



Western Reserve Land Conservancy

land • people • community

# County Land Banks – Beyond the Basics

County Treasurer's Association  
Wednesday, November 15, 2017

# Expand Focus Beyond Neighborhood Initiative Program

- Demo with NIP funds became priority with both new and more experienced land banks
  - Large amount of demo funds
  - Opportunities to acquire and green
  - Must hold property for 3 years, with exceptions for side lots, non-profits and municipalities



# County Land Banks Can Do So Much More

- Rehabilitation of homes and commercial buildings
- **Aggregate properties** for new development, green space, etc.
- Collaborate with non-profits, businesses and communities
- Turn ideas into reality





# Rehabilitation





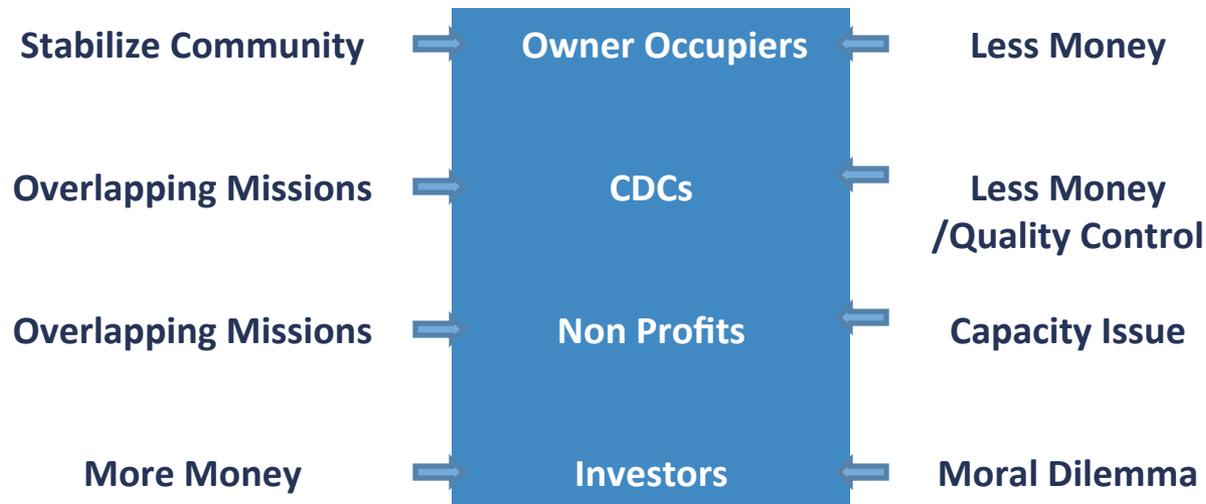
# Structuring Rehab Projects

- Deed-in-Escrow
  - Pro: Maximize profit
  - Pro: Scalable
  - Con: Property off tax duplicate during 4 month renovation period
  - Con: Some risk buyer will not complete renovation (less than 1%)
- In-House Rehabilitation
  - Pro: Highest quality of work
  - Con: Most expensive
  - Con: Limited capacity
  - Con: Lower relative returns
- Special Programs (Non-Profit Organizations, CDCs, Others)
  - Pro: Good “deed”
  - Con: Reduced ROI
  - Con: Organizational capacity – time intensive to work with non profits





## Deciding who receives priority?



# Eligibility Criteria

How do we protect our selves against bad actors?

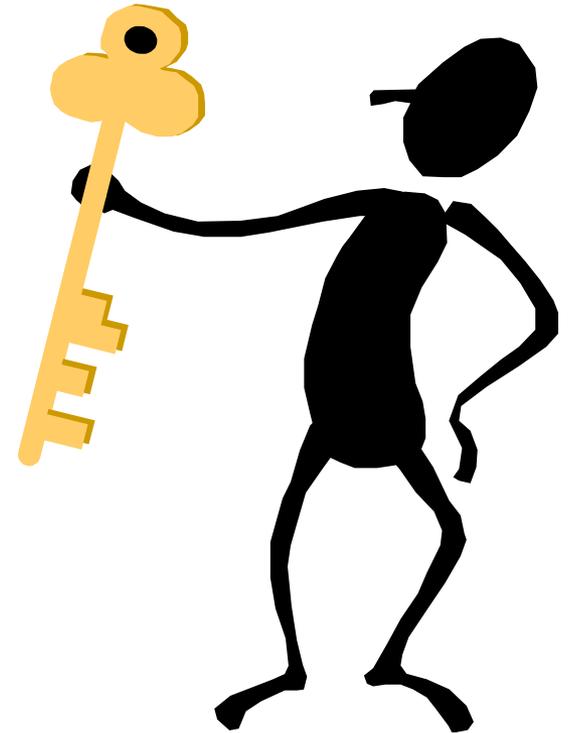


- Delinquent Property Taxes
- Foreclosures (3yrs)
- Condemnation
- Housing Code Violations
- Pattern of **flipping**
- Secretary of State – different entities



# Mechanics of Deed in Escrow

1. Buyer submits Property Purchaser Application
2. Inspector meets buyer at house to go over Renovation Specifications and costs
3. Buyer makes offer and CCLRC accepts
4. Buyer deposits purchase amount with title company and begins work on home
5. Inspection ordered automatically every 30 days to check in on progress of renovation with buyer
6. Once buyer completes 100% of the work and provides closed permits, CCLRC will instruct title company to transfer deed.



