CT BROWNFIELD LAND BANK
A NAVIGATIONAL GUIDE

A Brief Tour of the Land Bank’s Structure, Services, and Steps for Engagement
About the CT Brownfield Land Bank (CT BLB)

- History
- Mission
- Structure and Legal Status (501 c 3 nonprofit)
- Leadership
- Location
- Projects
What is a Land Bank?

- Land Bank versus Land Trust
- Different types of Land Banks
- Goals of Land Banks
- Cities with Land Banks
What makes the CT Brownfield Land Bank Unique?

• Exclusive focus on redevelopment of former industrial properties with existing or perceived environmental contamination
• Transactional role
• State-level land bank
• Local governments in CT are primary client/target audience
• Potential vehicle for alternative philanthropic funding
Who Do We Work With?

- PROPERTY OWNERS & DEVELOPERS
- NATIONAL, STATE AND LOCAL NON-PROFITS
- COMMUNITY BASED ORGANIZATIONS
- LOCAL GOVERNMENTS
- CT BLB
- U.S. EPA REGION 1
- LENDING INSTITUTIONS
- CT DEEP & DECD
- REGIONAL GOVERNMENTS
Why Create a Special Purpose Land Bank?

• The pervasiveness of vacant, abandoned former industrial properties—the extensive and deep industrial legacy within Conn and New England

• The opportunities to leverage brownfields redevelopment projects in your town or city as a catalyst for community and economic development

• Federal and State Environmental and Economic Development Agencies have Specialized Brownfields Grants
Why Create a Special Purpose Land Bank? (con’t.)

• Brownfields redevelopments are complex redevelopment projects where local governments may not have the expertise or capacity to tackle issues
  ➢ Brownfields require local governments to follow state and federal rules regarding environmental assessments, cleanup actions, and reuse plans.
  ➢ State and federal regulations impose legal liability for the contamination on existing owners and prospective purchasers, but special legal agreements can minimize exposure of local government to legal liability.
  ➢ State of Connecticut PREPARED Municipal Workbook – designed to help local governments navigate state environmental rules
Why Create a Special Purpose Land Bank? (con’t.)

• Banks and lenders often shy away from financing redevelopment of brownfields.

• The CT BLB can help local governments navigate the relevant elements, steps, regulations, as well support brownfields grants by working as nonprofit consultants for the local governments.
Land Bank’s Range of Brownfields Technical Services

- Individual Site Review/SWOT Analysis
- Multiple Site Strategy/Area-Wide Planning
- Financing and Funding Strategy and Assistance
- Environmental Cleanup Rules and Regulations—Liability, Risk Assessment
- Local Land Development Processes—Zoning, Permits
Developing a Project with the Land Bank

STEP 1: CONTACT OR INQUIRY

STEP 2: SCOPING MEETING

STEP 3: PROJECT PROPOSAL

STEP 4: PROJECT ACTION PLAN
Land Bank Steps of Engagement

**SCOPING MEETING**
Land Bank staff will want to find out as much as they can about the site(s), the owner(s), potential developers (if any), your organization’s experience, preliminary reuse ideas, existing land use plans, zoning, etc. A site visit might happen before or after the scoping meeting.

**SITE REVIEW/ SWOT ANALYSIS**
- No Current Developer vs. Interested Developer(s)
- Single site vs. Multiple sites
- Financial Feasibility
- Municipal Capacity
- Site Assets
- Environmental Liabilities
- Reuse Potential
- Political and Community Support (or opposition)
- State Agency Assistance and Support

**LAND BANK PROPOSAL**
Land Bank submits proposal to client for review and discussion; client accepts proposal with or without revisions or rejects proposal; land bank proceeds with action plan or requests debrief with client.

**LAND BANK ACTION PLAN**
If client accepts proposal, Land Bank develops action plan consistent with client’s priorities and circumstances surrounding the site(s); plan outlines specific tasks, activities, timetable, staffing, budgets, etc.
What are the Results/Benefits from Brownfields Development?

