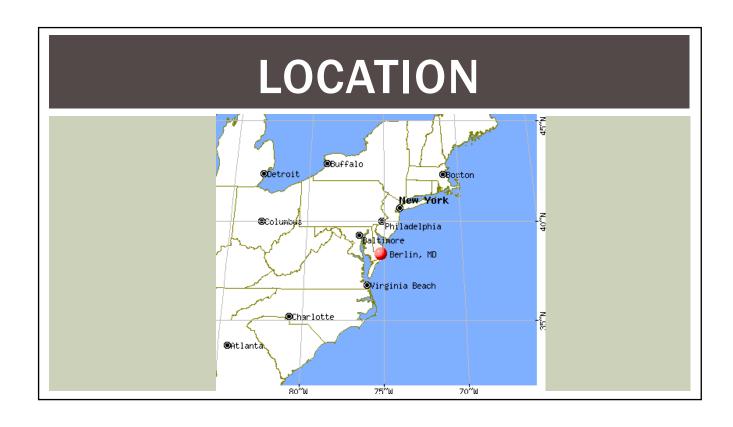


BERLIN, MD



'America's Coolest Small Town' BERLIN, MARYLAND



'America's Coolest Small Town' Budget Travel Magazine - 2014

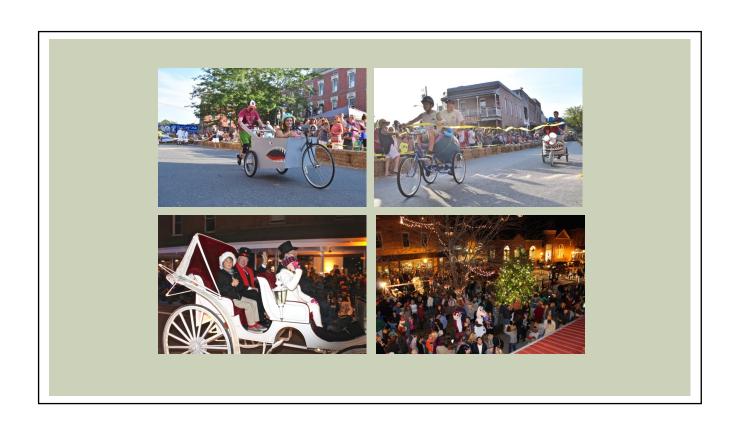
'Certificate of Excellence Award Tripadvisor - 2015

'Top 50 Most Beautiful Towns' Country Living Magazine - 2015

'20 Best Small Towns to Visit in 2016'
Smithsonian.com - 2016

Smithsoman.com - 2010

'South's Best Small Towns' Southern Living Magazine - 2016



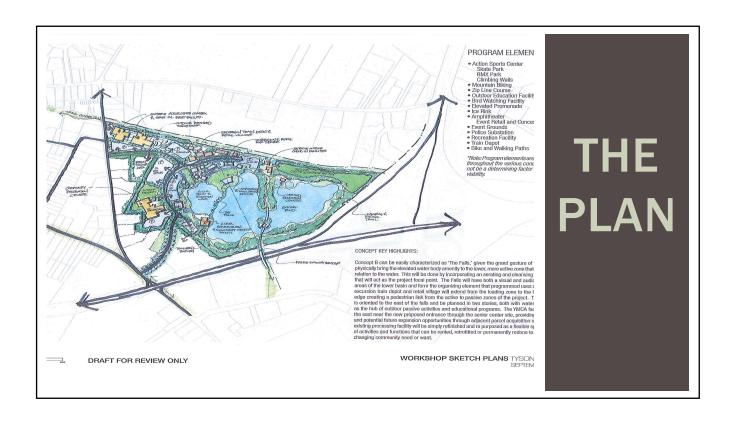
BERLIN FALLS PARK



BERLIN FALLS PARK

- ■60 acres
- \$2.5 million

- Blighted property
- processing plant remediating ponds



OPPORTUNITIES

- Technical assistance
 - Free
 - Expert
 - Specialized



OPPORTUNITIES



- Objective analysis
- Chance to learn

CHALLENGES

Volunteer

- Managing results
- Competing priorities Public perception

- Team conflicts
- •Unclear roles

LESSONS LEARNED

- Social science
- Team
- Dynamic



HOW WE WORK

We're unique

Increasing demand

- Politics matter
- Shiny penny
- ■Emotional decisions ■Money is tight

THANK YOU



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