



Smart Site Due Diligence



Slide 1

- C0** There are font inconsistencies throughout with inconsistent uses of 20, 18, and 16.
Footers are inconsistently applied.
Roboto Black and Roboto Medium are also inconsistently used (references pages 17 and 18 for example)
CESO, 2023-09-14T11:23:57.411

Hello!

Nice to Meet You



Mark Belmont, PE
Energy Market Leader

25+
Years
of Industry
Experience

40 +
States
of Site
Evaluation
Projects

300+
Projects
for Site
Evaluation

Hello!

Nice to Meet You

Sara Krampe, PWS

Environmental Manager

13+

Years
of Industry
Experience

1500+

Acres
of Due Diligence
for Renewable
Energy Projects

200+

Environmental
Impact
Assessments



A Little About CESO



35+ Years
In the Business



12 Offices
Across the Nation



Finding Purpose
Through Serving Others

A Culture of Service

Finding Purpose Through
Serving Others



Our Services



Survey



Civil Engineering



Environmental



**Landscape
Architecture**



Architecture

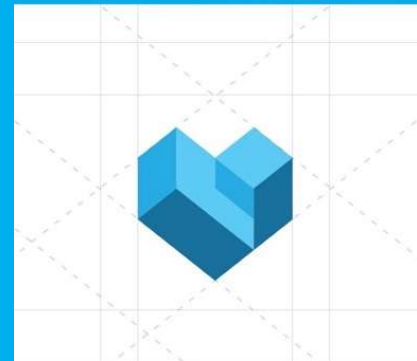
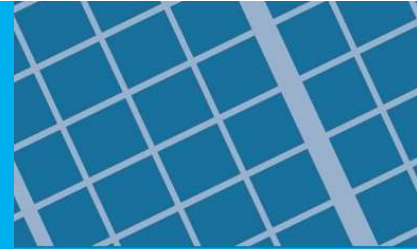


Interiors



Smart Due Diligence

What to Do, In What Order, and
When In the Process



When to Spend Money

Smart Due Diligence

We are here to find reasons to **kill your project**.
If it passes this process, your site is at far less risk, giving you a better understanding of hurdles and cost involved.



What can be developed?



What is the process?



What is the timeline?



What is the cost?

Why is it so Important?

Smart Due Diligence



Time is money



Extensions to hold property



Guarantees to be Supplying power



Interest on loans
Locking in rates while they are good

What are the Steps?

Smart Due Diligence

- Evaluate factors such as identified costs, risks, and timelines
- Build this into your proforma and project schedule
- Determine whether to move forward or not at every stage



Engaging Your Experts

Smart Due Diligence



The earlier the better

CO

- Engage civil engineers, survey, geotechnical, environmental and construction early on



Lock in fixed fees for due diligence efforts



Slide 11

C0 The non-bulleted text on this page is 18 but 20 on the other pages
CESO, 2023-09-14T11:22:04.882

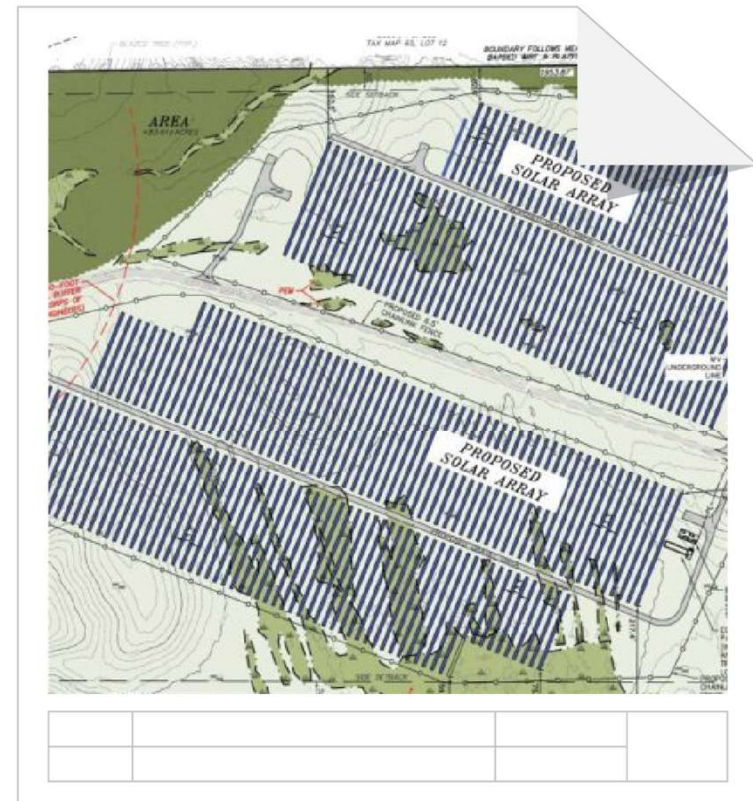
What are the Steps?

Smart Due Diligence

01 Conceptual Planning

Lot fit plan

Does your use fit within the proposed property lines?



What are the Steps?

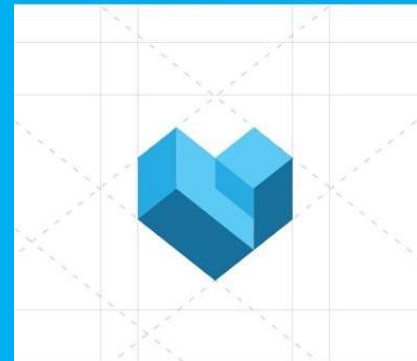
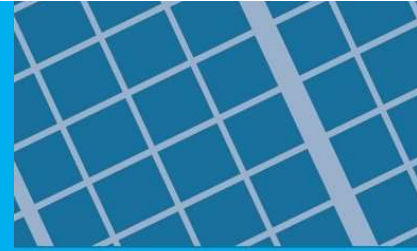
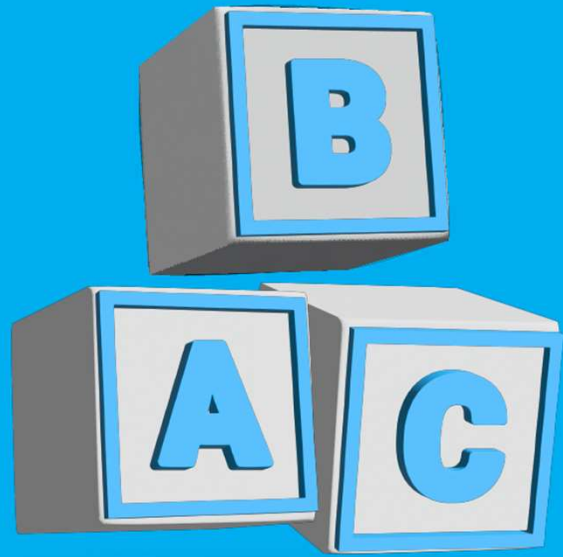
Smart Due Diligence

