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Speakers



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Learning Objectives

Understand the benefits of sharing success stories

Identify audiences and targeted messaging for outreach

Learn how to increase impact through storytelling structure and modes

Understand different storytelling methods and benefits

Identify your storytellers and messages

Learn how Superior Arizona leveraged storytelling to increase funding and buy in for its brownfield program.



Center for Creative Land Recycling (CCLR or "see clear")

- Our mission is to promote the sustainable, equitable and responsible reuse of underutilized and environmentally impacted properties.
- We educate, advocate, assist and convene stakeholders to revitalize communities through land recycling.
- CCLR is U.S. EPA's Technical Assistance to
 Brownfields (TAB) Provider for 8 U.S. states
 and numerous territories and is also CA DTSC's
 Brownfields Technical Assistance Provider
 (B-TAP) for the Equitable Communities
 Revitalization Grant program

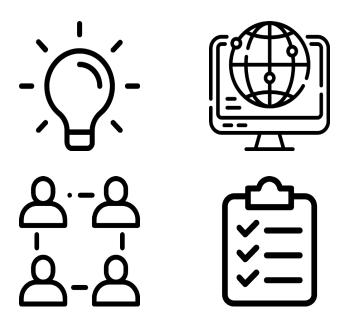




Center for Creative Land Recycling (CCLR or "see clear")

What we do

- One-on-one technical assistance
- National webinars
- Workshops and conferences
- Newsletters and online resources



How we can help you

CCLR works with communities in response to their identified needs. Start with us, stay with us.

Getting you started

Giving you the tools and connections to plan a redevelopment roadmap and champion the pathway.

Helping you stay on track

Offering current information and expert advice on regulations, funding, remediation and community engagement to meet your milestones.

Getting the job done

Sharing common documents (RFPs and marketing sheets) and introducing you to peers, industry experts, and developers.



Why Tell Your Stories

- Increase project input/support from community
- Access funding, partnerships and grantors
- Illustrate how projects are making a difference
- Catalyze community involvement
- Uplift community voices
- Secure support for future projects
- Showcase project momentum
- Support brownfield funding



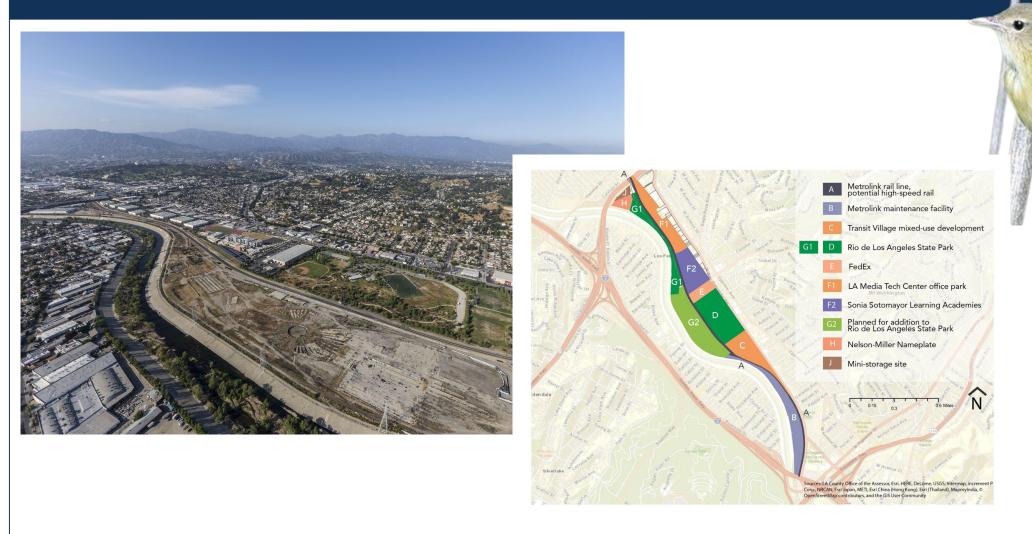


How To Define "Success"

- Brownfield reuse projects can take 10+ years
- Highlight interim successes and milestones to:
 - Stay top of mind for stakeholders
 - Illustrate program momentum to funders
 - Secure future funding through awareness and examples of good work
- Interim success: progress made towards a goal
 - i.e. securing approvals, hosting meetings, securing site access, hiring contractors, completing planning/assessment tasks, launch a project website, secure community feedback, release strategic plan, create an interim use, develop marketing materials
- Milestone: significant project events
 - Complete cleanup, start vertical construction, complete end use



How To Define "Success"







the guardian

Doug Bierend Sun 14 Apr 2024 10:00 ED1 Share

A LEAST BELL'S VIREO is spotted at Rio de Los Angeles State Park in the Glassell Park neighborhood.

