offered by New York State for smart growth, resilience and equity, b) the emergence of PFAS as a contaminant of concern in environmental regulation by DEC; c) implications of DEC's recent changes in Part 360 solid waste regulations on management of surplus soil and fill from construction; d) newly emerging opportunities for municipalities to use these materials resources to improve their resilience to flooding and reduce exposure to pollutants in community settings.

- Dan Walsh | Director, NYC Office of Environmental Remediation
- Stephen Kline | Associate Principal, GZA
- Paul Beyer | Director of Smart Growth, NYS Department of State

BOA to DRI: Community Case Studies of Successful Revitalization

Hear from economic development teams who successfully moved their pre-planning BOA grants into a \$10 million investment in their downtowns.

- Session #1
 - Lisa Nagle | Principal, Elan Planning, Design, & Landscape Architecture
 - Justin Rudgick | Director of Community & Economic Development, City of Oswego
 - Justin Rodgers | Managing Director, Real Estate and Economic Development, Greater Jamaica Development Corp.
- SESSION #2:
 - Kimberly Baptiste | Government Practice Leader, Bergmann Associates
 - Julie Pacatte | Executive Director, Batavia Economic Development Corp
 - Rachel Tabelski | Director of Marketing & Communications, Genesee County Economic Development Center
 - Vince DeJoy | Director of Development, City of Jamestown

Regulatory Updates: Brownfield Cleanup Program and Solid Waste Regulations

NYSDEC enacted Brownfield Cleanup Program reforms and promulgated changes to the Part 360 Solid Waste Management Facility & Part 364 Waste Transporter regulations in 2017. Several important changes regarding management and reuse of

fill material generated from construction activities were included in those regulations, as well as updates and improvements to the beneficial use regulations and the requirements for solid waste management facilities. Learn how the changes to both the BCP and Solid Waste programs affect brownfields and other redevelopment projects in NYS.

- Mimi Raygorodetsky | Vice President, Langan
- Julia Martin | Attorney, Bousquet Holstein
- Richard Clarkson | Director, Bureau of Solid Waste Management, NYS DEC
- Rick Mustico | Regional Remediation Engineer, NYS DEC

Leveraging Funding for Brownfield Revitalization: BUILD Act Resources, Opportunity Zones & Tax Credits, Grants & Finance

Two brownfield funding/finance experts will describe the broad range of resources that can support revitalization planning, cleanup, infrastructure upgrades, site development, vertical construction and other components of brownfield and community development projects. They will also cover new, emerging and innovative resources including Opportunity Zone funds, New Market Tax Credits, and BUILD Act resources and strategies for how you can position your organization and your project to be most competitive for funding.

- Matt Ward | CEO, Sustainable Strategies DC
- Kevin Gremse | Senior Director, National Development Council

Time	2:00pm-2:50pm	3:00pm-4:00pm	4:10pm-5:15pm
Rennaisance	Interpreting Environmental Assessments	Hot Topics in Remediation and Resiliency	Regulatory Updates: Brownfield Cleanup Program and Solid Waste Regulations
Olpalka Auditorium	Targeting Developers: Crafting High-Impact RFPs	Leveraging Funding for Brownfield Revitalization: BUILD Act Resources, Opportunity Zones & Tax Credits, Grants & Finance	
Room # 230	BOA to DRI: Community Case Studies of Successful Revitalization - Session #1	BOA to DRI: Community Case Studies of Successful Revitalization - Session #2	Tailoring Your Applications to Win Grants

2:00PM – 5:00PM

OFFICE HOURS

Speak one-on-one with public and private experts for assistance with all aspects of project planning and implementation, including U.S. EPA, NYS Dept. of State, NYS Department of Environmental Conservation, Empire State Development, NYC Office of Environmental Remediation, NYC Brownfields Partnership, Langan, National Development Council, AKRF, Harris Beach, Sustainable Strategies DC, Clean Earth, Skeo Solutions and Knauf Shaw.