• **Economic Development** – new jobs, attract new business, business expansion

• **Community** – health risk reduction, blight removal, aesthetic improvement

• **Environment** – removal of contamination, securing contamination in place, ecological mitigation
Brownfields Redevelopment Projects
Cherry Street Industrial Park in Waterbury
Brownfields Redevelopment Projects
PAL Park, Waterbury
Brownfields Redevelopment Projects
Gay Street, Winsted
Area-Wide Brownfields Redevelopment

- **U.S. EPA Brownfields Program**: Assessment, Cleanup, RLF, and Area-Wide Planning Grants
- Area-Wide Lens: multiple brownfields within a defined geography (e.g., district, corridor, neighborhood)
- Benefits of area-wide approach
- Steps in area-wide: engaging relevant stakeholders and community in developing an area-wide plan or strategy
- CT BLB provides site prioritization analysis and outreach
Next Steps: What Can You Do to Partner with the Land Bank?

- Arrange a site visit and scoping meeting
- Spread the word...let your colleagues, partners know about us!
  - Invite us to discuss brownfields with your team
  - Check out our website: [www.ctblb.com](http://www.ctblb.com)
- Learn more about the catalytic benefits from redeveloping brownfields
- Make a donation and receive a tax credit receipt – we are a 501 c 3
Contact Information

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Land Banks, Brownfields, and Economic Development

Evans Paull
ev@redevelopmenteconomics.com
www.redevelopmenteconomics.com
National Vacant Property Conference, 9/30/16
## Redevelopment Economics

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<td>Brownfields Policy Analysis</td>
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<td>Carlisle, PA</td>
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<td>Green Job Strategy</td>
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<td>Philly Musician’s Live-Work Lofts</td>
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<td>Sustainable Energy linked to Redevelopment</td>
<td>NYSERDA</td>
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Land Banks, Brownfields, and Economic Development

Most land banks concentrate on vacant housing and tax foreclosure properties, but should they be thinking more broadly about vacant commercial and industrial properties (often brownfields) that have economic development potential?

> If yes, is a new type of entity required?
> Should States adopt enabling legislation to pave the way for brownfields land banks?
## Land Banks, Brownfields, and Economic Development

<table>
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<th>Redevelopment Authority</th>
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<td>Strategic acquisition; some tax foreclosure</td>
<td>Strategic acquisition; some tax foreclosure</td>
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<td><strong>Short-term vs. long-term perspective</strong></td>
<td>Long-term</td>
<td>Long-term</td>
<td>Short-and-medium term</td>
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<td><strong>Management of vacant property</strong></td>
<td>Necessary part of long-term perspective</td>
<td>Necessary part of long-term perspective</td>
<td>Property management becomes necessary when redevelopment fails</td>
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<td><strong>Land use</strong></td>
<td>Primarily residential</td>
<td>Primarily commercial/industrial</td>
<td>Primarily commercial/industrial</td>
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<td><strong>Redevelopment financing tools</strong></td>
<td>Usually residential tools – CDBG, affordable housing funds, TIF, New Markets</td>
<td>Primarily TIF, historic tax credits, New Markets, infrastructure funding, brownfields</td>
<td>Primarily TIF, historic tax credits, New Markets, infrastructure funding, brownfields</td>
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<td><strong>Isolated Sites vs. Area Redevelopment</strong></td>
<td>Mostly isolated sites</td>
<td>Mostly isolated sites</td>
<td>Mostly area redevelopment</td>
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</table>
Big Picture – Land Banks for Brownfields and Economic Development

- Local land banks with primary mission in brownfields and economic development
  - Cleveland Industrial Commercial Land Bank
  - Suffolk County
- Localities that use redevelopment authorities like an brownfields/econ devt land bank:
  - St. Paul Port Authority

- State legislation and programs
  - Oregon Brownfields Land Bank legislation
  - Michigan Brownfields Redevelopment Authorities
  - Washington State Brownfields Renewal Authorities
  - Connecticut Brownfields Redevelopment Authority
Local land banks with primary mission in brownfields and economic development

Cleveland Industrial-Commercial Land Bank

- Acquires vacant industrial sites
- Clean up, demo, site prep
- Packages incentives
- Patient re-sale and write-down
- Completed:
  - Garrett Square retail – 170 employees
  - Green City Growers greenhouse – 30 employees
- Planned:
  - 100-room hotel in Health Tech corridor

“Link 59” medical and office park planned:
  - 12-acre Midtown site
  - 150,000 sq ft and 250 jobs.
Local Economic Development agencies that act like Brownfields Land Bank

St. Paul Port Authority

- Acquires vacant industrial sites
- Clean up, demo, site prep
- Packages incentives
- Patient re-sale and write-down
- Impact:
  - 555 companies employing 24,000 people in Port’s 21 inner-city business centers.
  - Leveraged $200 million in private investment.
  - Generate $33 million a year in local tax revenues.