# Renovation Specifications

Address: 2106 Walton Ave  
 Parcel Number: 008-05-084

**2106 Walton Ave (008-05-084)**

To begin the buying process, review the [Property Purchaser Application](#), the [Housing Quality Standards](#), the [Property Transfer Policy](#) and [Rehabilitation Programs](#) section of our website, and call 216-698-8853.

Review [Renovation Specification](#)

Address: 3532 W 100th Street		Unit: Unit 01			
Location: 2 - Exterior		Approx. Wall SF: 2,016		Ceiling/Floor SF: 768	
Spec #	Spec	Quantity	Units	Unit Price	Total Price
<b>Trade: 10 Carpentry</b>					
	one entrance and one mortised deadbolt keyed alike. Prime and top coat. A baseboard mounted solid metal doorstop shall be installed in locations where doorknob may hit wall. TO INCLUDE FRONT, SIDE AND REAR OF HOME.				
3210	<b>STORM DOOR--ALUMINUM</b> Install an aluminum combination storm and screen door with white baked enamel aluminum finish, handle set, top chain, pneumatic door closer and door sweep. TO INCLUDE FRONT, SIDE AND REAR OF HOME.	3.00	EA	\$275.00	\$825.00
3550	<b>PORCH LATTICE--REPLACE</b> Remove any existing lattice around porch crawl space. Frame opening with 1"x 4" preservative treated pine with vertical members 24" on center. Install 1/4"x 2" pine lattice on frame. REAR DECK LOCATION	80.00	SF	\$2.25	\$180.00
3560	<b>PORCH--REBUILD</b> Remove deteriorated porch and dispose of in code legal dump. Construct 12"x 12" masonry piers, 2"x 10" joists with 1/2" tongue and groove flooring to support child-proof wood railing and 4"x 4" posts for roof. Construct roof structure with 2"x 6" rafters, 1/2" plywood deck, fiberglass shingles, aluminum gutters and downspouts, 1/4" plywood ceiling and lattice. Structural lumber and deck shall be preservative treated. RETAIN EXISTING PORCH ROOF AND PIERS.	140.00	SF	\$17.00	\$2,380.00
<b>Trade: 15 Roofing</b>					
4680	<b>TEAR OFF AND REROOF SHINGLES</b> Remove and dispose of all roofing & defective sheathing. Cut a 1" wide vent at ridge board. Replace up to 5 sf of sheathing per 100 sf of roof using pine board or CDX plywood of matching thickness. Staple 15 lb felt. Install preformed aluminum, drip edge, and vent pipe boots. Install a 220 lb fiberglass asphalt, 3 tab shingle with a 25 yr warranty. Replace all flashing. Install shingle-over ridge vent. REAR DECK LOCATION	2.20	SQ	\$300.00	\$660.00
<b>Trade: 19 Paint &amp; Wallpaper</b>					
5656	<b>PREP &amp; PAINT EXTERIOR WOOD SIDING</b> Cover ground with drop cloth. Scrape all loose, cracked, peeling and blistered paint from siding. Feather edges and dull gloss with sandpaper. Dispose of chips properly. Rinse all surfaces with a hose. Caulk and fill holes. Spot prime and top coat siding with owner's choice of premixed acrylic latex.	2,016.00	SF	\$0.60	\$1,209.60
5680	<b>STAIN DECK</b> Power wash deck and all related stairs, railings and posts. Allow to dry thoroughly and then apply Thompson's Water Seal, or equivalent. REAR DECK LOCATION.	720.00	SF	\$0.60	\$432.00



# Finished Products



2236 Jackson Blvd  
University Heights, OH 44118

565 Westview Rd  
Bedford, OH 44146



892 Selwyn Rd  
Cleveland Heights, OH 44112





**Peterson Tire**

**Richland County  
Land Bank**





Notice of  
NO TRESPASSING

Notice of  
NO TRESPASSING



**BRAKES  
ALIGNMENT  
SHOCKS**

**TING**



**REX'S**  
LANDSCAPING  
419-524-1880

D2





CONCRETE EDUCATION  
& REPAIR CONTRACTOR  
**REXS**  
419-524-1880

GREENWOOD  
CENTER

ONLY

REXS



PREKS

PREKS

PREKS

Construction Service  
• Decks • Basements  
• Porches • Footings  
419-524-1880



# Property Aggregation





# **CHILL CAN FACTORY AND PRODUCTION SITE**

MAHONING COUNTY LAND  
REUTILIZATION CORPORATION



- 
- JOSEPH Company is a west coast company founded by a Youngstown native
  - Owner Mitchell Joseph has perfected a self-chilling can that will cool contents of can in 40 seconds
  - Land bank helped acquire 85 parcels on a 21 acre site
  - Construction underway-hiring to begin this year
  - 256 jobs will be created
  - 6 buildings will be on site—one completed and two are under construction

**N. Lane Ave.  
Properties  
Youngstown, Ohio**

**Legend**

-  Joseph Parcels
-  Property Boundary



0 50 100 200  
Feet  
Date: 9/23/2014  
Youngstown  
STATE UNIVERSITY  
UUP  
Prepared by: The Center for  
Urban and Regional Studies  
Youngstown State University  
Source: Mahoning County  
Enterprise GIS Specialist,  
2013 aerial photo