A rare songbird makes a comeback at the L.A. River

Once teetering on extinction, the least Bell's vireo is back in town

BY LILA SEIDMAN

As visitors to a bustling park in northeast Los Angeles shot hoops, scrambled up play equipment and lounged in manicured grass, an endangered songbird covertly - but not quietly did his part to stave off extinction.

The least Bell's vireo, a mostly gray songbird, was on the verge of nesting in Rio de Los Angeles State Park, a green respite that supplanted an abandoned railyard along the L.A. River. The bird with a wingspan of just seven inches was singing passionately, an act that marked its territory as breeding season picked up



"It's persistent. It's a survivor," he said of the bird

NICOLAS GONZALEZ of the National Audubon Society works on habitat restoration at the park.

out like a clinking questionand-answer: "Cheedle-cheedle-chee? Cheedle-cheedle

"It's persistent. It's a survivor." said Nicolas Gonzalez, senior communications manager for migration science at the National Audubon Society, an avian conservation nonprofit, who helped identify the bird as flitted between trees, olending into the muted spring sky.

Bird boosters, meanwhile, were hustling to get the grounds in order.

Evelyn Serrano enthusiastically instructed two volunteers at Rio de Los Angeles, which is in the Glassell [See Songbird, B2] US news US politics World Climate crisis Middle East Ultraine US immigration Soccer Business Environment Tech Science Newsletters Wellness

America's dirty divide This article is more than 1 year old

'Solar-powered vacuum cleaners': the native plants that could clean toxic soil



Danielle Stevenson Lifts fundi material used in her research study. Photograph: Adam Amengual.

Indigenous groups see hope in the environmentally friendly process of bioremediation. But will cities pay attention?

It almost looked like a garden. In Taylor Yard, a former railyard near downtown Los Angeles, volunteers knelt down to tend to scrubby plants growing in neat rows under the sweltering sun.

But beneath the concrete of the 60-acre site overlooking the Los Angeles River, the soils were soaked with an assortment of hazardous heavy metals and petrochemicals like lead, cadmium, diesel and benzene. As the volunteers worked to dig up entire plants for closer study - some with roots nearly 12ft deep - they wore protective gear and carefully avoided inhaling or touching the toxic soil. Even a brief exposure to the contaminants could cause serious health consequences.

The volunteers were part of a study led by Danielle Stevenson, a researcher with the environmental toxicology department at the University of California, Riverside, investigating how native California plants and fungi could be used to clean up contaminated brownfields; land abandoned or underutilized due to industrial pollution. There are nearly half a million registered brownfields in the United States, about 90,000 of them in California alone, Typically, they are concentrated near or within low-income communities and communities of color, leading to disparate health impacts such as increased likelihood of cancers.







Know your Audience and their Motivations

Which motivations do you think each audience is most interested in?

AUDIENCES

- 1. Grantors
- 2. Financers
- 3. Elected Officials
- 4. Community Members
- 5. Property Owners
- 6. Potential Development Partners

MOTIVATIONS

- 1. Job Creation
- 2. Quality of Life
- 3. Property Values
- 4. Return on Investment
- 5. Addressing community needs
 - a. new homes, parks, schools, crosswalks, etc



Grantors

WANT TO SEE MONEY WELL SPENT

- Jobs created, homes built, # of acres prepared for redevelopment
- Shareable information: stats, quotes, photos
- Invite to groundbreakings and ribbon cuttings

EPA GRANTEES ACRES REPORTING

- EPA uses reported data from its online database, ACRES, to demonstrate the success of the Brownfields program to Congress and the public
- By reporting on funding and jobs leveraged as a result of brownfields grants, you illustrate the success of the brownfields program.
- EPA Training on Entering Leveraged Dollars/Jobs in ACRES





Elected Officials

- Focus on Economic Impact/Problems Solved
 - Jobs
 - Sales and property tax
 - Housing units created
 - Blight removal
 - Solutions they campaigned on
 - Their general legacy



Oakland Mayor Barbara Lee (second from left) helps cut ribbon at a brownfield redevelopment project grand opening Photo credit: East Bay Asian Local Development Corporation

Residents



Huchiun Park and housing replaced a shuttered paint factory in Emeryville, CA

WANT SOMETHING TO LOVE

- Livability/safety
- Cleaning up contamination
- Sense of place/community
- Neighborhood potential
- Blight removal
- Improved quality of life
- New amenities