- 3M site, now “Beacon Bluff” – 12 parcels and 40 acres planned:
  - 650,000 sq ft of new buildings on the site
  - $40 million in new construction
  - 1,000 + jobs
  - $1,000,000 annual real estate taxes
  - Eight projects complete or underway including Moventas, wind turbine gearbox reconstruction company (above)
State Programs that facilitate brownfields land banks
Oregon Brownfields Land Bank Bank Legislation

- LBA can buy, sell, lease properties;
- Issue bonds and take on debt to acquire properties;
- Clean up properties and seek to recover cleanup costs;
- LBA does not acquire “owner” liability under existing state cleanup laws simply as a result of acquiring a brownfield;
- LBA is a separate legal entity - LBA’s actions are not attributable to the local government that creates it.
State Programs that facilitate brownfields land banks

Michigan – Brownfields Redevelopment Authorities

- Ownership – public or private
- Primary tool - TIF authority
  - Pooling of TIF revenues – cross-fertilization
- Brownfields defined to include “functionally obsolete” properties
- Area or site specific designation
- Eligible uses of funds:
  - Remediation
  - Site prep
  - Infrastructure

Kalamazoo’s BRA takes possession of strategically-located brownfields sites.

Kalamazoo – taking possession of strategically-located brownfields
State Programs that facilitate brownfields land banks
Washington – Brownfield Renewal Authorities

- Better liability protections
- New assistance to private prospective purchasers
- Priority for State funding
- Brownfield Redevelopment Trust Account
- Spokane – first BRA’s
  - Hillyard Industrial Area
  - Riverfront Park

Spokane Hillyard Industrial Area – first BRA
500 Acres
Optimal Authorities for Brownfields/Economic Development Land Bank

- Similar to economic development authority:
  - Acquire land
  - Sell bonds
  - CDE for NMTC
- Liability protections;
- Gain access to private sites;
- Seek cost recovery for cleanup costs;
- Work with state “development-ready land” designations.

- TIF authority:
  - Scattered site, as well as redevelopment district;
  - Pooling - cross-fertilization between districts/sites.
  - Use incentives to enable land-write-down;
  - Act for the city in tax foreclosure;
  - Act to clear title and expedite.
Land Banks, Brownfields, and Economic Development

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www.redevelopmenteconomics.com
National Vacant Property Conference, 9/30/16
Suffolk County, NY - Overview

• Largest county in New York State (outside New York City)
• Population: approximately 1.5 million
• Area: 2,373 square miles
• Primarily suburban, with some downtown, rural, and industrial areas
Defense and aviation industry helped fuel LI economy during cold war era

Large manufacturers such as Grumman, and the local manufacturers who supplied them
Suffolk County, NY – Superfund/NPL sites

IMAGE CREDIT - USEPA
Suffolk County, NY – Brownfield sites
Efforts by County Prior to Land Bank

5

• Number of brownfield sites acquired by tax default, and remediated by Suffolk County at a $6 million+ burden to local taxpayers, limiting the County’s ability to acquire new brownfield sites.

1

• Number of tax liens sold at Suffolk County’s 2007 auction of 41 brownfield liens
  (Per Suffolk County Tax Act, tax liens must be sold at face value, making the majority of brownfield tax lien inventory unmarketable)
Suffolk County - 2013

- **133**
  - Tax-Delinquent Parcels denied for taking by County Division of Real Property due to real or perceived contamination

- **$35 million**
  - In outstanding tax liens on brownfield and superfund parcels, dating back as far as 1989

- **$3 million**
  - In annual burden to County taxpayers, making other taxing jurisdictions whole on liens held by County
Land Banking in New York

Article 16 of the NYS Not-for-Profit Corporation Law (Land Bank Act), signed into law by Governor Cuomo in July 2011, allowed for the creation of a limited number of land banks in New York State.

Currently there are 10 Land Banks in New York State, with Suffolk as the only Land Bank focused exclusively on Tax Delinquent Brownfields and Zombie Foreclosures.