02

Site Investigation Report

- Zoning
- Utilities
- Flood Analysis
- Traffic
- Access
- Entitlements
- Permitting
- Schedule
- Desktop Environmental Study





Due Diligence

Knowing the Requirements

Site Investigation Report

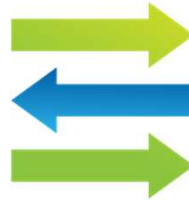
Due Diligence



What is the process?



What permits do we need?



What can run concurrently?



Who is involved & what is their role?



Ask the question
“What else should we know to make the process smoother?”

Site Investigation Components

Due Diligence



Executive Summary



Entitlement Process

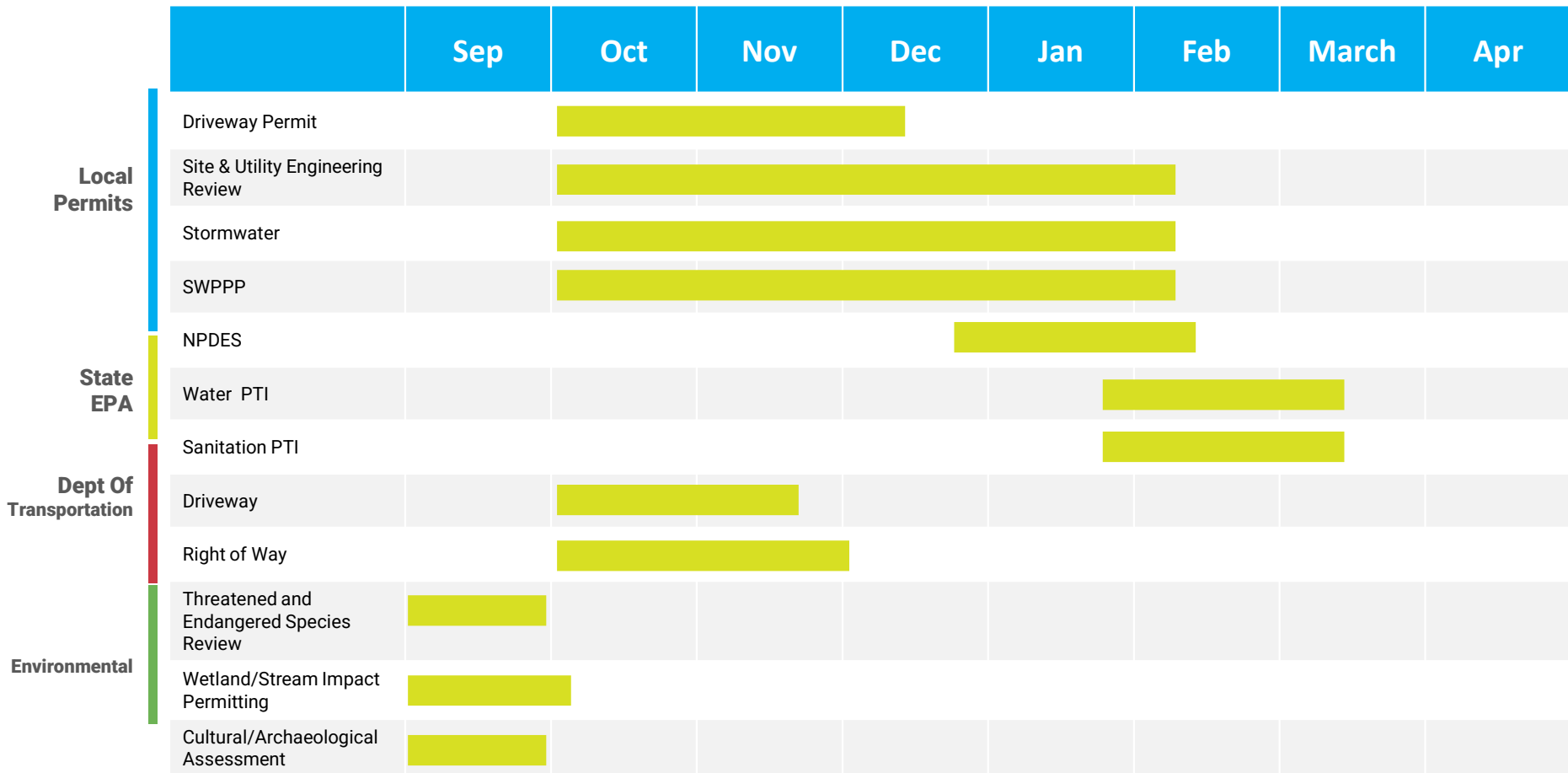


Permitting Schedule



Development Fee Summary

Timeline Awareness



Initial Engagement

Due Diligence



Define if it is the right project or kill it before you waste too much time and effort



In person when possible



Ask how to expedite



Get checklists and then discuss



Beat the Stereotype

Due Diligence



Be as forthcoming
as possible



Make it about their
community and a
win-win

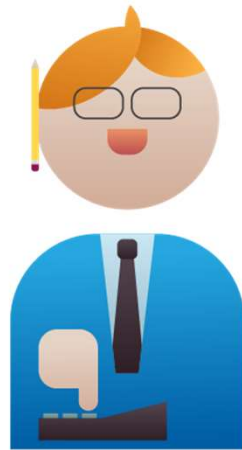


Build Relationships

Due Diligence



Mayor



**Economic
Development
Director**



Wardsman



**City/County Staff
(Planner/Engineer)**

Reviewers/Permitting

Due Diligence



Treat them with respect



Earn their respect



Make their job easier



Get to know them



Perseverance is Key

Due Diligence



Calls & Emails

Ask all your questions at once if possible, or schedule an in-person meeting



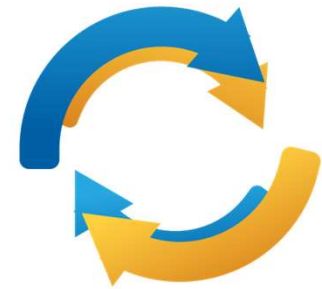
Contacts

Limit the number of contacts; try to have consultants and/or land-use attorney present up front