5:15PM – 7:00PM **NETWORKING RECEPTION - OLPALKA ART GALLERY**
Join us for a meet and greet, complimentary hors d'oeuvres and a cash bar.
WELCOME: Kisha Santiago-Martinez | Deputy Secretary of State, NYS DOS
Reception sponsors: Mohawk Valley Edge, Harris Beach

DAY 2: JUNE 14TH, 2018 LAY OF THE LAND: TRENDING TOPICS

8:00AM – 8:45AM **REGISTRATION AND LIGHT BREAKFAST/EXHIBITOR EXPO AREA**

8:45AM – 9:45AM **WELCOME**

Kathy Sheehan | Mayor, City of Albany
Jean Hamerman | Deputy Director, Center for Creative Land Recycling

KEYNOTE

Venetia Lannon | Deputy Secretary for the Environment

9:45AM – 11:00AM **STAYING COMPETITIVE IN A CHANGING REDEVELOPMENT LANDSCAPE**

Panelists will focus on market disruptions and opportunities based on federal tax laws, new environmental regulations, innovative remediation practices, shifts in program funding, and other trends that affect how we approach and pay for redevelopment.

- Mark Gregor | Manager, Municipal Environmental Programs, LaBella Associates
- Matt Ward | CEO, Sustainable Strategies DC
- Bob Murphy | Director of Economic Development, City of Binghamton
- Martin Brand | Deputy Commissioner, NYS DEC
- Barry Hersh | Associate Professor, New York University

11:00AM – 11:15AM **BREAK: EXHIBITOR EXPO AREA**

11:15AM – 12:15PM **NYS REDEVELOPMENT POLICY AND PRACTICE UPDATE**

Panelists will discuss the latest state-level funding and policy developments and provide a front-line report about the future of New York's ongoing revitalization strategies, including the Downtown Revitalization Initiative, Brownfield Opportunity Area programs. Learn about municipal practices that have successfully leveraged state funding for redevelopment success.

- Jeff Jones | Principal, Jeff Jones Strategies
- Sarah Stern Crowell | Director, Office of Planning, Development & Community Infrastructure, NYS Dept of State
- Brendan Mehaffy | Executive Director, Office of Strategic Planning, City of Buffalo

12:15PM – 1:15PM **NETWORKING LUNCH/EXHIBIT EXPO AREA**

1:15PM – 2:15 PM **WORKING WITH STAKEHOLDERS TO ACHIEVE REDEVELOPMENT**

This panel will highlight approaches that energize and target stakeholders to help build support for redevelopment. Building a positive coalition that keeps the process going after the planning process is over is key to long-term success. In addition to discussing novel approaches to community engagement including appropriate uses of social media, the panel will discuss engaging property owners, developers, and elected political leaders to support redevelopment over time.

- Neil Pariser | Senior Development Consultant, Vita Nuova
- Rebecca Yanus | Director of Planning and Development, City of Dunkirk
- M. André Primus | Highland Planning LLC
- Meghan Manion | Montgomery County Attorney, Montgomery County
- Sally Baker | Executive Director, Philmont Beautification Inc.

2:15PM – 2:30PM **BREAK: EXHIBITOR EXPO AREA**

2:30PM – 4:00PM **PERFECT YOUR MARKETING PITCH TO ATTRACT DEVELOPERS**

Have a property on the market and want to raise its profile and attract investment? This final panel will start with a panelist discussion on developing a community “asset stack” and how to embrace your role as an informed seller. Four competitively selected municipalities will then give their “elevator pitch” aimed at attracting developer interest in a specific redevelopment project in their community. The panelists will provide constructive input and spotlight ways to successfully engage with potential investors. Audience Q&A will follow.

Panelists:

- Michael Katz | Principal, Actio Corporate Asset Advisers
- Tom Lobasso | Executive Vice President, Environmental Liability Transfer
- Bill Hoblock | Executive Vice President, Richbell Capital
- Bill Teator | KCG Development

Presenting municipalities:

- Lockport, presented by Amy Fisk, Senior Planner, Niagara County Economic Development
- Amsterdam, presented by John Duchessi, Director, City of Amsterdam AIDA
- Lyons Falls, presented by Eric Virkler, Director of Economic Development and Planning, Lewis County, NY
- North Tonawanda, presented by Michael Zimmerman, Director of Community Development, City of North Tonawanda

4:00PM – 4:15PM **CLOSING REMARKS**

[CLICK HERE TO REGISTER NOW!](#)

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