Annual Report

2017

REVITALIZING NEIGHBORHOODS AND IMPROVING THE QUALITY OF LIFE FOR RESIDENTS OF TRUMBULL COUNTY

#BuildingABetterWarren
Welcome to the Trumbull County Land Bank

The mission of the Trumbull County Land Reutilization Corporation, informally known as the Land Bank, is to return vacant, abandoned properties to productive use, reduce blight, increase property values, support community land use goals, and improve the quality of life for all county residents.

In late 2010, the Trumbull County Land Reutilization Corporation (TCLRC) was established by the Trumbull County Treasurer’s Office, with support from the Trumbull County Commissioners and the Trumbull County Prosecutor. The TCLRC and Trumbull Neighborhood Partnership (TNP) have partnered since the inception of the Land Bank, and entered into a contractual agreement in March of 2013 because of a shared commitment to increase quality of life throughout Trumbull County by returning derelict, vacant property back to productive use. TNP manages the sale, transfer, disposition, demolition, rehabilitation, and reutilization of Land Bank owned property.
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Introduction

For the Land Bank, 2017 can only be described as the year of turning the corner. The Land Bank has deepened its roots in many ways and the continued outstanding working relationship with TNP has proven great success and the continued growth of both organizations. While the Land Bank continues to focus primarily on blight remediation, improving the tax base and facilitating home ownership opportunities, the projects undertaken are building the foundation for the improvement of our communities and neighborhoods in Trumbull County.

The Land Bank not only promotes its mission to return land and vacant, abandoned properties to productive use, reduce blight, increase property values, support community land use goals, and improve the quality of life for all county residents. The Land Bank continues to match distressed properties with economic development partners who acquire, renovate and place these properties back onto the tax roll. The Land Bank has become an important tool in helping to improve the quality of life of Trumbull County citizens.

We are excited to see what comes in 2018!

Sam Lamancusa,
Land Bank Board President
# FINANCIALS

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<th>Revenue</th>
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<tr>
<td>DETAC Share</td>
<td>$433,918.32</td>
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<tr>
<td>Donations</td>
<td>$14,779.88</td>
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<td>Government Grants</td>
<td>$1,628,669.78</td>
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<td>Other Income</td>
<td>$9,645.07</td>
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<td>Program Income</td>
<td>$695,077.22</td>
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<table>
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<tr>
<td>General Operating</td>
<td>$343,661.48</td>
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<tr>
<td>Acquisition</td>
<td>$230,770.00</td>
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<td>Maintenance</td>
<td>$184,288.17</td>
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<td>Renovation</td>
<td>$151,910.86</td>
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<tr>
<td>Demolition</td>
<td>$1,946,613.59</td>
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*2017 Unaudited*
In 2017, TNP entered into purchase agreements for 42 improved properties: 32 as deed-in-escrow agreements with owner occupants and ten as deed-in-escrow agreements with investors. Deed-in-escrow sales are the result of a purchase agreement between the TCLRC and the buyer in which the deed is held until an agreed upon rehabilitation plan is completed. Additionally, the Land Bank renovated and sold five houses and transferred four properties to non-profit partners.

In 2017, TNP leveraged over 1.2 million in private investment toward housing rehabilitation, promoting significant neighborhood revitalization throughout the county. For buyers who want financing options, TNP established partnerships specifically for Land Bank properties with Cortland Bank as well as with REVITALIZE Home Mortgage, a community development financial institution affiliated with YNDC and supported by the Raymond John Wean Foundation. These partnerships allow buyers to leverage not only their own capital, but also capital provided by financial organizations from across the Valley in order to rehabilitate properties throughout Trumbull County. Bids from investors and/or owner occupants are continually accepted for non-restricted properties. TNP continues to maintain improved properties through a service contract with the TCLRC. As new improved property enters the Land Bank, TNP assesses and secures each property before identifying the home as either salvageable or a candidate for demolition, and identifies the appropriate maintenance plan, pricing, and restrictions for each property.
Viewings in 2017

- +63% (Owner Occupant)
- +25% (Investor)
- +12% (Non-profit)

347 House Viewings in 2017

839 SODOM HUTCHINGS, VIENNA
PURCHASE PRICE: $10,000
RENOVATION AMOUNT: $23,000

504 HOWLAND WILSON, HOWLAND
PURCHASE PRICE: $28,000
RENOVATION AMOUNT: $27,000
In-House Renovations

Trumbull Neighborhood Partnership performed in-house renovations on five properties investing over $150,000. These houses sold to owner occupants, many of which were first time home buyers, restricted to live in the house for a minimum of three years.