Bidding

If bidding your consulting work, do not allow them to contact the city



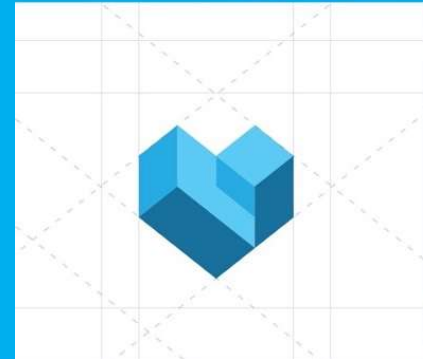
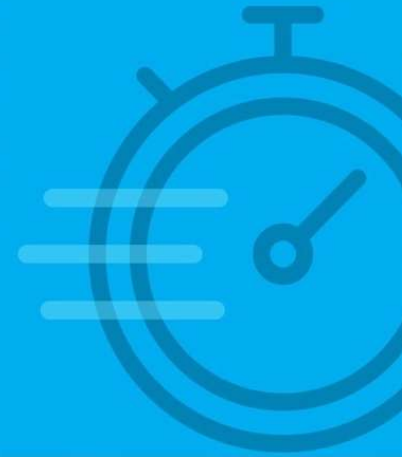
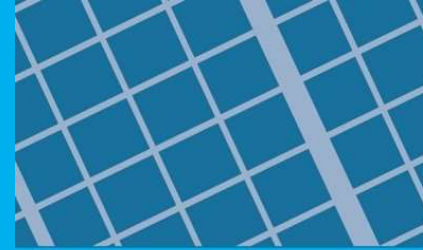
Follow Up

Send a thank you note after meeting with them



Entitlements

Board & Commissions



Types of Entitlement

Entitlements

Entitlement Approvals

- Zoning Text Amendment
- Rezoning
- Variance
- Conditional Use Permit
- Special Use Permit
- Site Plan Approval



Types of Entitlement

Entitlements

Approving or Recommending Boards/Commissions

- Planning Commission/Board
- Board of Zoning Appeals (BZA)
- City Council
- Technical Review Committee (TRC)
- Architectural Review Board (ARB)



Zoning Text Amendments & Rezoning

Entitlements

Text Amendments

- Rewriting the zoning text of the AHJ
- Becomes NEW text for the rest of time and has implications outside of just the proposed development
- Used when use or operation cannot fit within the current zoning regulations
- Can take 8 – 12 months to complete
- Frequently needs Planning Commission and City Council approval
- Riskiest entitlement



Zoning Text Amendments & Rezoning

Entitlements

Rezoning

- AKA Zoning Map Amendment
- Amending the zoning district designation to a more appropriate district that allows the proposed use
- Rezone needs to be harmonious with the neighboring properties AND in line with any comprehensive plans
- Frequently needs Planning Commission and City Council approval



Variations

Entitlements

- Seeking relief of a specific zone code
- Need to provide a case for hardships; many AHJs have a specific criteria that must be met to be considered a hardship
- More judicial type hearing
- Rulings stay with the property forever
- Many times, used as a “case study” for other variance requests
- Will go before a Board of Zoning Appeals (BZA)



Special Use & Conditional Use Permits

Entitlements

Special Use Permit (SUP)

- Approval of a use that is not allowed by right within a zoning district but is generally viewed to be supported by the AHJ of the existing land use
- Many times, SUP will be needed for a secondary use that is not permissible by right. (ie., Outdoor storage)
- Frequently needs Planning Commission approval

Conditional Use Permit (CUP)

- Use is approvable IF specific conditions can be met. These conditions either come from Zoning Code or are provided/agreed to in a hearing
- Typically, will require Planning Commission Approval

Site Plan Approval

Entitlements

- Use is approved by right
- AHJ is seeking confirmation that ALL zoning codes have been met with the proposed development
- Can be an administrative approval OR approved by Planning Commission
- Planning Commission meetings will typically be a “Public Meeting” but not necessarily a “Public Hearing”
- A “Public Meeting” is a meeting that the public can attend but offer no comment specifically about the project
- A “Public Hearing” is a meeting where the public is invited to offer comment and/or testimony in favor or opposition to the project