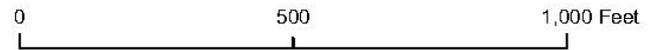
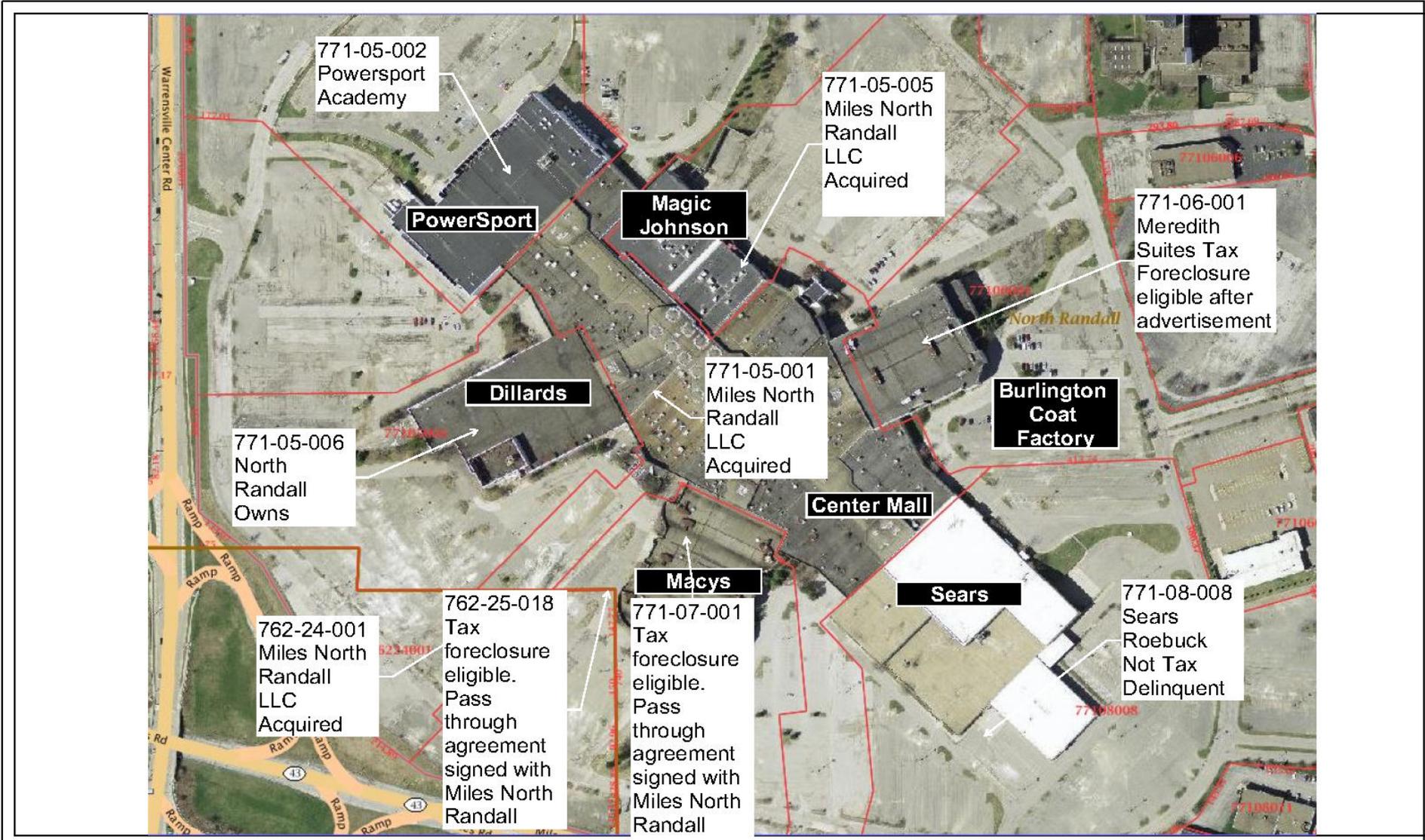




# **AMAZON FULFILLMENT CENTER**

**CUYAHOGA COUNTY LAND  
REUTILIZATION CORPORATION**





### Randall Mall Status

- 
- Randall park mall—once America’s largest—closed for several years
  - Mall seriously tax delinquent and in disrepair
  - Land bank worked with City of Warrenville Heights and the Village of North Randall to redevelop site
  - Developer acquired a portion of mall by working with multiple property owners. Acquired several but at least two owners refused to cooperate

- 
- Developer had identified Amazon as potential user and approached land bank for help
  - Land bank foreclosed and took possession of multiple parcels
  - Amazon worked with developer on land configuration for a 2,000 job Amazon fulfillment center
  - Deal announced two weeks ago





# **Blight to Assets**



# Community Gardens



Peace of Hope Garden



# Community Gardens

Porter St. and The Giving  
Tree Garden's



# Salvaged Stone Walls





# **SAVING THE HISTORIC WEST END**

**HAMILTON COUNTY LAND  
REUTILIZATION CORPORATION**



- 
- City is providing \$500k to stabilize 6 adjoining rowhouses in the West End.
  - Due to their historic nature, these properties cannot be demolished and absent intervention will continued to deteriorate
  - Stabilization funding comes from the City's "Strategic Enforcement and Economic Development" (SEED) program created to encourage neighborhood stabilization and reinvestment through receivership and blight abatement
  - Project is in early stages and it remains to be seen how successful it will be.