Property Owners

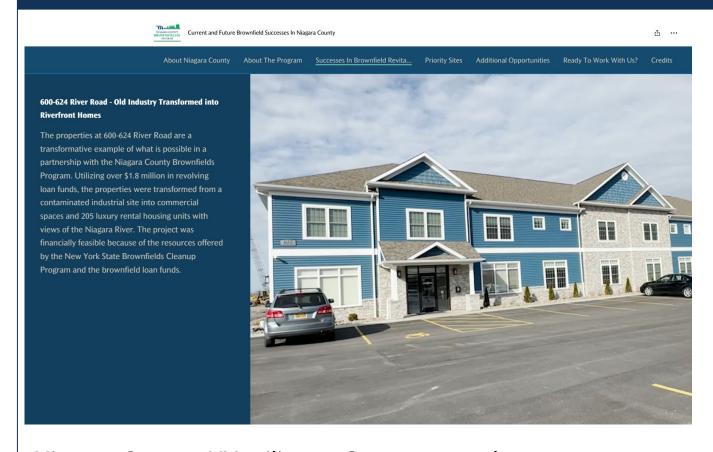
- Property value
- Resale potential
- Lease rates
- Clean bill of health
- Inheritance
- Changes in zoning/land use
- Trust: voluntary action vs enforcement



Owners of historic storefronts in Willcox, AZ have benefited from brownfield investments.



Investors



FEAR OF FOMO

- Return on investment
- Neighborhood potential
- Land value
- Lease rates
- Market demand
- Past success

Niagara County, NY utilizes a Storymap to showcase successful redevelopment and market brownfield properties to potential purchasers.



Ways to Share Your Story

OWNED MEDIA:

- Content you create
- Full creative control
- Up to you to promote

EARNED MEDIA

- Content created by journalist
- Less control
- Larger reach
- Most 'credible'

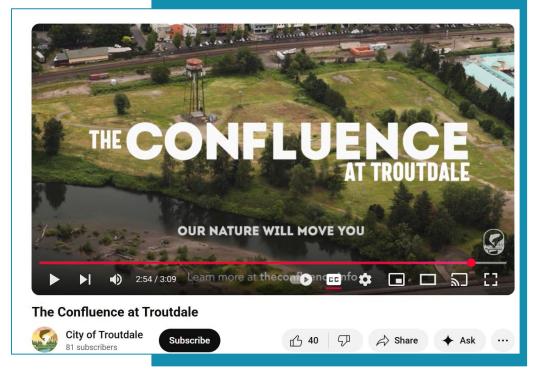
PAID MEDIA

- Content you create
- Full creative control
- Most expensive
- Largest potential audience

Ways to Share Your Story

OWNED MEDIA:

- Messages: Milestones, focus on specific benefits, showcase the future your project will create
- Leverage partners for promotion
- Modes:
 - Website/Newsletter: Project information and updates, milestones, case studies
 - Social Media: Photos/videos of site or events, infographics
 - Personal outreach: invite to events/ calls to action
 - Video: Full story arch



Ways to Share Your Story

EARNED MEDIA:

- Messages: Milestone and fact oriented (i.e. ribbon cuttings, jobs created), feature-style around problems solved/opportunities created
- Modes:
 - Media Alert: Invite media to ribbon cuttings, groundbreaking, site tours, community events
 - Press Release: Announce funding, partnerships, milestones
 - Pitch: Personalized media outreach, feature-related. Focus on community champions.
 - Letters to the Editor/Op Eds: calls to action



How Will You Amplify Your Story?

Buy Advertising: promote marketing materials, or project website, attract investors

Host an Event: community engagement opportunities, cleanup completion, start of construction, completion of end use, tours for elected officials/potential partners

Contact the Media: requests for public comment, hiring of contractor, release of public planning documents, completion of milestone, data/stats around impact (i.e. housing units created, jobs, dollars leveraged), human interest stories

Share On Your Platforms: approvals secured, meetings, secure site access, announce open RFP/RFQ, completed planning/assessment tasks, new project website, secure community feedback, all the above



Once Upon A Site...

Tips and Tricks for Telling Your Brownfield Story



"Among the many quotes that [Mr. Rogers] kept folded up in his wallet was a line from a Benedictine nun, Sister Mary Lou Kownacki: 'There isn't anyone you couldn't love once you've heard their story."

-Joanne Rogers, wife of Fred Rogers, in a 2003 interview with "The Atlanta Journal-Constitution"