Gain Local Support

Entitlements

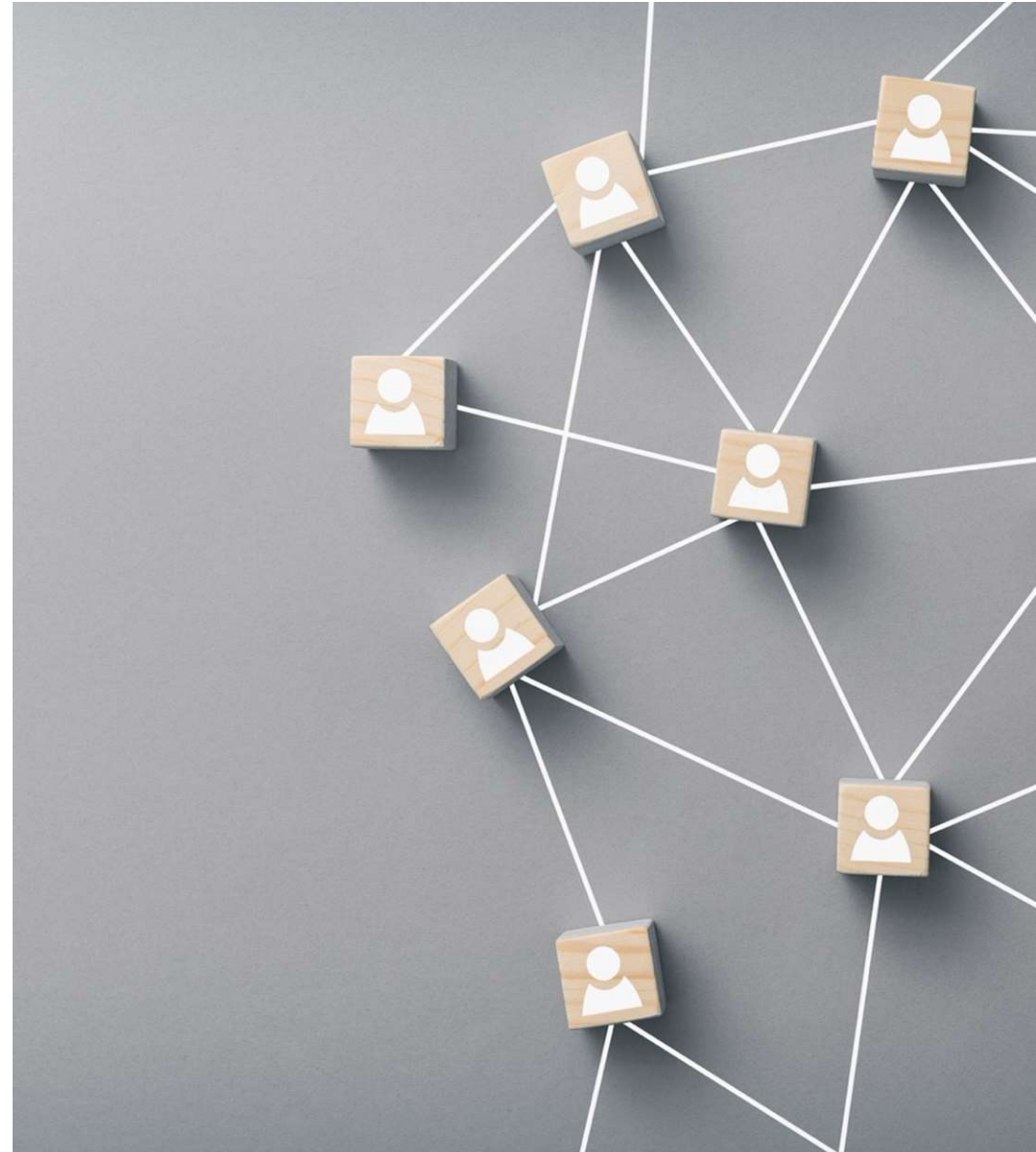
If applicable - meet with neighborhood committees prior to meeting with the board



Have locals available to speak in support



Know when to fly under the radar



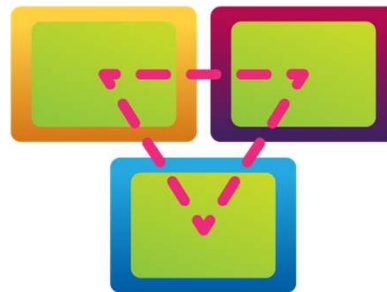
Be Prepared

Entitlements



Rehearse Your Presentation

Ask all your questions at once if possible



Context

Have exhibits outlining the project to the level necessary to explain it



Be Aware

Know the board's concerns prior to attending

In the Know

Entitlements



Know when you will get approval

- Do not overrepresent and bore the board
- Give them what they need and limit it to that



Don't hide and think they can't see you

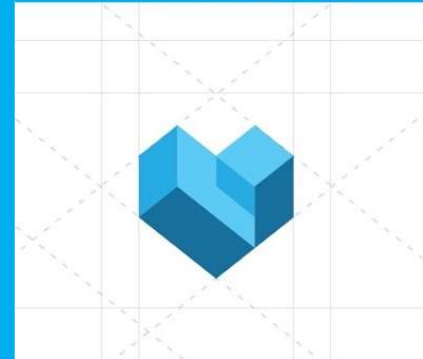
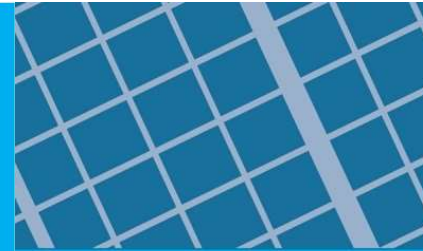
- If something likely will require permitting, do not ignore it
- Ask the question and address the issue before it comes up late in the project
 - Extra cost
 - Extra time
 - Potential deal killers late on are painful





