

How to Re-develop a Brownfield or Acquire Any Property with a Little Dirt on It

Views from a Brownfield Redeveloper

Eric Williams
President & CEO



Drivers for Developing Brownfields

- Developers wanting property
 - Economics must work
 - Risk must be worth it
- Municipalities wanting to revitalize
 - No
 -
- Owners wanting to maximize real estate
 - Increase
 - To change the property economics



Brownfield redevelopment is about
ECONOMICS and RISK

Risk Evaluation

Environmental

- Cost of Cleanup
 - Regulatory
 - Technical
- Third party
 - Off-site owners
 - Regulators



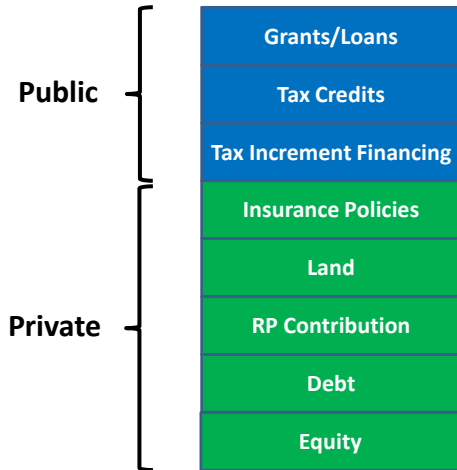
Real Estate

- Entitlement
 - Approvals to develop
- Market
 - Ability to sell

Comprehensive Risk Management

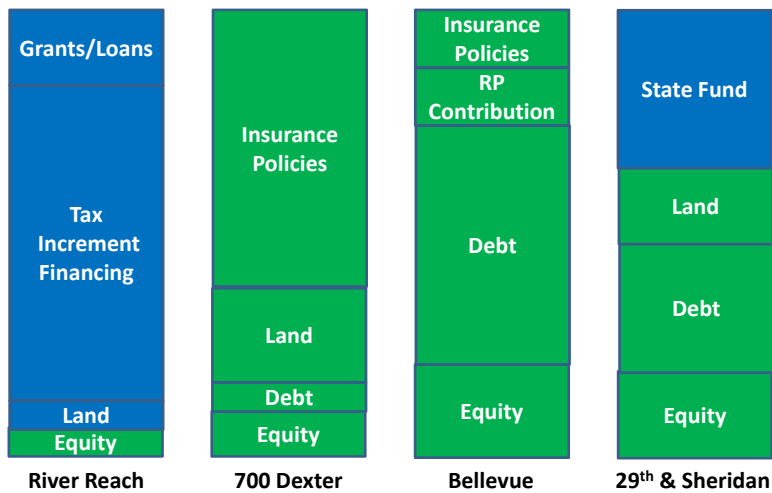


Building the Capital Stack



Frontier  Renewal

Capital Stacks of Four Projects



Frontier  Renewal

**How to Re-develop a Brownfield or Acquire
Any Property with a Little Dirt on It**

Eric Williams

Ewilliams@FrontierRenewal.com

303.521.5805

www.FrontierRenewal.com

Frontier  Renewal