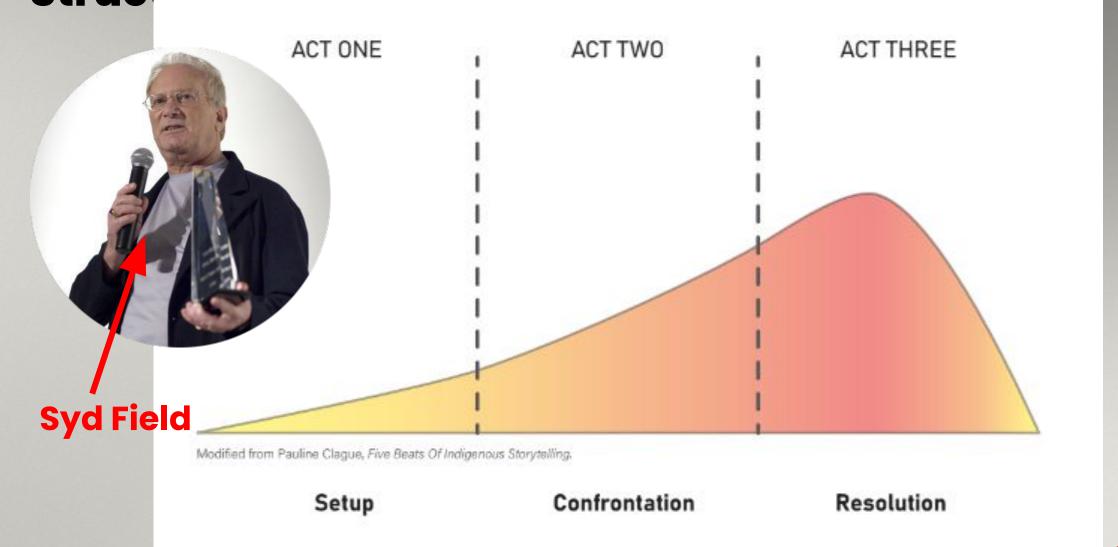
What makes a good story?



- Know your audience
- Emotion love the stories you tell
- Share your story make it relatable and/or personal
- Characters



Storytelling: Traditional Three-Act Narrative Structure

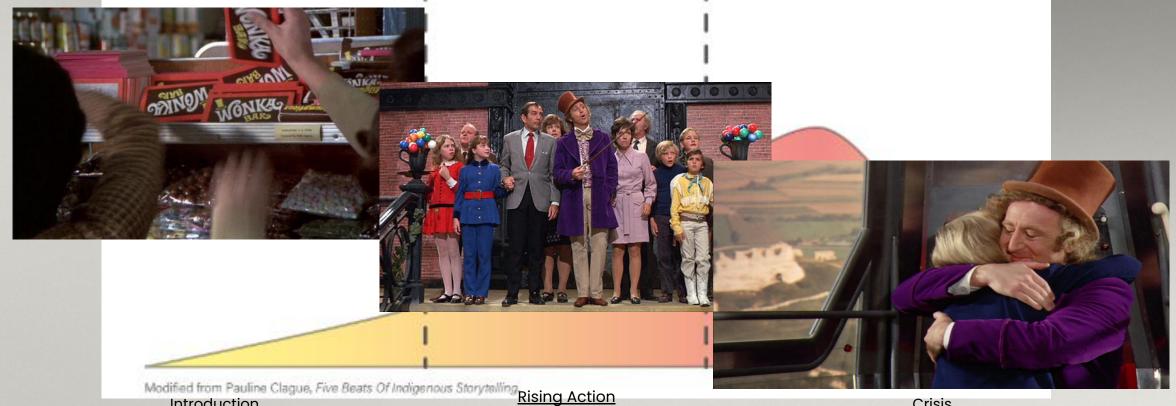




Storytelling: Traditional Three-Act Narrative Structure



Willy Wonka & the Chocolate Factory ACT THREE



Introduction

Charlie lives in poverty with his family. Grandpa Joe explained to Charlie that the gates of the Wonka Factory remain locked to prevent further sabotage from spies who were sent to steal Willy Wonka's recipes. Wonka announces that five Golden Tickets were hidden in chocolate Wonka Bars; the finders of the tickets will receive a factory tour and a lifetime supply of chocolate.

The first four tickets are found by Augustus Gloop, Veruca Salt, Violet Beauregarde, and Mike Teevee. The final ticket is found by Charlie who chooses Grandpa Joe as his chaperone. The ticket winners arrive at the factory and are greeted by Wonka himself.