Permitting

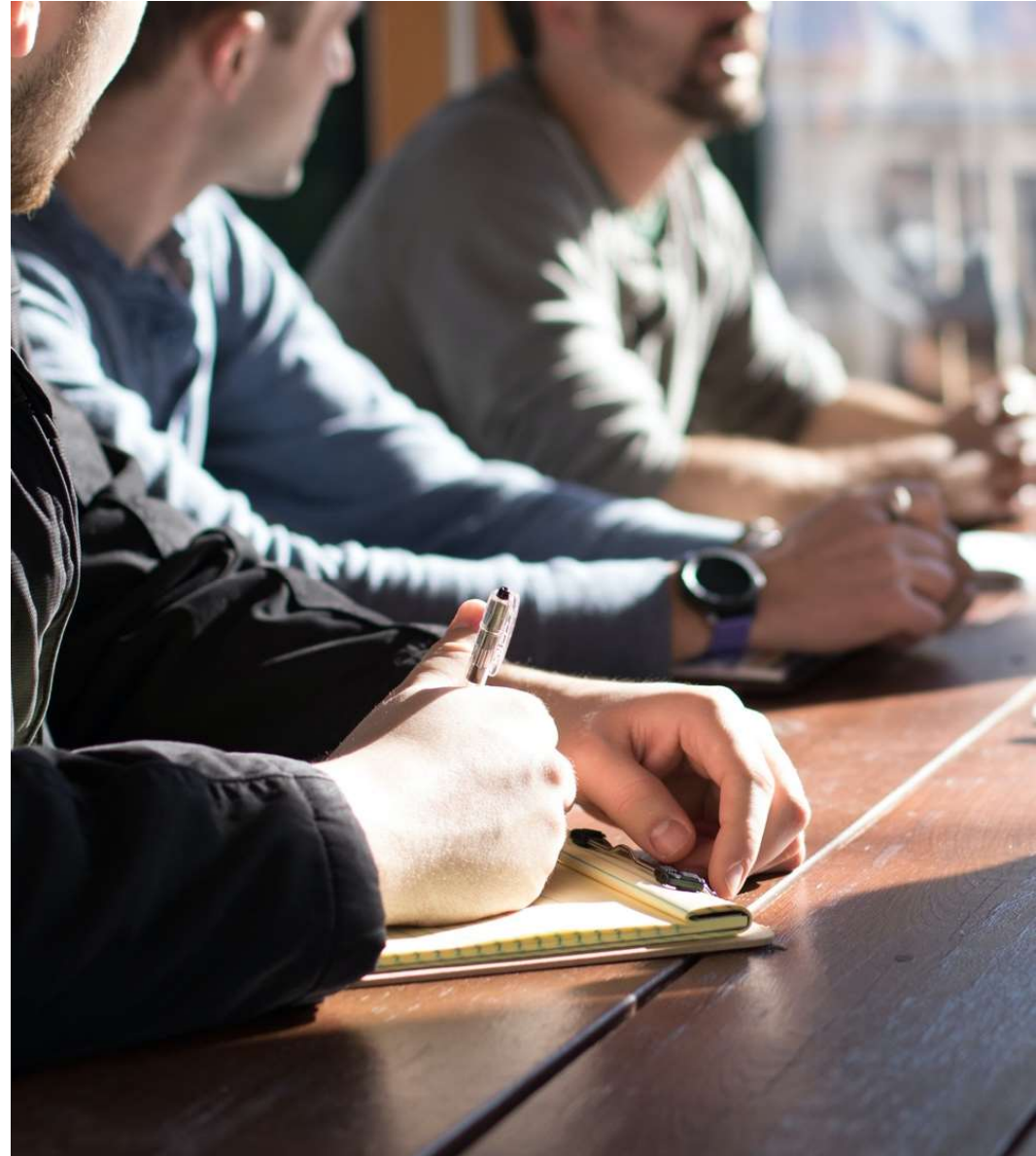
Submittals



Tips & Etiquette

Permitting

- Know submittal deadline dates for any boards or commissions
- Submit in person when possible
- Call and confirm receipt of package, ask if it is complete, and ask if they have any questions
- Include checklists



Tips & Etiquette

Permitting

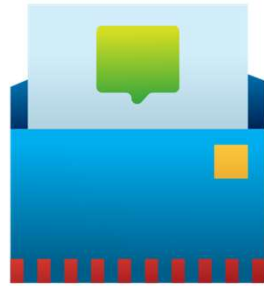
Resubmit within 5 business days for small projects or 10 days for larger projects.

- You can not expect them to expedite the project from their end if you do not on your end



Tips & Etiquette

Permitting



Response letter

- Be clear and make their job easy
- Note their comment and your response telling them exactly how and where you revised the design to address their concern



In person

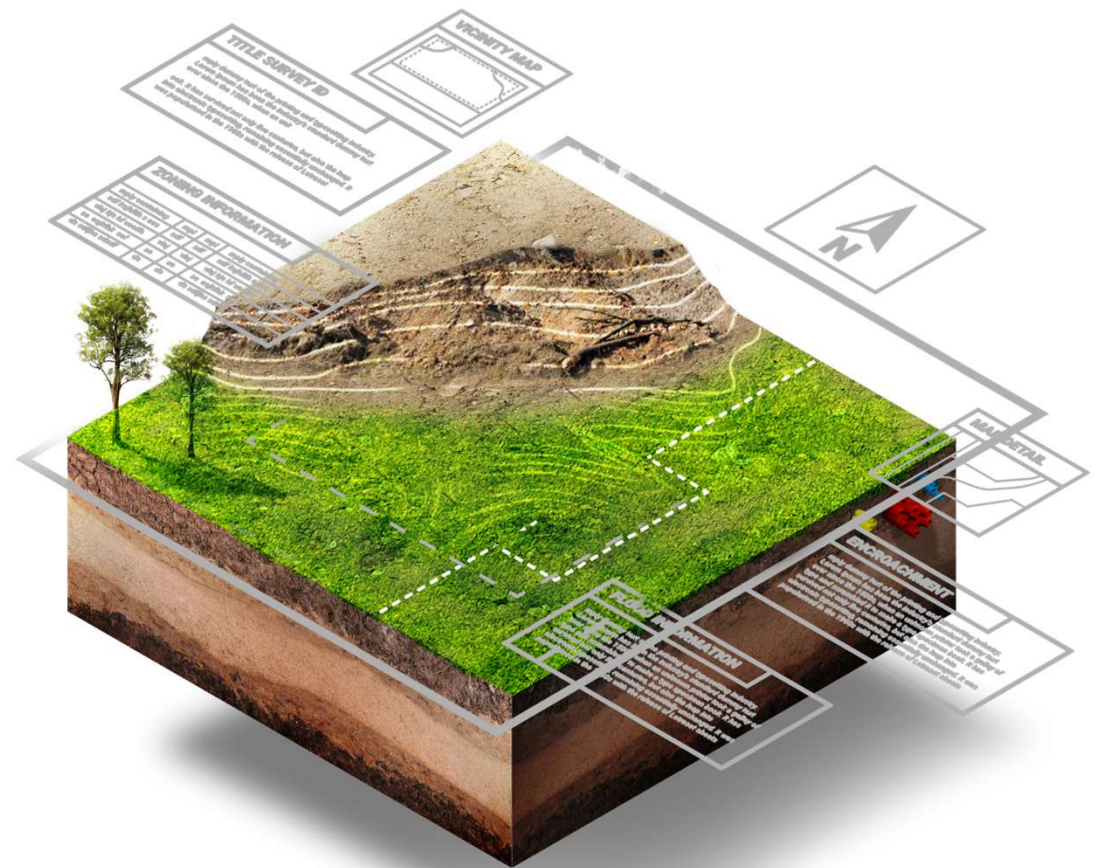
- Especially when the comments are substantial
- If in person isn't possible, then set a conference call or Zoom call to walk thru all their comments and your response

What are the Steps?