# Collaboration





# NORTH TOLEDO PARK



COLLABORATORS: TOLEDO ARE METROPARKS  
CITY OF TOLEDO  
TOLEDO PUBLIC SCHOOLS





**Toledo Area Metroparks** will steward and maintain the property and create a new metro park with a nearly \$500,000 grant from the **National Park Service** (Outdoor Recreation Legacy Partnership Grant).

- Metroparks directly purchased some of the parcels at Sheriff's sale, as some were already in the judicial tax foreclosure pipeline.





**Lucas County Land Bank** will obtain site control over all other parcels, through a combination of direct transfer through expedited tax foreclosure (the majority of parcels), judicial tax foreclosure / forfeited land, and acquisition through City of Toledo's land bank.

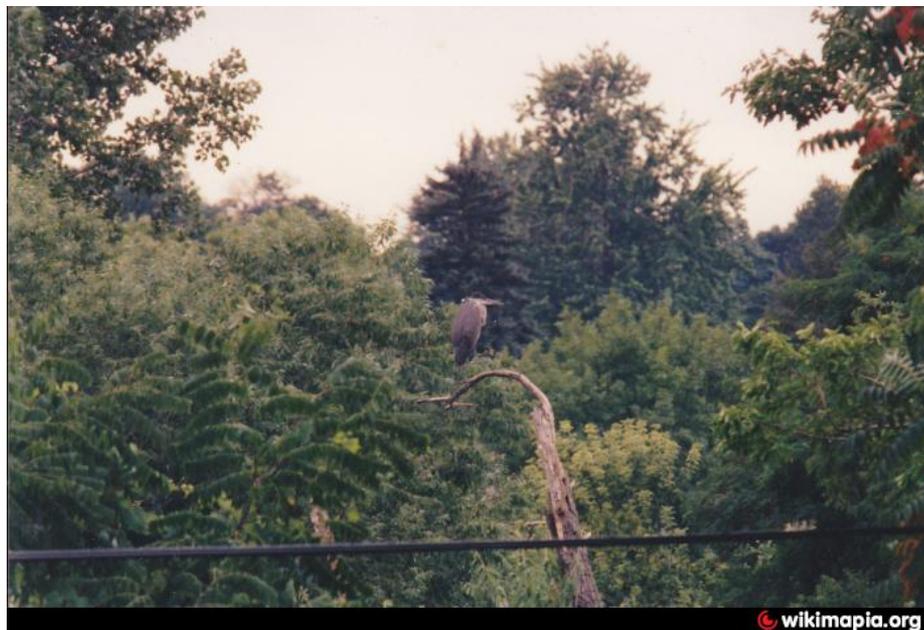
- The majority of the project has already transferred to the Metroparks (50 acres).





**City of Toledo** will work to vacate paper streets so all parcels can be combined, and has provided title to some properties.

**Toledo Public Schools** and Metroparks will partner on programming for nearby Chase STEMM Academy.



 [wikimapia.org](https://www.wikimapia.org)





# Habitat Neighborhood Restoration

Stark County Land Bank



# Habitat for Humanity's **RENEWAL PROJECT**

## Project Area

Parcels: 1,084

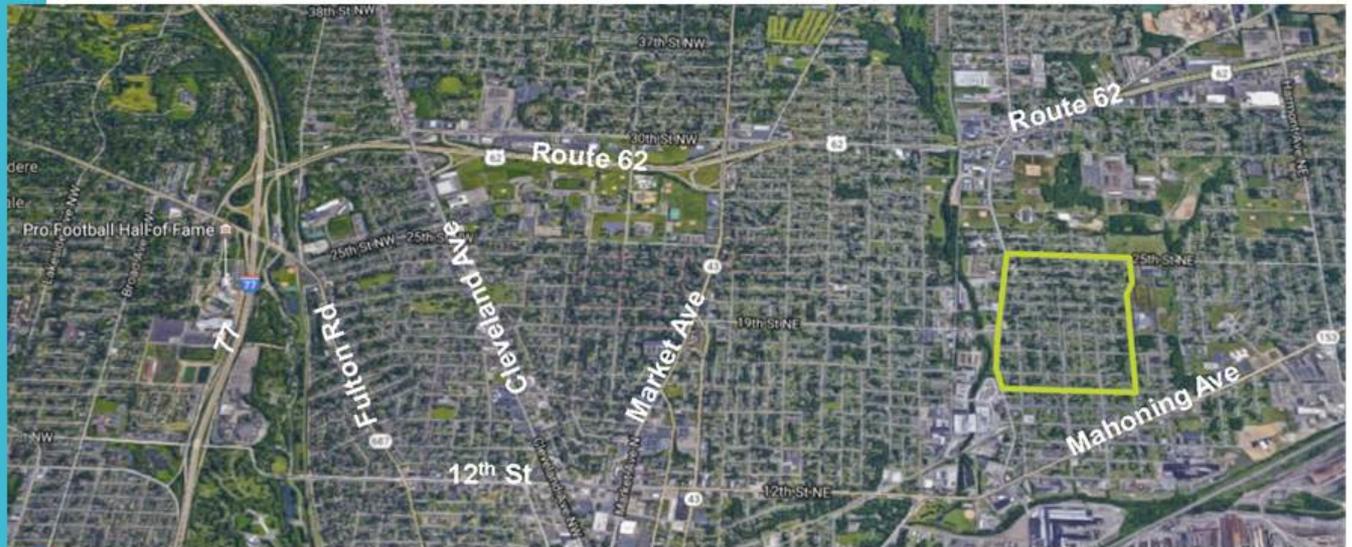
Housing structures: 789

Owner-occupancy: (64%)