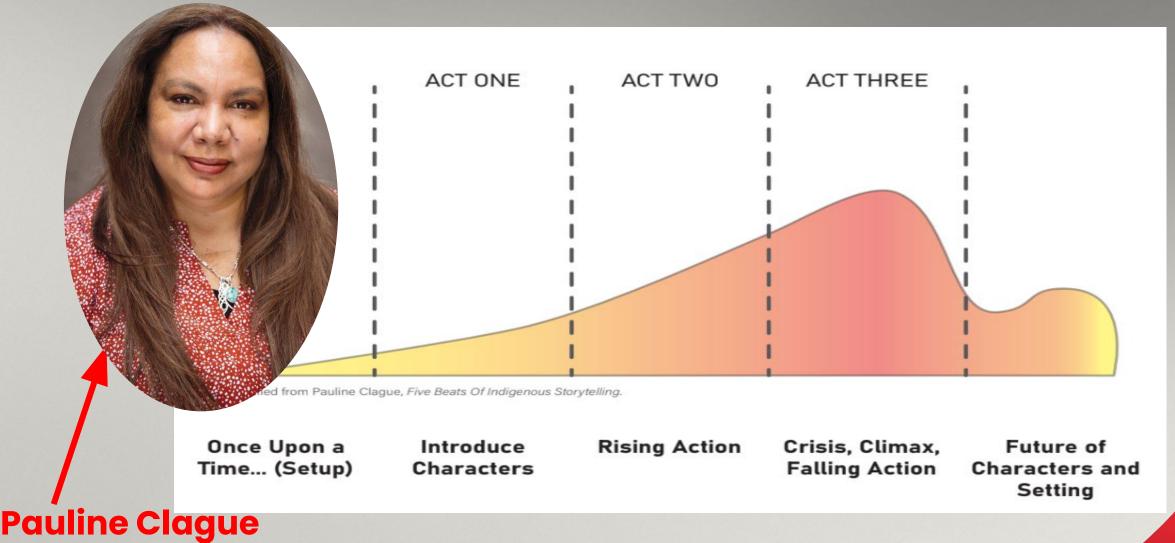
Crisis

Each child's character flaws cause them to give in to temptation, resulting in their unusual "elimination."

Falling Action

Following the downfall of the other children, Wonka announces that Charlie has passed the morality test and gifts his factory to Charlie and his family upon Wonka's retirement.

Storytelling: Five-Beat Indigenous Storytelling

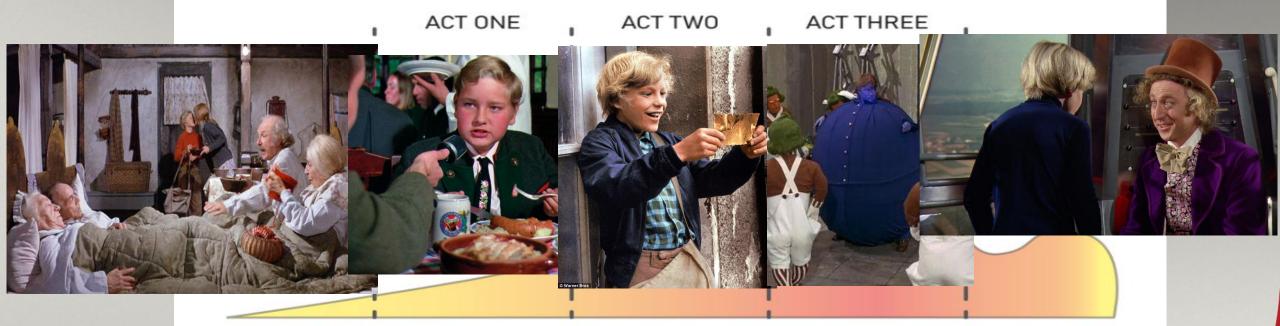






Storytelling: Five-Beat Indigenous Storytelling Willy Wonka & the Chocolate Factory





Modified from Pauline Clague, Five Beats Of Indigenous Storytelling.

Once Upon a Time...

Who is Charlie? Who does he live with? Why is his family living in poverty? What sort of challenges do the Buckets face in their small home? Who is Willy Wonka? Why did he close off his factory to this public?

Introduction

Willy Wonka announces that five golden tickets are hidden in his chocolate Wonka Bars. Children and adults scramble to buy Wonka Bars and win this lifetime opportunity.

Rising Action

Charlie finds the last golden ticket and chooses Grandpa Joe as his chaperone to Wonka's factory.

Crisis

Four of the five children are eliminated from the factory tour one-by-one due to their character's flaws (gluttony, greed, sloth, and pride).

Falling Action

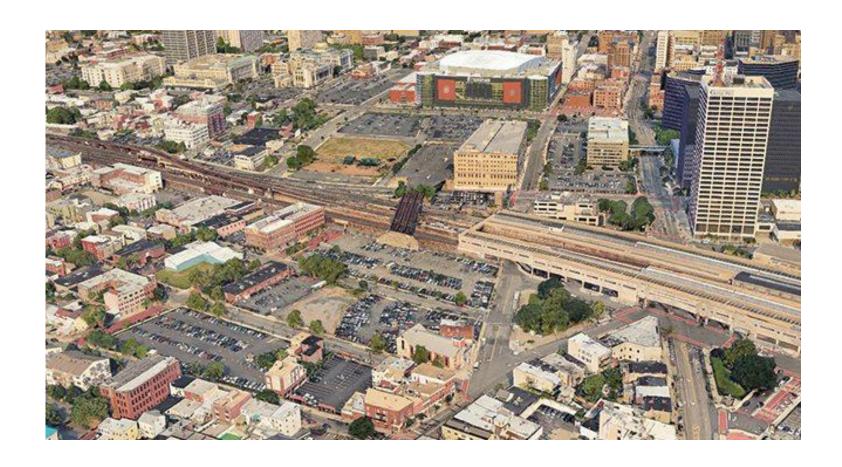
Charlie passes the morality test and is the inheritor of Wonka's factory.

