



Building the Right Team

The Government Members Of The Team

Presented by
Mike McKenzie-Bahr
*Lane County Community &
Economic Development*



Today's Agenda

- The Government Perspective on brownfield projects
- The Benefits of Government as team members
- Meeting with Government
- Elements of Team Success



The Government Perspective

- Government can and should be proponent of redevelopment
- Why we want redevelopment –
 - Environmental cleanup
 - Property taxes
 - New jobs
 - Social justice



Government as Team Member

- Government can help developers, sellers and buyers through:
 - Technical capacity of multiple agencies
 - Improved Permit processing
 - Additional partner, team members
 - Documents, credibility to get funding
 - Grants
 - Loans





The Project Advantage

- Meet with local government to discuss project as early in project development as possible!
- Bring them on as a team member!



Outcome of the Meeting

- Ensure that you have the same understanding as Government of what the team members will deliver.
 - Talking this through with them and agreeing the way forward will alleviate much of any concern they may have about your project
- Set objectives of team members.
 - Clear expectations regarding what developer will do and what Government will do
- Summary of Government assistance
- Government staff as Team Member



Before the Meeting

- Create one page project summary to hand out and review
 - Identify issues:
 - Land Use; Permitting; Development timelines –
 - Identify Risks
 - Timelines
 - Budget and Status of Funding
- Pictures and Drawings



At the Meeting

- Specific Project Goals: What is project and what will be accomplished.
 - Specific measurable outputs and outcomes.
 - Timelines and budgets.
 - Permitting
 - Due diligence – Phase 1 often done late
- Role of Partners and Team Members.
 - Role of Government as team member:
 - Are we proponent or regulator? – Yes



Specific Project Goals

- Projects should address Government Strategic Plan goals:

Example: At Lane County, I evaluate projects upon how they -

- Improve Lane County's net job growth, per capita income, wages, and employment factors;
- Target Lane County Cluster industries;
- Do not violate land use or other local regulations;
 - Project may need land use or other change before starting
- Project Status – Readiness to proceed & Partners.



Team Members

- Public and private sector members working in partnership to develop project goals.
- Commitment of members to work toward defined project goals.
- Team members that complement each others skill sets.





Makes Your Team A Success

- Focus on Results of the project
- Have a team lead for each element of the project
- Make your team accountable:
 - Ensure they know elements of the project they are responsible for delivering
 - No matter how talented a team you pull together, if members don't understand what type of contribution is expected of them, they'll turn in a forgettable performance.
- Do not be afraid to stress success