*Canton average: 51.5%*

Rental: (36%)

Habitat homeowners: 37  
(6%)



### Timeframe

- Four-year project
- Complete by end of 2020

### Budget and Impact

- \$3,500,000
- Over 275 completed projects in the project area

# Habitat's Objectives

Increase home values by 15%

**Eliminate vacant and blighted properties**

Increase owner-occupancy by 6%

Increase green space by 5%

**Increase neighborhood safety by 5%**



## Where the Land Bank comes in...

- Agreement signed October 2016 between Land Bank and Habitat

- Land Bank will assist Habitat is strategic acquisition of abandoned vacant lots & vacant homes



- Land Bank is also undertaking demolitions under Neighborhood Initiative Program (NIP)

- Those vacant lots may then qualify for transfer under non-profit disposition

# Land Bank Statistics

**17** vacant lots to be acquired for new construction or green space

**14** vacant homes to be acquired for rehab

the Land Bank will acquire & demolish approx. **17** houses under NIP



*"Habitat for Humanity has been blessed with a strong partnership with the SCRPC and Stark County Land Bank. Through this partnership, Habitat has the opportunity to acquire vacant, tax-delinquent property to preserve existing homes before they fall into complete disrepair."*

Aaron Brown, Director of Neighborhood Investment  
Habitat for Humanity ECO



# Innovative Projects





**1500 Homes In 1500 DAYS**



# The 1500 Project – July 2016 to August 2020

**1500 PROPERTIES**

renovated or demolished in

**1500 DAYS**



[LucasCountyLandBank.org](http://LucasCountyLandBank.org)

Every day for the next **1,500** days, the Land Bank will demolish or finish renovation on a property

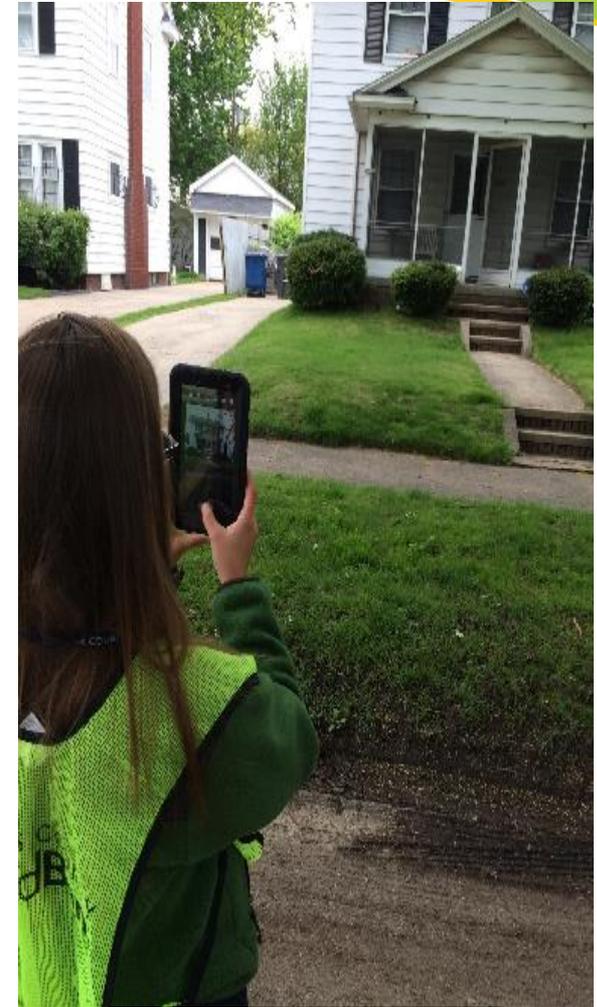
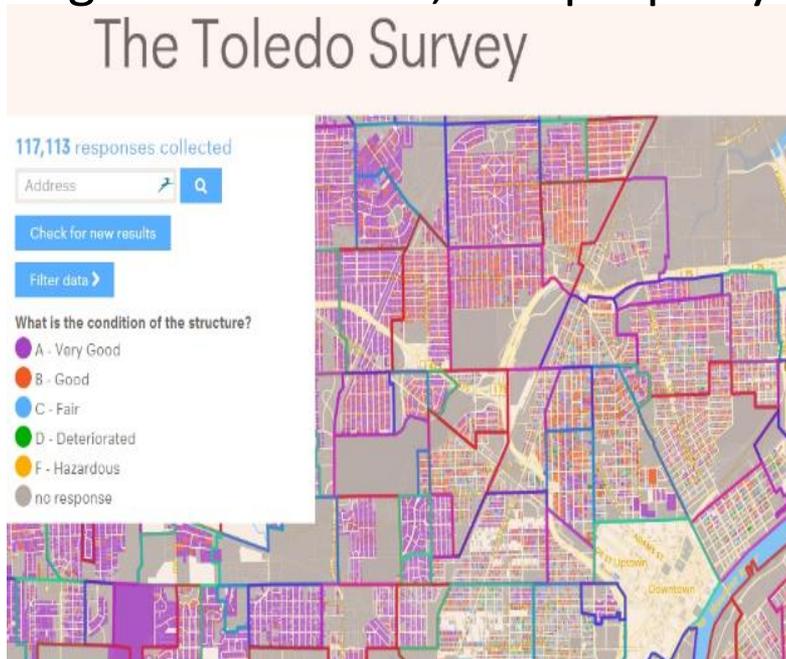
Massive community partnership to remove the most blighted properties from every Toledo and Lucas County neighborhood by the year **2020**