Future of Characters

How does the Bucket family feel about moving in to the factory? Is the factory doing well under Charlie and Grandpa Joe's supervision? Will they open the factory to the public again?

Ironbound District – Newark, New Jersey

Dr. Ana I. Baptista







Ironbound District – Newark, New Jersey

Dr. Ana I. Baptista





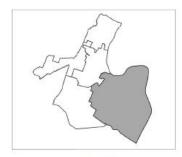


Ironbound District – Newark, New Jersey

Ironbound Toxic Tour



- Toxic Tour Stop
- 1. Independence Park
- 2. South Ironbound
- 3. Port Newark
- 4. PVSC
- 5. Chemical Row
- 6. Foot of Hawkins
- 7. St. Charles St.
- 8. Incinerator
- 9. Passaic River
- 10. Diamond Alkali
- 11. Riverbank Park









Why is it important for brownfield champions to tell their stories?

BROWNFIELDS

Can be a catapult for your next Brownfield

Show the impact it has on a community

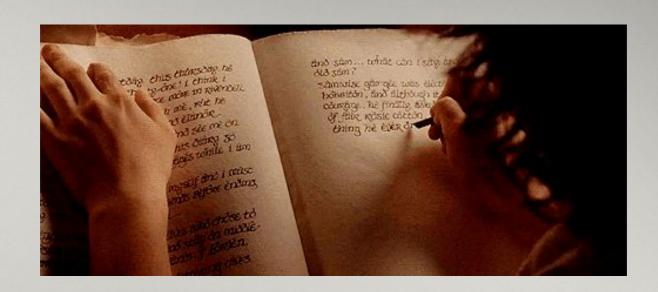


Grantors and Grantwriting

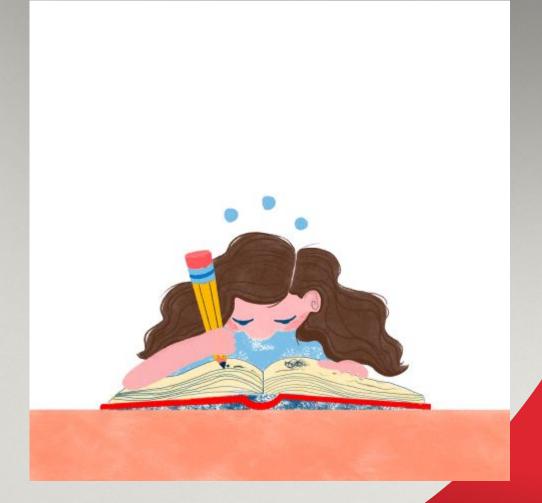
Grant Type	Max. Project Period	Max. Amount per Grant	Estimated Awards	Total per Grant Type – Bipartisan Infrastructure Law Funds	Total per Grant Type – Regular Appropriated Funds
Multipurpose	5 years	\$1,000,000	20	\$20,000,000	
Assessment (Community-wide)	4 years	\$500,000	70	\$35,000,000	
Assessment (Coalition)	4 years	\$1,500,000	39		\$58,700,000
Assessment (Community-wide for States and Tribes)	5 years	\$2,000,000	18	\$35,000,000	
Cleanup	4 years	\$500,000	10	\$5,000,000	
Cleanup	4 years	\$4,000,000	26	\$102,000,000	



Grantors and Grantwriting



Ordinary doesn't get funded.





Imagine a future...

Can you picture this Brownfield site following redevelopment? What does it look like? Are people there? What jobs were created with this new development?

Write your ideas for this site in chat!



Astoria Landfill located in Astoria, Oregon (active from 1965-1985)



Imagine a future...



Former Landfill



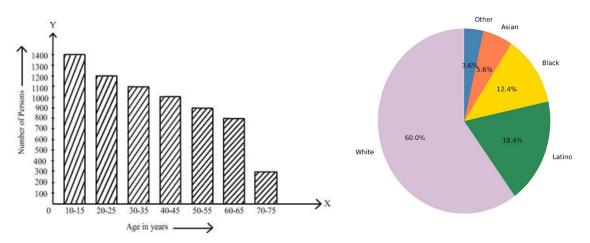


Data

What kind of data is collected during the redevelopment process?

- Community-Member Demographics
 - Average incomes
 - Race
 - Population
 - Average age
- Local Information
 - Amount of affordable housing
 - Amount of brownfield sites... and why?
 - Land acreage
 - Community goals and visions

How do we transform this?







Emotion

Can improve public engagement and appeal to a more diverse audience

Can...