Powers of a Land Bank in New York State

1. Obtain real property or tax lien at low or no cost through the tax foreclosure process
2. The right of first refusal to purchase properties being sold after tax foreclosure
3. Hold real property tax-free
4. Clear title and/or extinguish back taxes
5. Lease properties for temporary uses
6. Negotiate sales based not only on the highest bid but also on the outcome that most closely aligns with community needs (i.e. workforce housing, a grocery store, or expanded recreational space)

1 New York State Land Banks: Combating Blight and Vacancy in New York Communities
Decision to Create a Land Bank

In January 2012, Suffolk County initiated a feasibility study to form a land bank as a tool to address the County’s tax-delinquent brownfield properties.

Opportunities with Land Bank Creation

- Re-think County policies regarding tax-delinquent brownfields
- Reinvest in vacant underperforming properties
- Renew neighborhoods and rebuild the tax base
- Facilitate sustainable local economic development
- Incentivize private sector involvement in the remediation and redevelopment of real or perceived environmentally contaminated commercial and industrial properties
- Enforce Tax-Delinquency on industrial and commercial properties
Prior to Land Bank

- **Brownfield Becomes Tax Delinquent**
- **Property Flagged for Review**
- **Brownfield Listed as “Do Not Take” by County**
- **Property Not Foreclosed, Lien is Unmarketable**

No feasible action available to return property to tax rolls

Land Bank process

- Land Bank utilizes grant funding to perform environmental site assessments and assess level and nature of contamination on property
- Land Bank can accept tax lien from Suffolk County and sell at **market value** to qualified developer interested in remediating the site
- Process keeps Suffolk County out of chain of title, therefore **limiting environmental cleanup liability to taxpayers**

Per the Suffolk County Tax Act:
- Tax liens must be sold at face value of the lien
- In many cases, this amount exceeds the property value

TAX LIEN CAN BE SOLD, THEN FORECLOSED, REMEDIATED BY PRIVATE SECTOR
Mission
To efficiently facilitate the return of distressed and underutilized properties within Suffolk County to productive uses consistent with the comprehensive plans of the jurisdictions in which they are located.

SCLBC Brownfield Programmatic Goals
• Attract private sector investment to remediate and redevelop tax-delinquent brownfields
• Provide an enforceable remedy to tax-delinquent brownfield owners
• Utilize a cross-agency team of County personnel on an as-needed basis, leveraging a variety of expertise and eliminating need for a separate Land Bank staff
• Perform environmental due diligence
• Acquire and resell tax liens
Suffolk gets OK to create land bank

BY PAUL LAROCCO
paul.larocco@newsday.com

Suffolk County has gotten state approval to create a land bank that could spur the cleanup of 133 contaminated properties and their return to the tax rolls.

The county learned yesterday that the Empire State Development Corp. had granted its application to form the nonprofit, after failing to win approval last year. This year, the county bolstered its chances by getting resolutions of support from most towns.

Supporters say land bank status improves the chances of selling brownfield parcels, including old auto repair shops and gas stations. A land bank can seek grants for cleanup and can foreclose on tax-delinquent properties.

Past efforts by the county to sell tax liens on the properties often have failed because of the cost of removing contaminants.

“This is something that makes total sense,” said County Executive Steve Bellone, noting that he has long been frustrated by the problem of brownfield properties, dating back to his days as Babylon supervisor. “They're blights to the communities, not contributing to the tax base, and some have environmental issues.”

Legis. DuWayne Gregory (D-Amityville), who sponsored the land bank plan with Legis. Tom Cilmi (R-Bay Shore), said it will be the “most effective tool the county's ever had to make tainted properties habitable, and make impoverished communities economically viable.”

Cilmi added: “I'm thrilled that an issue that has been so vexing for so long is finally being addressed.”