Smart Due Diligence

03 Field Investigation

- Geotech
- Phase 1 Environmental
- Title (Legal Review)
- Existing Conditions Survey
- Site Visit by Design Team



Knowing the Restraints Environmental

Wetlands & Streams

- National Wetlands Inventory
- National Hydrography dataset

Endangered Species

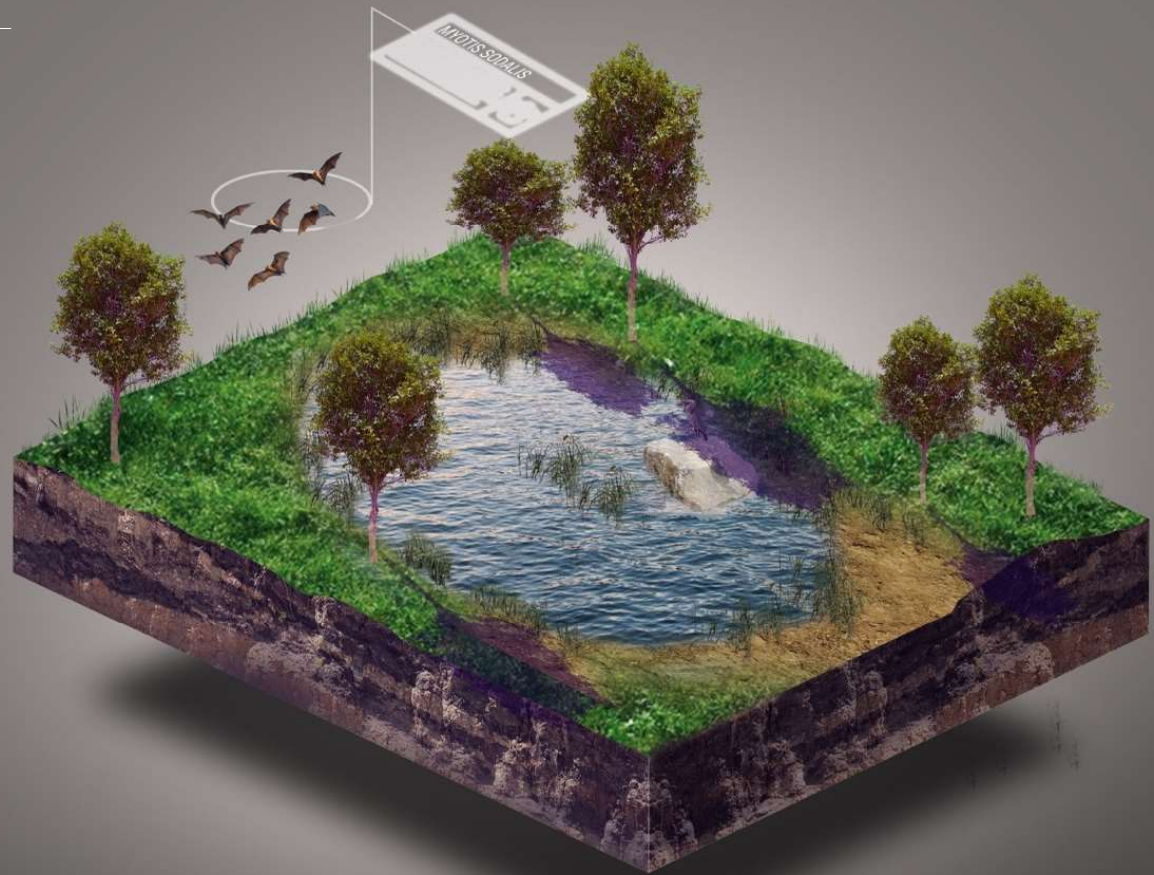
- US Fish and Wildlife
- State Listed Species

Recognized Environmental Conditions (REC)s

- Identified through Phase I ESA
- May be required through lenders

Local/State Noise Regulations and potential conflicts with adjacent residential properties