Built on the **122,000** parcel Toledo Survey project

Inspecting **3,000** of the biggest targets



- The Toledo Survey is a **FIRST** for our community
- A complete condition survey for all **120,000+** parcels in Toledo
- Over **100** volunteers and paid staff
- Survey results used every day to make data-driven decisions about neighborhood investments, blight elimination, and property reutilization



**VOLUNTEER**  
**TOLEDO SURVEY PROJECT**

# Demo or Renovate?

- Once Land Bank acquires ownership, full property inspection is ordered
  - Includes comprehensive set of photos
  - Undertaken by field technicians
- Provides comprehensive information on property conditions and renovation cost estimate
- This information is used to compile a “market assessment” for the property
- Notifies the Land Bank of maintenance needs to be accomplished before transfer

**LUCAS COUNTY LandBank**

## Level 2 Inspection Report

Date Due: \_\_\_\_\_ By: \_\_\_\_\_

Inspection Type:  LRC Acquired  Forfeited Land  REO/Donation  Occupied  Other

Property Address: \_\_\_\_\_ Parcel #: \_\_\_\_\_

Property Type:  Single Family Residential  Multi-Family Residential  Commercial

Contact Name: \_\_\_\_\_ Phone/Lockbox: \_\_\_\_\_

Field Tech: \_\_\_\_\_ Date Completed: \_\_\_\_\_

Property Item		Renovation Summary	
		Estimated Costs	Permit
1	Foundation	\$	Y / N
2	Roof / Gutters	\$	Y / N
3	Plumbing / Water Heater	\$	Y / N
4	HVAC	\$	Y / N
5	Electrical	\$	Y / N
6	Siding / Exterior Painting	\$	
7	Windows / Doors	\$	
8	Kitchen / Bathroom	\$	# Baths: ____
9	Interior Walls / Ceilings / Flooring	\$	# Beds: ____
10	Garage / Porch / Exceptional Miscellaneous	\$	
RENOVATION SUBTOTAL		\$	
11	Contingency (10% / 20% if Historic)	\$	
RENOVATION TOTAL		\$	

Electrical Service:  On  Off      Occupied:  No  Yes  
 Water Service:  On  Off      Major Overgrowth:  No  Yes  
 Winterized:  No  Yes      Re-Key:  No  Yes      Code: \_\_\_\_\_

REV 11/15



# DEMO OR RENOVATE?

## Renovation Considerations

- Property is in stable condition
  - Systems may still be present
  - Roof and foundation are water tight
- Property needs investment, but in targeted neighborhood
- Property will be a reasonable market investment for a homeowner, a lender, or an investor
- The market is challenged, but demolition will do more harm to this neighborhood or this block in the long-term (hold & preserve)

## Demolition Considerations

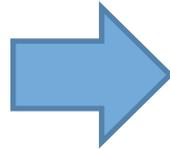
- Property is seriously deteriorated and dangerous to the health and safety of the neighborhood
- Property is so obsolete for current market needs that it is unlikely to attract investment
- Renovation costs are at least 120% of the likely market value in habitable condition – unlikely to attract market-driven investment
- An end-use or redevelopment plan exists for the vacant lot after demolition



# PARTNERSHIPS MAKE IT POSSIBLE

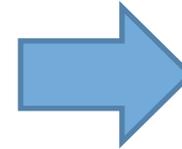
## IDENTIFICATION

- Land Bank Survey
- City of Toledo Code Enforcement
- Neighborhood Outreach
- Forfeited Land



## ACQUISITION

- Treasurer and Prosecutor's Offices (Tax Foreclosure)
- Auditor's Office (Forfeited Land)
- Donations



## DEMOLITION & GREENING

- City of Toledo – Streets, Bridges, and Harbor Department
- Private Contractors
- Neighborhood Outreach



# SCHEDULES MAKE IT HAPPEN

Period	Pre-Acquisition	Acquisition	Pre-Demolition	Demolition	Target
Summer 2016	Round F	Round 6 / Round F	Round 6	Batch 7	200
Fall 2016	Round E	Round 6 / Round F	Round 6 / Round F	Batch 8 / Batch 9	150
Winter 2017	Round E / Round D	Round F	Round F	Batch 9 / Batch 10	100
Summer 2017	Round D	Round F / Round E	Round E	Batch 10 / Batch F1	250
Fall 2017	Round D / Round BCG	Round E	Round E / Round D	Batch F2	150
Winter 2018	Round BCG	Round E	Round D	Batch F3	100
Summer 2018	Round AH	Round D	Round D / Round BCG	Batch F4 / Batch E1	250
Fall 2018	Round AH	Round D / Round BCG	Round BCG	Batch E2 / Batch D1	150
Winter 2019		Round BCG / Round AH	Round BCG / Round AH	Batch D2	100
Summer 2019		Round AH	Round AH	Batch D3 / Batch BCG1	250
Fall 2019		Round AH / Stragglers	Round AH / Stragglers	Batch BCG2 / Batch AH1	150
Winter 2020		Stragglers	Stragglers	Batch AH2	100
Summer 2020		Stragglers	Stragglers	Batch AH3 / Stragglers	250
Fall 2020				Stragglers	50





“It’s a true community garden, with families coming together to share food and company. It’s the highlight of our neighborhood!”