Officials anticipate moving the first sites into the land bank this summer.
Notification Efforts

In early July 2013, the SCLBC and the Suffolk County Treasurer’s Office sent out notification to potential land bank eligible property owners to inform them of potential action.
Initial Work Performed

Brownfield Inventory & Categorization

• NPL / State Superfund/Non-Superfund
  – Leverage: NYSDEC and EPA databases
  – Leverage: Suffolk County Health Dept. and Division of Real Property inspectional data

• Initial target properties (low hanging fruit)
  – Vacant properties
  – Not currently undergoing long-term remediation
  – Long history of tax-delinquency with no apparent resolution in sight
Environmental Due Diligence

**Inventory**
- Property is reviewed at the County level.
  - SC Health Dept. History (SCDHS)
  - Current and former uses
  - DEC and EPA history

**Phase I**
- If no history of Superfund remediation is indicated ESAs are performed
- Phase I ESA – determine potential for contamination
- If Phase II recommended, initiate site access procedure

**Site Access**
- Via SCDHS, request permission for access and inspection
- If permission not granted, formal hearing process initiated
- Administrative warrant issued by SCDHS Commissioner
- Court order requested to validate due process

**Phase II**
- Test for soil and groundwater issues
- Examine structures for asbestos and lead paint
- Determine remediation necessary and potential cost
Coordinating Site Access
Suffolk County Landbank - Partnerships

Suffolk County provides staffing via its Department of Economic Development and Planning, as well as technical assistance via its Department of Health Services and resources via its Treasurer’s Office, and Sherriff’s Office.

USEPA via its Targeted Brownfields Assessment program provides direct assistance in the form of Phase I and II investigations.

NYS Office of the Attorney General provides programmatic grant for additional Phase I and Phase II investigations, as well as administrative costs, via Community Revitalization Initiative program, utilizing bank settlement funds.

NYSDEC provides technical assistance as well as institutional data and knowledge regarding sites with known contamination and/or remediation efforts and is a signor to a key multi-jurisdictional agreement.

NYS Office of the Comptroller’s Oil Spill Fund is a signor to a key multi-jurisdictional agreement.
Lien Transfer Process

Tax Liens ➔ Administrative Foreclosure ➔ Deed
Property Transfer Process

RFP Process
- Proposals solicited and reviewed
- Decision to move forward by Suffolk County Landbank board

Lien Transfer
- SCLBC requests lien transfer into Land Bank
- Transfers must be authorized via duly adopted resolution of Suffolk County Legislature

Contract Period
- Contract will contain provisions for the cleanup and redevelopment of the site (as is applicable)
- Land Bank required to give notice to property owner

Tax Lien/Deed Transfer
Suffolk County Comptroller issues tax deed, converting lien(s) to fee simple absolute title in name of developer

Developer Owns Title

Remediation
Environmental remediation by developer (pursuant to redevelopment agreement with Landbank)
Suffolk County issues RFP to revitalize eight brownfield sites

A Request for Proposals has been issued by the Suffolk County Landbank to revitalize eight brownfield sites in Islip, Babylon and Smithtown, county officials have announced.

The sites have been tax-delinquent for an average of 19 years and all together owe over $11 million in taxes, according to a news release. What is set to be a public-private partnership "will help revitalize communities by returning blighted properties into productive, tax-paying parcels that would help create jobs and improve quality of life," the news release states. More than $570,000 in yearly property taxes could be collected from the properties once they are back on the tax roll.

SUFFOLK COUNTY
8 brownfield sites
up for revitalization

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The sites include former businesses. In Bay Shore: Hubbard Power and Light; a gas station on Brentwood Road; and Serv-All Laundry; Lawrence Junkyard in Islip; Liberty Industrial Finishing in Brentwood; Stein and Giannotti/Medigen in West Babylon; Jericho Marine in Lindenhurst and Steck Phibin Landfill in Kings Park.

“We are thrilled to announce that these eight blighted, brownfield sites will soon be restored to productive use in their respective communities,” Suffolk County Legislature Presiding Officer DuWayne Gregory, who sponsored the legislation that created the Landbank, said in a statement.

The Landbank — a not-for-profit established in 2013 that gives the county the ability to acquire and dispose of tax liens and/or redevelop tax-foreclosed properties — allows the county to get control of brownfield and superfund sites, which are normally exempt from tax foreclosure due to "potential environmental liability," the county states.

More than 70 property owners have come forward to pay back taxes under the program, totaling $4.5 million, the county states. The liens are sold at less than face value to developers who remediate and revitalize the sites.

