

Karl Kalbacher



Director-of-Environment,-Economics-and-Grant-Services

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Karl Kalbacher is the Director of Environment, Economics and Grant Services at The Ferguson Group. He provides strategic direction for the marketing and firm-wide delivery of grant services and provides direct grant services to clients, including strategic counsel, grant research, grant writing, grant program design, and grant advocacy assistance. A nationally recognized Brownfields redevelopment expert, Karl has developed and managed environmental and finance programs at both the state and local level that support the redevelopment of contaminated properties and Grayfields. He has extensive experience in managing economic development programs and energy conservation sustainability projects, and has a proven track record of securing state and federal grants. As the Director of Economic Redevelopment for New Castle County, Delaware, Karl served on a multi-governmental team that was awarded two TIGER federal transportation grants totaling over \$12 million for the Newark Train Station that is located on the University of Delaware's 272-acre Science Technology and Advanced Research (STAR) Campus. Karl also managed New Castle County's U.S. Department of Energy's Energy Efficiency and Conservation Block Grant stimulus program. This \$7.8 million grant/bond program funded energy efficiency upgrades at 20 county buildings, which will result in energy cost savings in excess of \$4 million over the 20-year life cycle of equipment and create 156 jobs. Karl led New Castle County's efforts to support small business expansion and job creation. In 2012, he developed a Small Business and Community Development grant program that awarded competitive grants to nonprofit and community groups or municipal governments for projects that promote economic development and job growth. His agency was awarded a U.S. Economic Development Administration grant that is funding an economic development study of the greater New Castle City area, an area in northern Delaware plagued with high unemployment and poverty levels, and many abandoned or underutilized brownfield properties. He has drafted several economic development legislative pieces that have been enacted at both the state and local level. New Castle County's Redevelopment Ordinance provides incentives for businesses to invest in properties impacted by hazardous substances, or that are in need of repair and upgrade. The Partial Property Tax Exemption Ordinance provides a tax exemption to businesses that make investments in new construction of non-residential facilities. Karl has extensive experience with bond finance and has most recently served as the Chairman of the Delaware Community Development Corporation - a certified development corporation under the U.S. Small Business Administration 504 lending program. Previously, Karl served as an Environmental Program Administrator with the Maryland Department of the Environment where he managed hazardous site cleanups, Brownfield redevelopments and oversaw a \$5 million federal grant program. His agency was also awarded two \$200,000 competitive Brownfields grants from the US Environmental Protection Agency and a Coastal Zone Management grant award from the National Oceanic and Atmospheric Administration. A former elected official, Karl served four terms on the City Council of Newark, Delaware, where he acquired expertise in land use development, annexations, condemnations, rezonings, capital improvement projects, operating budgets, land acquisition, and approved the creation of the Downtown Newark Partnership, one of five winners of the 2011 Great American Main Street Awards. Karl holds a B.S. in Geology from Tulane University and a Master of Science Degree in Geology from Stephen F. Austin State University. Karl is a Delaware Registered Professional Geologist, and has served as an Adjunct Professor at Wesley College in Delaware.

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