



PUBLIC SECTOR AND INSTITUTIONAL SERVICES OF DELTA ASSOCIATES

Delta Associates provides development, real estate and tourism consulting services to federal, local and state government entities; institutions; utilities and non-profit organizations.

Services Provided

Revitalization Strategies:

- Downtowns
- Commercial Corridors
- Neighborhoods
- Waterfronts

Reuse Strategies:

- Military Bases And Other Large Excess Properties
- Brownfields
- Historic Properties

Economic Development Strategies:

- Competitive Assessments
- Target Industry Analysis
- Labor Force and Underemployment Analysis
- Organizational Restructuring
- Business Park Feasibility
- Business Incubator/Research Park Feasibility
- Empowerment Zone Applications

Recreation, Tourism and Entertainment:

- Heritage Tourism and Rural Tourism Strategies and Impacts
- Convention/Civic Center Feasibility and Impacts
- Attraction Feasibility and Impacts

Illustrative Assignments

Downtown Revitalization:

Development potential identified for office, retail, residential and lodging in Clarksburg, WV. Specific projects tested for market and financial feasibility. Streetscaping, façade enhancement, retail recruitment strategy and construction of new municipal building implemented.

Neighborhood Revitalization:

Client hospital and major landowner in inner-city portion of Kansas City, MO. Construction of new four-lane highway through neighborhood stimulus for revitalization. Market potential evaluated for medial office space, assisted living, market rate rental, lodging and convenience retail.

Corridor Revitalization:

Corridor and town center could not compete with newer strip development in Baltimore County. Corridor divided into four distinct components based upon target markets, usage and building density. Recommendations addressed the development of a performing arts facility in conjunction with a cultural and entertainment district, the construction of a mixed-use, higher-density town center and renovation and retenating of older strip centers along the corridor.

Waterfront Revitalization:

Bridgeport, CT waterfront no longer functions as a major port. Alternative uses evaluated for the waterfront from a market and financial feasibility perspective: marina, hotel/convention center, museums and water-related specialty retail.

Military Base Reuse:

Potential for market and non-market driven uses as input to the Environmental Impact Statements for the reuse of Eaker AFB, Loring AFB, KI Sawyer AFB and March AFB.

(OVER FOR ADDITIONAL EXPERIENCE AND REFERENCES)

Illustrative Assignments (cont'd)

Civil War Museum

Evaluation of potential of historic mansion to be adaptively reused as office, training/conference center, private residence, Civil War museum, bed and breakfast and botanical gardens.

Competitive Assessment/Target Industry Identification:

San Antonio assessed in terms of site seeker location perspective for manufacturing, distribution, back-office and high-tech. Targeted industries recommended: fabricated metals and services, computer/office equipment, communications equipment, electronic components, aircraft parts and warehousing/distribution.

Labor Force/Underemployment Analysis:

Roanoke, VA demonstrated very low unemployment rate impacting industry expansion and relocation. Employer interviews and surveys and resident surveys conducted to determine existence of underemployment and hidden labor force and need for better education/training programs.

Organizational Restructuring:

Overall economic development strategy for five-county area in WV. Components: competitive assessment, target industry identification, industrial site prioritization and organizational and marketing strategy.

Business Park Feasibility:

Existing industrial park in Kansas City contained vacant and underutilized buildings. In-depth evaluation of metropolitan parks and survey of existing tenants used to upgrade and reposition park.

Business Incubator/Research Park Feasibility:

Issues addressed - limited research and development in metropolitan area and particularly at the University of New Orleans. National trends in research and development funding by type and survey of area firms served as input to strategy to develop a cooperative venture of all of the region's higher educational institutions, federal research centers and high-tech firms.

Heritage Tourism:

Management Action Plan for five counties along Schuylkill River in Eastern Pennsylvania. Issues: maximization of economic spin-off opportunities, identification of public/private partnership potentials and high priority economic development projects and development of appropriate marketing plan.

Convention Center Feasibility:

Concept tested: 4,000-seat arena and 1,600 square feet of meeting/banquet space in South Charleston, WV. Inputs: Surveys of local, state, regional and national users - state associations, civic and religious groups, corporations and promoters of entertainment and sporting events - and interviews with comparable facilities in West Virginia and region.

Attraction Feasibility:

Visitation, operations, and economical impacts for additional attractions at Blennerhassett Historical Island State Park, including working farm, archeological interpretation, Native American exhibits, period gardens, four new festivals, amphitheater and arts/crafts center.

References

- Mr. Terry Schulte
Harrison County Planning
Commission
Harrison County Courthouse
301 W Main St.
Clarksburg, WV 26301
04/624-8692
- Mr. Steve Weir
South Charleston Area Development
Corporation
238 4th Avenue, P.O. Box 8595
South Charleston, WV 25303
304/746-5550
- Mr. Steve Nicely
Parkersburg/Wood Co. Visitors &
Convent. Bureau
350 7th Street
Parkersburg, WV 26101
304/428-1130
- Mr. Adam Wasserman
Department of Economic
Development
2100 Clarendon Blvd., Suite 709
Arlington, VA 22201
703/228-3980
- Mr. Todd Hafner
Northern Virginia Regional Park
Authority
5400 Ox Road
Fairfax Station, VA 22309
703/352-5900