-- Rita McDougale, owner of a community garden developed after a Land Bank demolition in East Toledo

# RENOVATIONS – 100 TO DATE



**Before**



**During**



**After**



# Renovation Accomplishments

Increased sales comps and home values.

- ✓ Conducted appraisal prior to renovation; on average sales were \$8,400 greater than projected
- ✓ 3 sales increased average sale price in one targeted neighborhood by \$2 per square foot.
- ✓ Average home value increased by nearly \$3000.

Visible improvements have been made by adjacent homeowners.  
Increased quality of housing stock.  
Eliminated blight and vacancy.



**To Date**

**723 PROPERTIES**

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renovated or demolished in

---

**468 DAYS**



[LucasCountyLandBank.org](http://LucasCountyLandBank.org)



# OUR ULTIMATE GOAL?

**1500 PROPERTIES**

renovated or demolished in

**1500 DAYS**



[LucasCountyLandBank.org](http://LucasCountyLandBank.org)

Removing **almost every** blighted and abandoned property in Lucas County by 2020

Ambitious? **Yes.**

But --

Hard work,  
Data-driven efforts, and  
State & Federal partners  
Will help to make it **happen!**





# **ADOPT A HOME PROGRAM**

**TRUMBULL COUNTY LAND  
REUTILIZATION CORPORATION**





Businesses and individuals contributed 100K to renovate homes in historic Warren neighborhood

- Homes were rehabilitated in Warren's Historic Garden District
- Renovation costs often exceed sale price
- Three high quality renovations thus far
- When homes are sold the proceeds are poured into the next house



# ADOPT-A-HOME IMPACT

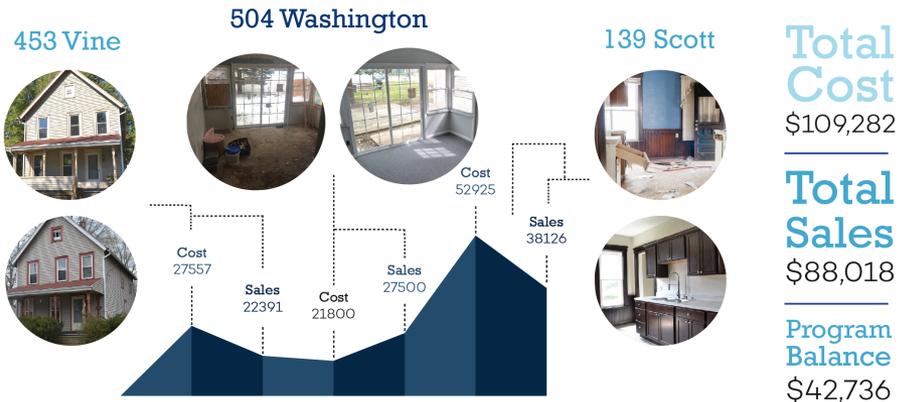
## Trumbull Neighborhood Partnership

The Adopt-A-Home program, created by contributions from local businesses and individuals including Bill Casey of Warren Paint and Glass, Diane Sauer, Trumbull 100, and others, was created in 2014 by TNP to use private money to renovate houses to a high standard and then sell them to owner-occupants at market rate in a distressed target area. The sale proceeds are returned to the fund and used towards the next home ownership opportunity.

All properties are located in Warren's Historic Garden District, one block from downtown Warren and two blocks from the library, amphitheater and Perkins Park. The area was chosen because of its high potential, and the program has successfully spurred home ownership by owner occupants. Unlike standard land bank renovations, the

Adopt-A-Home Program does not require sale costs to exceed renovation costs, an "eyes wide open" approach that utilizes the donations of community leaders to propel a neighborhood with tremendous upside but a weak market. Purchasers must occupy the property for a minimum of 3 years.

The program accompanies an aggressive demolition and land use effort in the area, and in addition to creating 3 high quality housing renovations and subsequent home-owners, it has also helped support nearly \$100,000 in private investment into the long vacant Warren Tile Building directly adjacent to the Adopt-A-Home property at 139 Scott.