- engage underserved communities
- break down polarizing barriers
- realign planning projects for inclusive long-lasting changes

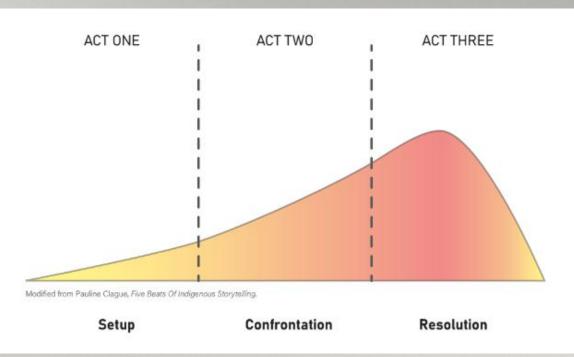
Has the **power** to synthesize different voices when identifying common hopes, aspirations, and visions of a place





Brownfields Storytelling: Three Act Narrative





Introduction

The post-war industrial decline led to factory closures throughout Johnson City, New York. These abandoned structures stood as a reminder of hard times for 40 years.

Rising Action

The sister factories
Century and Sunrise
are sold to investors.
The site is assessed
and contamination is
identified. The structure
remains intact.

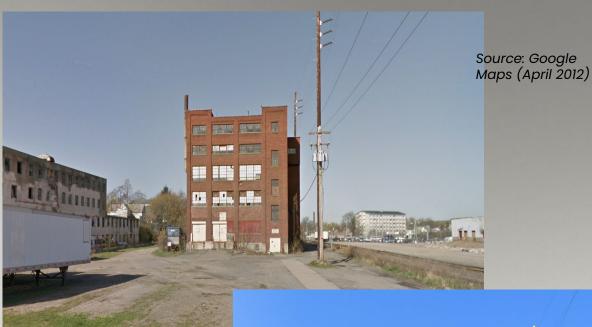
<u>Crisis</u>

The site is cleaned up and the existing structure is repurposed.

Falling Action

Century Sunrise Redevelopment opens in 2018, providing affordable housing within Johnson City.

Source: Google Maps (September 2019)



Brownfields Storytelling: Three Act Narrative

Structure - from Factory Buildings to Affordable Housing



Source: Google Maps (April 2012)



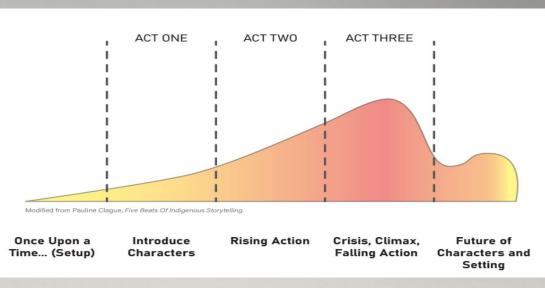
Source: Google Maps (October 2023)





Brownfields Storytelling: Beyond the Three-Act Narrative Structure (Before, After, and Beyond)







Once Upon a Time...
The Endicott-Johnson (EJ)
Corporation was a major cultural
and economic force in the
development of Johnson City. The
company treated workers fairly and
used their land to provide recreation
space for the community.

Introduction

The post-wear industrial decline led to EJ factory closures throughout the city. These abandoned structures stood as a reminder of hard times for 40 years.

Rising Action

The sister factories Century and Sunrise are sold to investors. The site is assessed and contamination is identified. The structure remains intact.

Crisis

The site is cleaned up and the existing structure is repurposed.

Falling Action

Century Sunrise Re-development opens in 2018, providing affordable housing within Johnson City.

Future of Characters

The redevelopment attracts new residents and furthers development within the city. Many former industrial sites have since been remediated and given new life, providing needs such as affordable housing and public recreation space.