Cultural/Archaeological Resources

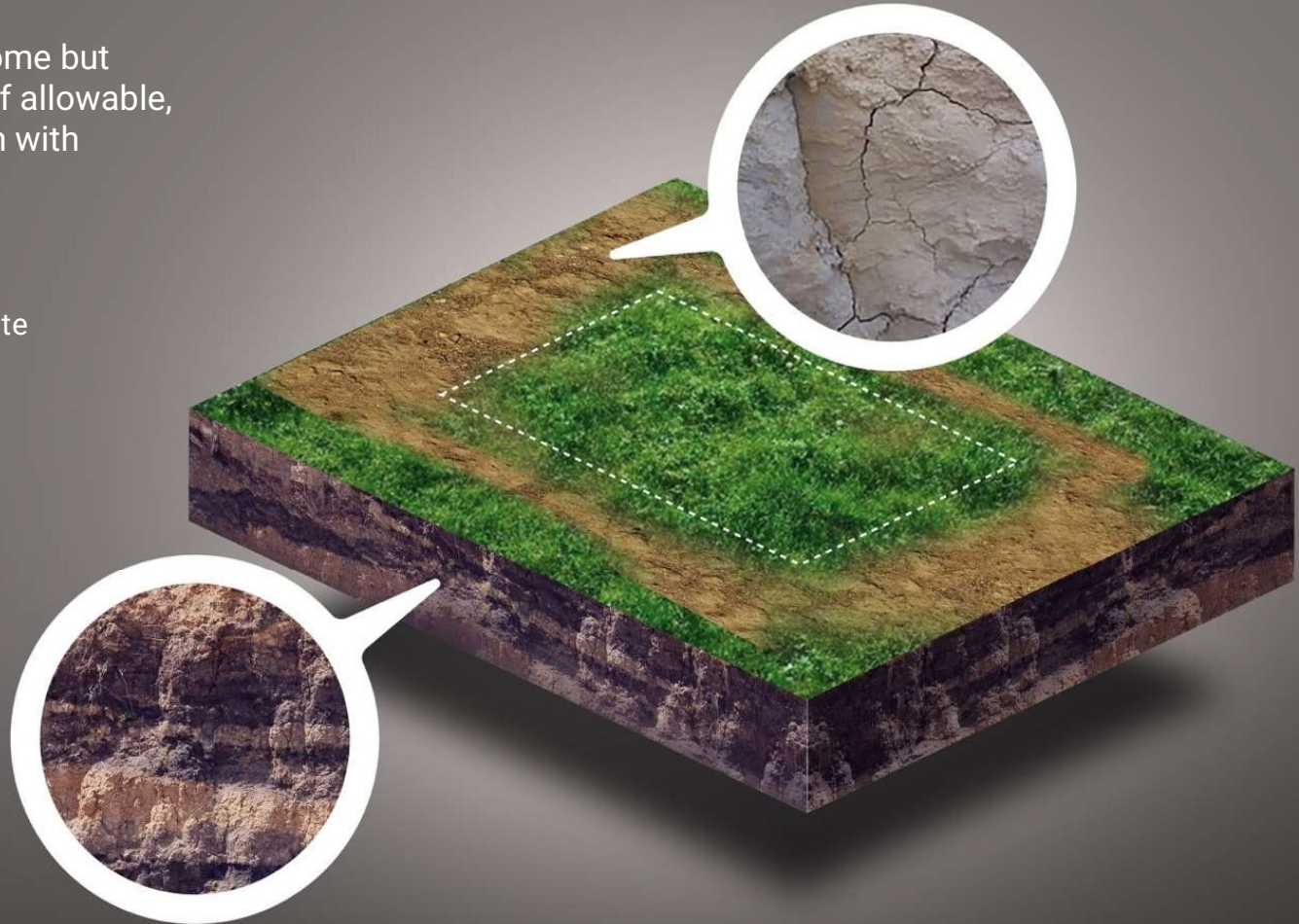


Knowing the Constraints

Geotechnical

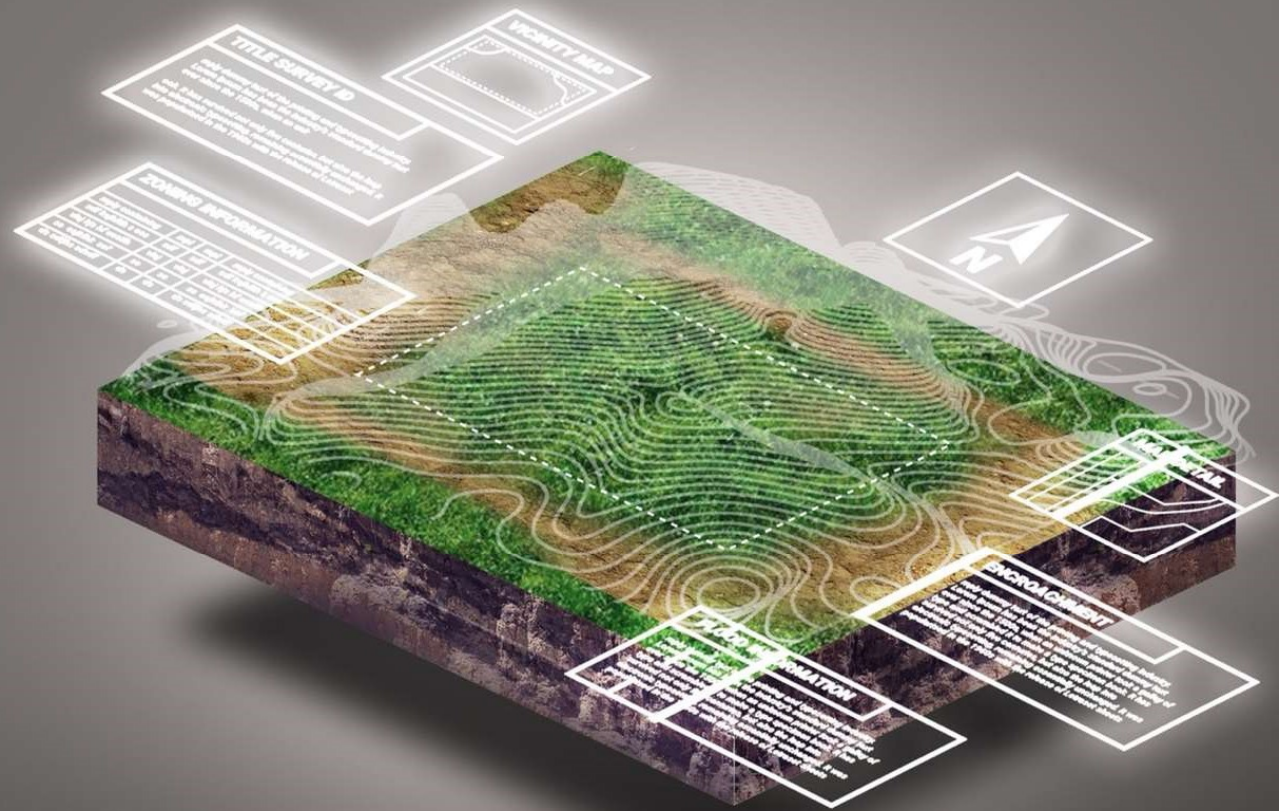
Most geotechnical hurdles can be overcome but potentially at a cost to budget and time. If allowable, develop a preliminary evaluation program with Geotechnical Engineer.

- USGS Web Soil survey
 - Can give an idea of soil types of the site
- Any Red Flags?
 - Fatty clays, "fill" materials, or known organics



Knowing the Constraints Survey

- Get the title early
- Surveyor can review the title prior to survey ALTA issuance for any easements, encumbrances, etc. and provide a title review report
- Survey can plot the easement based on GIS data
- Ask engineer/survey if GIS is close enough to get started
- Some topography of green fields may not be obtainable until crops have been removed or harvested; know your timing