If you would like to donate to Adopt-A-Home, please make a check out to the Trumbull County Community Foundation's "Home Sponsorship Fund" c/o Nancy Jastatt-Juergens, 7 Waste State St. Suite 301 Sharon PA 16146

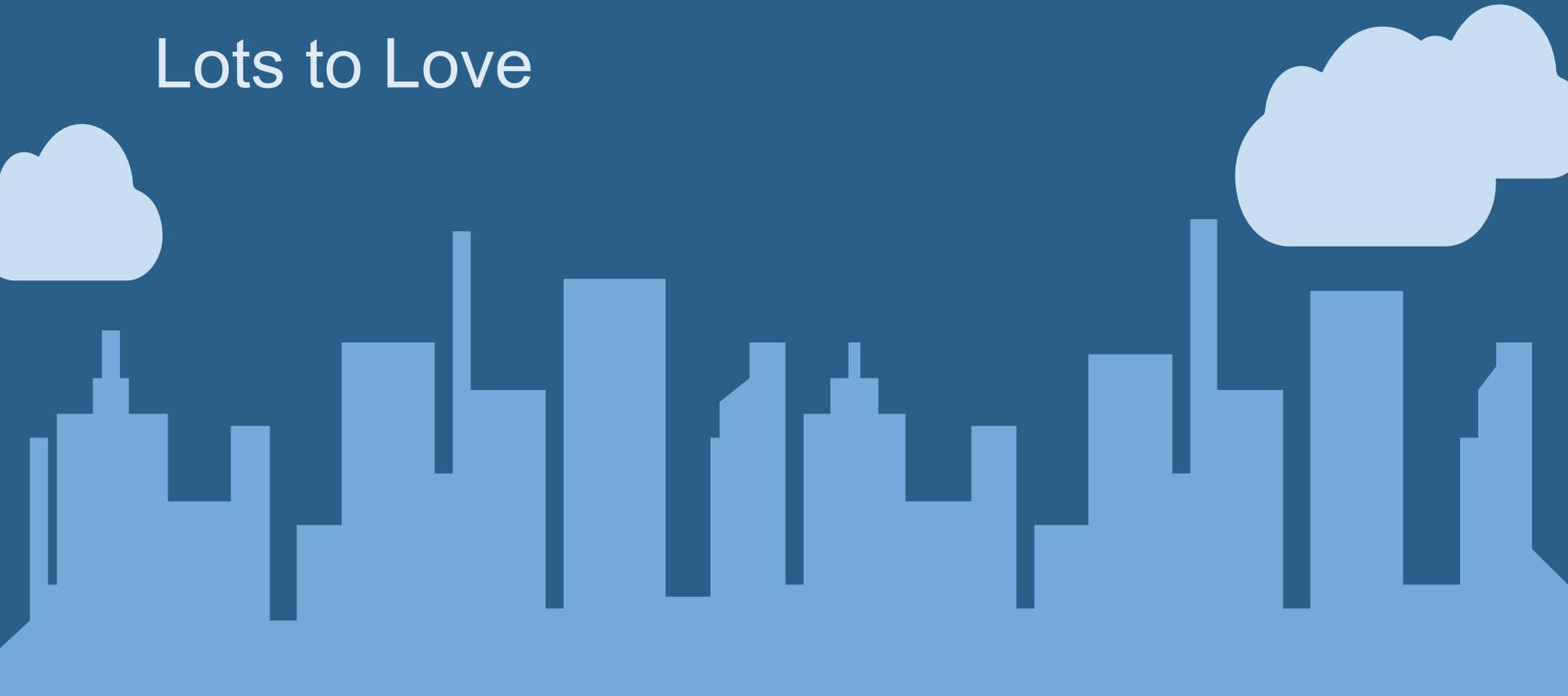


#BuildingABetterWarren



# Reclaiming Vacant Space:

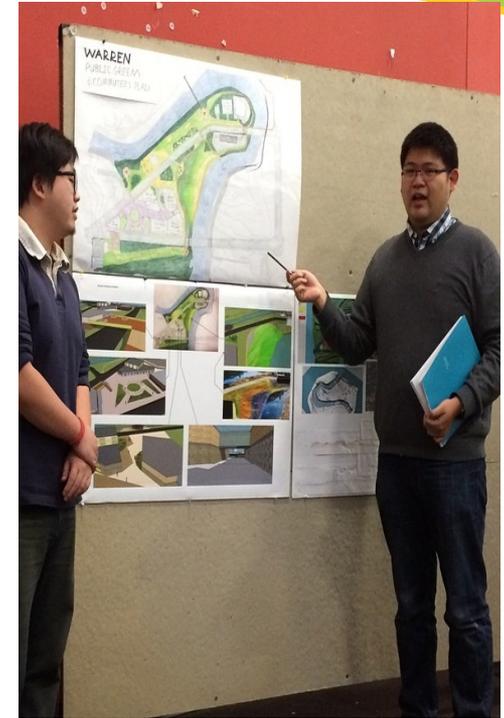
Lots to Love



# Community Engagement



# Community Engagement



# Lots to Love

## Woodland Bike Park



# Lots to Love

Buena Vista



# Lots to Love

## Basketball Court



# Lots to Love

## Basketball Courts





Jefferson County Land Bank

# Wells Township Haunted House



# Voted #1 haunted attraction in Ohio, West Virginia, Kentucky, and Indiana

- Located 40 minutes from downtown Pittsburgh, PA
- Due to the growing popularity there could be up to 10,000 people attending in October
- There are well over 200 employees (whom are all volunteers) including local police officers and 160 teenagers from the tri-state area
- 170 year old school style building has over 10,000 square feet of scares, fun and excitement
- Supported by the Wells Township Trustees



# Demolition of slum and blight structure at 202 Ross Street



# End use - parking lot





**CRACK DOWN ON AKRON'S  
MOST NOTORIOUS LAND LORD  
AND TAX SCOFFLAW**

**SUMMIT COUNTY LAND  
REUTILIZATION CORPORATION**