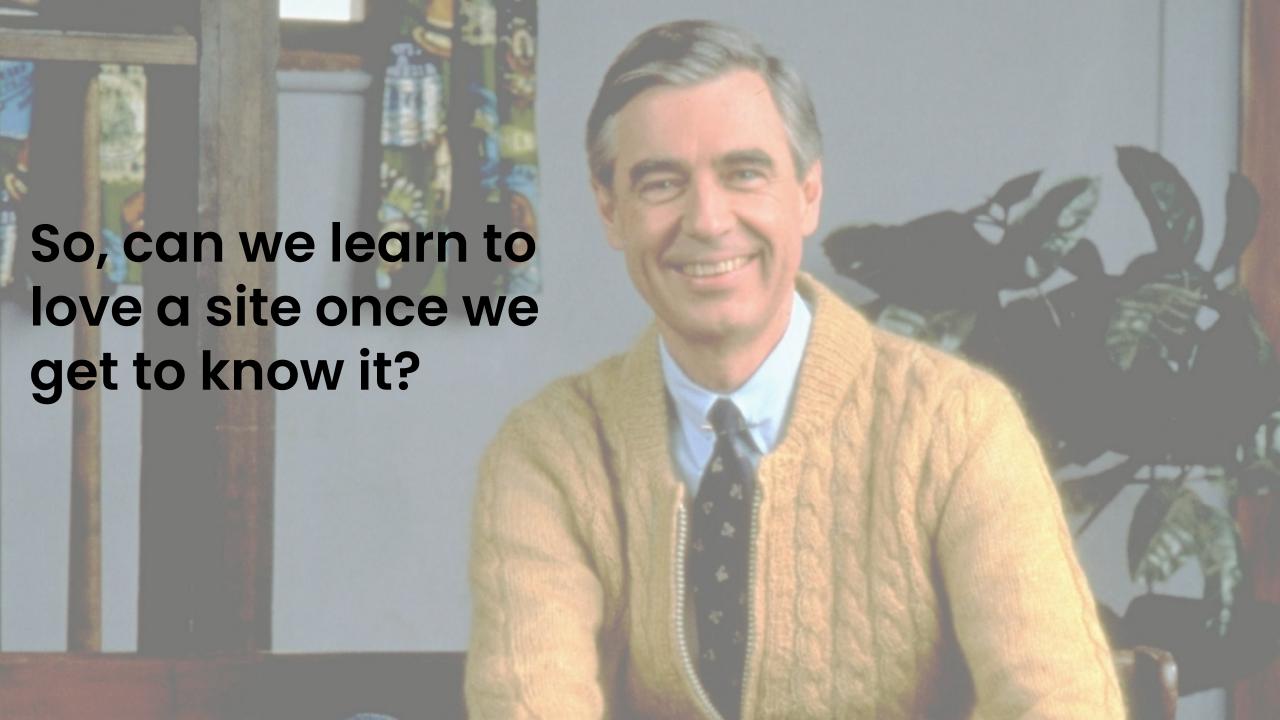


Takeaways

- Brownfields are vacant or underutilized sites with confirmed or potential contamination
- Tell stories to...
 - articulate our ideas and visions
 - appeal to different audience members
 - Support and amplify voices
 - catalyze community involvement
- Grantwriting tell the story of your site and the story of the people in your community
- Critical to gaining financial resources and partnerships









Webinar Presentation From Brownfields to Bright Future Sharing Your Brownfields Success Story

August, 14, 2025

Mayor Mila Besich - Town of Superior



BUST AND BLIGHT

1982 Magma Mine closed, mass exodus of residents and businesses left. By 1996 the mine was closed for good, our vacancy rate was higher than Detroit and New Orleans post Katrina. This blight spread across our mining region. Watching our Town turn into a Ghost Town.

TOWN WITH A MINE

- Early 2000's Rio Tinto and BHP announced a joint venture to re-open the Magma Mine the largest untapped copper ore deposit, Resolution Copper would begin. Two decades of permitting and approvals.
- This is a once in a generation opportunity taking place right now for propelling a community into its next stage of economic and community development. Due in part to the development of Resolution Copper Mine.
- Working from a strategy that guides how we work with our partners and how our service delivery is tracked with key performance indicators. We are also working regionally.
- Building strong public-private partnerships based on integrity and shared values & transparency.
- Advancing revitalization in residential and commercial properties.
- Unparalleled opportunity for investment and funding private, philanthropic and public.





DOWNTOWN REVITALIZATION





SUPERIOR MULTI-GENERATIONAL CENTER

The mission of Superior's Multi-Generational Center (SMGC) is to provide a full service "one stop", modern and safe multi-use facility accessible to all Superior residents of all ages where they can connect, recreate and learn.

SUPERIOR MULTI-GENERATIONAL CENTER OFFERINGS

The Town of Superior purchased the Old Superior High School in 2022 to serve as a comprehensive multi-generational center to provide services and amenities to the community's residents, including:

- A recreational sports gym, including basketball, pickleball, and space for assembly events.
- A fitness gym, including exercise equipment.
- A modern library with 21st century technology infrastructure.
- A business incubator, maker-space and co-working space to foster innovation and foster business growth. Including space for a skilled job training facility.
- Adult education space.
- A Senior Center with a full Commercial Kitchen.
- Community Entrepreneur Kitchen



January 2024

WELDING

As result of our partnership with Central Arizona College, Cobre Valley Institute of Technology, and Resolution Copper, our first cohort of students has completed and advanced to the next course. We have now expanded to two credit bearing courses and one non credit class for community artisans. Institute Digital Inclusion and Acceleration opened a high tech lab called the HIVE







ch 2025

Town officials and The HIVE staff cut the ribbon, officially opening the center. Photo by Debbie Torres

THE HIVE

Institute Digital Inclusion Acceleration opened a high tech lab called the HIVE. This was the first Rural HIVE developed in Arizona, the non-profit is also expanding internationally. With more Arizona HIVES coming

soon!







COPPER CORRIDOR BLIGHT BUSTERS

This was the first meeting to begin forming the Copper Corridor Blight Busters. Two Counties, Seven Municipalities and private partners, helped to kick this off in 2017.

TOGETHER, WE ARE