The Request for Proposals can be found at suffolkcountylandbank.org and are due March 25.
RFP Due Diligence

- RFP issued January 22, 2016
  - Posted on Landbank website, NYS Contract Reporter, and Oppsites
  - Direct email marketing to interested parties
  - Distribution to Board of Directors for dissemination to interested parties
  - 2000+ views on Landbank RFP notification page
  - 450% increase in overall Landbank webpage views during RFP marketing period

- Independent Review of Proposals by Landbank staff & Counsel
- Reference Checks
- Reconvene with Town Planning officials to review potential site reuse
- Review site reuse with NYSDEC and SCDHS
- Interview all Proposers
- Meet with County experts regarding proposals (DPW, SCDHS, EDP)

- Narrow down proposals based on above due diligence
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<tr>
<th>Property Name (Owner of Record) / SCTM#</th>
<th>Street Address</th>
<th>Hamlet</th>
<th>Town</th>
<th>Acres</th>
<th>Tax Liens as of Apr 2016</th>
<th>2015 Tax Bill</th>
<th>Proposals Received</th>
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<tr>
<td>Former Liberty Industrial Finishing (Liberty Industrial Finishing Corp.)</td>
<td>0500-136.00-03.00-009.000</td>
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<td>Kings Park</td>
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<td>Former Hubbard Power and Light (Hubbard Power &amp; Light, Inc. - Owner of Record)</td>
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<td>Former Serv All Laundry (8 Drayton Ave., Inc. - Owner of Record)</td>
<td>0500-224.00-01.00-092.001</td>
<td>8 Drayton Ave</td>
<td>Bay Shore</td>
<td>Islip</td>
<td>0.46</td>
<td>$1,216,408</td>
<td>$59,981</td>
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<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td><strong>34.09</strong></td>
<td><strong>$12,337,346</strong></td>
<td><strong>$542,716</strong></td>
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</tbody>
</table>

* $116,461 includes $88,213 for demolition by Town of Babylon and $28,248 ongoing taxes
<table>
<thead>
<tr>
<th>Proponent</th>
<th>Details</th>
<th>Properties Proposed</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Respondents and Properties Overview</strong></td>
<td></td>
<td>$500K over 20 years**</td>
</tr>
<tr>
<td><strong>Proposer</strong></td>
<td><strong>Proposer Details</strong></td>
<td></td>
</tr>
<tr>
<td>Ecological Engineering of Long Island</td>
<td>Developer has experience with residential solar development. Proposed startup – crowdfunded solar developer</td>
<td></td>
</tr>
<tr>
<td>27A Erland Rd, Stony Brook, NY 11790</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shawn Nuzzo - President</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A.D. Real Estate Investors</td>
<td>Developer with 8 retail centers in Suffolk County. $67MM in total assets/equity.</td>
<td></td>
</tr>
<tr>
<td>45 Cuttermill Rd, Great Neck, NY 11021</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aaron Daniels – Vice President</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Joseph and Samuel Habibian</td>
<td>Father/Son development team, with experience redeveloping small scale brownfields in Nassau County. $40MM in total assets/equity.</td>
<td></td>
</tr>
<tr>
<td>23 Front St, Suite 1P, Hempstead, NY 11550</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Samuel Habibian</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fuelcell Energy</td>
<td>Publicly traded alternative energy developer. $277MM in total assets. $94MM in equity.</td>
<td></td>
</tr>
<tr>
<td>3 Great Pasture Rd, Danbury, CT 06810</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Michael Bishop - SVP and CFO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Powercrush Inc</td>
<td>Operator of recycling facility. Proposed joint venture with Vision Associates, LLC and proposed solar by BQ Energy. $10.2MM in assets, $1.6MM equity</td>
<td></td>
</tr>
<tr>
<td>140 Old Northport Rd, Kings Park, NY 11754</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Toby Carlson - President</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kabir Javid/Suffolk Realty</td>
<td>Realtor/Developer. $1.3 MM in total assets, $400K in equity.</td>
<td></td>
</tr>
<tr>
<td>700 Lakeland Ave, Bohemia, NY 11716</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kabir Javid, Patrick Curtis – Broker / Owner</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Number of Proposals | 2 | 1 | 2 | 3 | 1 | 1 | 1 | 5 | 16 |

*Proposals with asterisk are for $100.00

** Ecological Engineering also proposed an alternative payment scenario
RFP Recommendations

- **Site #1** – Former Liberty Industrial Finishing:  
  A.D. Real Estate Investors - Retail

- **Site #2** – Former Stein and Giannott:  
  Joseph and Samuel Habibian - Industrial