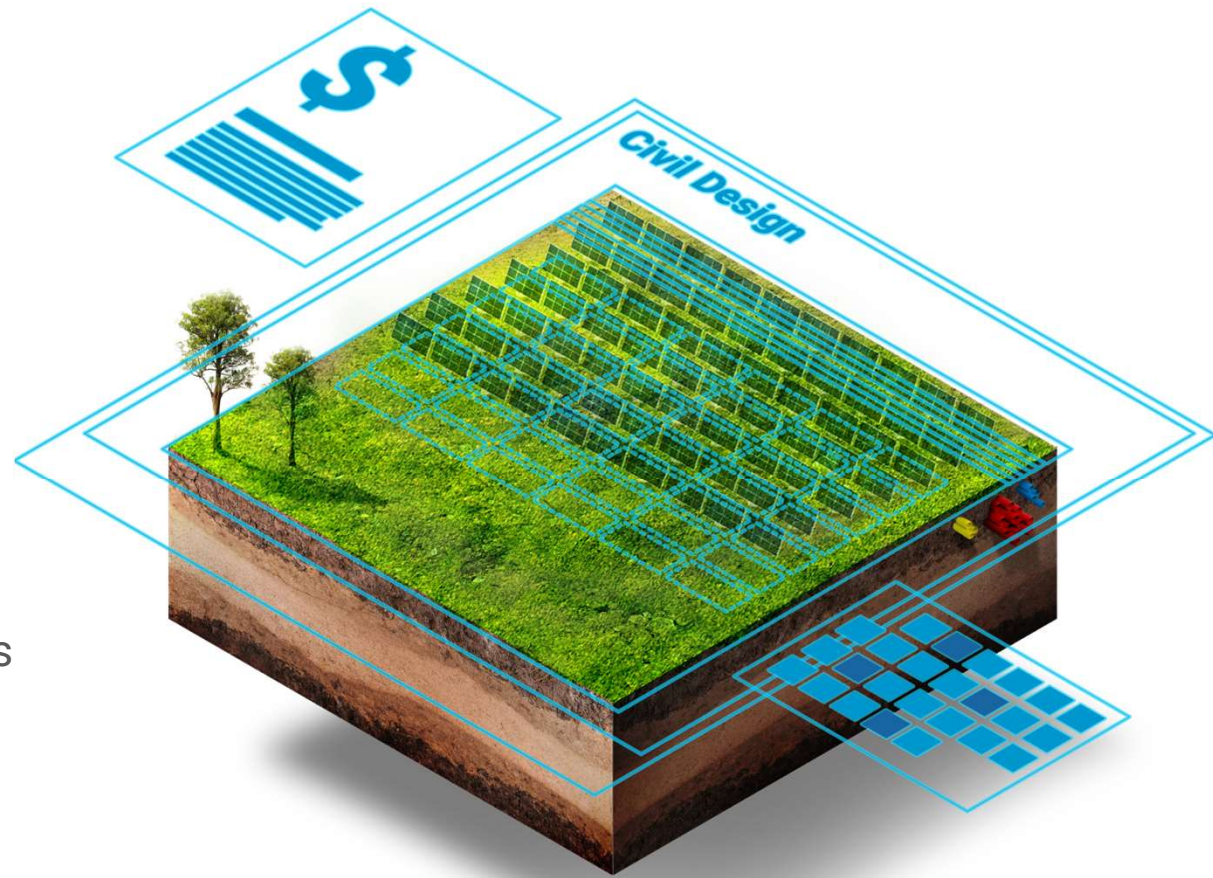


What are the Steps?

Smart Due Diligence

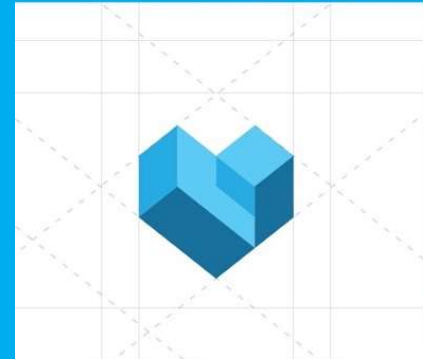
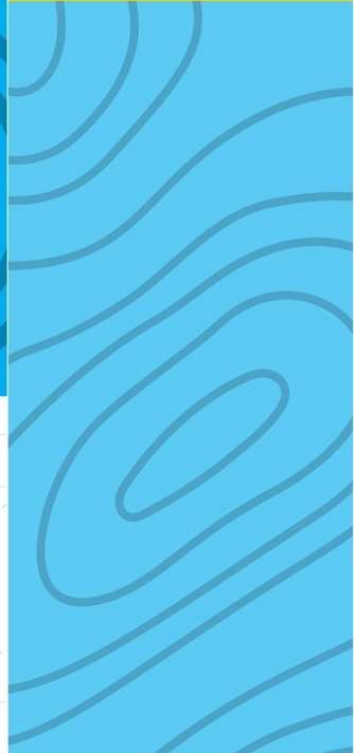
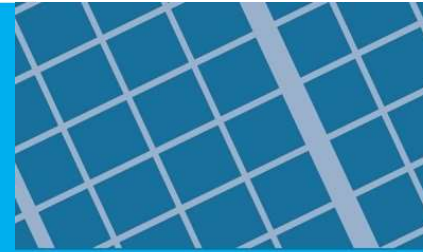
04 Preliminary Civil Design

- Site Plan
- Utility Plan
- Grading Plan
- Quantities and Preliminary Estimates
- Revisit Schedule





Q&A





Thanks For Joining Us!

For more information, visit our website at

cesoinc.com

Mark Belmont

Director of Civil Engineering

belmont@cesoinc.com

Biographical Information



Mark Belmont, PE
Energy Market Leader
CESO Inc.
175 Montrose West Ave. Ste. 400
Akron, OH 44321
330-690-9728
belmont@cesoinc.com

West Virginia University, BS in Civil Engineering
25+ Years of Professional Experience
Professional Engineer in the States of Ohio, Michigan, and Pennsylvania

Known for his accuracy, detail orientation, and ability to finish projects on time and within budget, Mark brings 25 years of invaluable experience to CESO. With energy systems transforming rapidly, Mark oversees critical infrastructure services and solutions for our energy clients. As a determined and dynamic leader with extensive industry experience, Mark has built a reputation for supporting our clients' visions from inception through implementation. Known for his focus on quality, he leads a team that is adept at identifying and facilitating strategies and site innovations that address a project's mix of considerations while adhering to evolving regulatory compliance.



Sara Krampe, PWS
Environmental Manager
CESO Inc.
800 Bursca Dr. Ste. 803
Bridgeville, PA 15017
krampe@cesoinc.com

Duquesne University, MS Science and Management
13+ Years of Professional Experience
Professional Wetland Scientist

In her role, Sara helps preserve natural resources for tomorrow while facilitating projects that benefit our communities today. She specializes in coordinating compliance for Section 401/404 of the Clean Water Act, the Endangered Species Act, the National Environmental Policy Act, and Section 106 of the National Historic Preservation Act for energy, commercial development/re-development, and residential projects.

Through utilization of her 13-years of environmental knowledge as well as her project management abilities, Sara leads our environmental team in helping our clients manage environmental liabilities, regulatory obligations, risk management, and environmental stewardship.