- **Site #3** – Former Jericho Marine:  
  Joseph and Samuel Habibian - Retail

- **Site #4** – Former Steck Philbin:  
  Powercrush - Solar
Site #1 – Former Liberty Industrial Finishing
500-550 Suffolk Ave, Brentwood, NY

Recommended Proposer: A.D. Real Estate Investors
Past Use: Industrial Plating Facility
Proposed Site Re-use: Retail/Office/Bank Shopping Center Development - 30,000 Sq Ft
Purchase Price: $500,000
Estimated Cleanup: $825,000 per proposer team

<table>
<thead>
<tr>
<th>Quick Facts:</th>
<th>Zoning: Industrial</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Acres: 4.24</td>
<td>2015 Taxes: $34,775</td>
</tr>
<tr>
<td>Tax Liens: $1.4 million</td>
<td>Distance from LIRR: 0.5 mi.</td>
</tr>
<tr>
<td>Years Delinquent: 19</td>
<td>Legislative District: 9 - Martinez</td>
</tr>
</tbody>
</table>
Site #2 – Former Stein and Giannott
95 Eads St, West Babylon, NY

Recommended Proposer: Joseph and Samuel Habibian
Past Use: Medical Waste Business
Proposed Site Re-use: Dry Industrial/Warehouse/Office, rehab existing building.
Purchase Price: $100,000
Estimated Cleanup Cost: $475,000 per Landbank Phase II
Site #3 – Former Jericho Marine
269-271 Montauk Hwy, Lindenhurst, NY

Recommended Proposer: Joseph and Samuel Habibian
Past Use: Gas Station / Marine Supplier
Proposed Site Re-use: Retail/Commercial, Single Story, 5000 sq ft
Purchase Price: $120,000
Estimated Cleanup: will vary depending on DEC monitoring results

<table>
<thead>
<tr>
<th>Quick Facts:</th>
<th>Zoning: Split (commercial &amp; residential)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Acres: 0.49</td>
<td>2015 Taxes: $88,213 demo cost + $28,248 ongoing taxes</td>
</tr>
<tr>
<td>Tax Liens: $844,133</td>
<td>Distance from LIRR: 1.06 mi.</td>
</tr>
<tr>
<td>Years Delinquent: 25</td>
<td>Legislative District: 14th - McCaffrey</td>
</tr>
</tbody>
</table>
Site #4 – Former Steck Philbin Landfill
Old Northport Rd, Kings Park, NY

**Recommended Proposer:** Powercrush, Inc.

**Past Use:** Sand mine, illegally backfilled with C&D debris

**Proposed Site Re-use:** Solar Farm (contingent on PSEG RFP Award)

**Purchase Price:** $25,000/year for 20 years (total of $500,000)

**Estimated Cleanup Cost:** $10 million per DEC
Other Four Sites in RFP

**Former Hubbard Power and Light**, 1600 5th Ave, Bay Shore
- Fuel Cell park proposal received - $1,000,000 tax lien offer
- Proposal contingent on PSEG RFP award
- Landbank to work with proposer to refine proposal and monitor PSEG process
- Possible site for 2nd round of transfers

**Former Gas Station**, 1460/1490 Brentwood Rd, Bay Shore
- Joseph and Samuel Habibian: Proposal to remediate and renovate for use as gas station/auto repair shop
- Tax lien offer is $150,000
- Site is currently tenant-occupied as an auto repair shop
- Possible site for 2nd round of transfers

**Former Lawrence Junkyard**, 156 Grant Ave, Islip
- Fuel Cell park proposed, however proposal would need to address high remediation cost and land use issues (site borders residential)
- Proposal contingent on PSEG RFP award
- Landbank to pursue further marketing options on this site

**Former Serv All Laundry**, 8 Drayton Ave, Bay Shore
- No viable proposal received
- Landbank to pursue further marketing options on this site
Next Steps

- Resolutions transferring the liens for each property Laid on the Table with Legislature
- Resolutions considered and adopted by full Legislature
  - Landbank holds the Liens for 30 days to complete mandatory final notices
- Development agreement negotiated and executed
- Closing
  - Purchase price paid
  - SC Comptroller performs administrative foreclosure
  - Title issued to developer
- Identify next sites for marketing
Lessons Learned
For more information:
www.suffolkcountylandbank.org