132 Olive, Girard
Renovation Amount: $30,000
Sale Price: $35,500
Market Value: $42,500

713 Benedict Leavitt, Leavittsburg
Renovation Amount: $47,000
Sale Price: $75,000
Market Value: $77,200

Inventory Management

Current Inventory
- Residential Vacant - 822
- Agricultural Vacant - 11
- Commercial Vacant - 33
- Residential Improved - 238
- Commercial Improved - 37

459 Properties
Acquired in 2017

Acquisition By Year

<table>
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<tr>
<th>Year</th>
<th>+37%</th>
<th>+5%</th>
<th>+20%</th>
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<tr>
<td>2015</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td></td>
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Vacant Lot Transfers

**Marilyn Click**

“The house that was demolished was vandalized and the windows were all broken. It came down really fast. The property is nice and looks really great now that the house has been demolished. We are turning it into a playground with swings, a trampoline and toys for our grandkids. We are putting up a wooden border around the swings, mulching it and fencing it in. We are very happy to have the property!”

**Charlotte & Jack Walk**

“The house next door was a run down and vacant for years, just a big eyesore. Once the Land Bank came in and cleared it, it looked really nice and once the fence went in it made it look so much nicer for the neighborhood. People go by and compliment the fence and say it looks so much better than the old house.”

**Side Lot Success Stories**

**+153**
Vacant Lots Sold in 2017

**+68**
Side Lots Sold After NIP Demolition

**+30**
Side Lot Incentive Gift Cards

**+858**
Total Vacant Lots Sold to Date

In 2017, TNP facilitated the sale of 153 side lots, returning them back to productive use in the community. This includes the transfer of 68 post demolition lots. Since TNP began management of the TCLRC in March 2013, over 858 side lots have been transferred. In addition, TNP facilitated the sale of 11 buildable lots to buyers interested in new development, agriculture, and property expansions.

TNP conducts direct outreach for property as it enters the Land Bank. TNP staff visit each immediately adjacent neighbor for input regarding the future use of the Land Bank property and, in many cases, offers the property for sale as a side lot to promote property expansion.

TNP, in partnership with the Land Bank, continues to have great success with the Side Lot Incentive Program. The program allows buyers to defray the cost of making improvements to their newly purchased lot, including tools, materials, and supplies for lawn maintenance, gardening, landscaping, fence installation, and other approved projects. In 2017, 30 qualified property owners received gift cards which ultimately leveraged over $40,000 in private investment.
Blight Remediation

Demolition is an ongoing activity within the Land Bank. TNP actively works to secure demolition resources where available. Private demolition is one avenue through which the need to demolish a severely dilapidated property can be achieved. This method has assisted in communities where the Neighborhood Initiative Program is unable to remove blighted houses due to guideline restrictions. TNP has secured six private demolitions in 2017, allowing the funds saved to be used towards other public demolition needs.

TNP has developed 21 demolition target areas throughout Trumbull County to address the eligible community’s demolition needs. TNP has been successful in acquiring and demolishing blighted, abandoned properties, which has assisted TNP in securing 13 million dollars of funding through The Ohio Housing Finance Agency’s (OHFA) Neighborhood Initiative Program (NIP) allocated for the demolition of blighted residential structures. With the support and services provided by the Trumbull County Treasurer’s, Prosecutor’s, and Recorder’s Offices along with a number of other county departments, TNP and the Land Bank remain competitive statewide for future reallocation of funding. TNP and the Land Bank proactively identify houses for demolition through community outreach, neighborhood surveys, and partnerships with local political subdivisions. TNP continues to work with Trumbull County communities to develop new strategic target areas in neighborhoods that have demolition needs, allowing funds through NIP to be used to have the largest impact in our communities.

NIP Target Areas

- Brookfield
- Girard
- Howland
- Hubbard City
- Hubbard Township
- Leavittsburg
- Liberty
- Masury
- Newton Falls*
- Niles
- Warren
- Warren Township

*Pending
Demolitions

Demolitions Completed Through Our Neighborhood Initiative Program

Four Hundred Fifty to Date

300+ demos projected in 2018

140+ demos completed in 2017

60+ post demo greening projects in 2017

A. 1976 Lexington during demolition. This blighted house in Warren’s northwest neighborhood was demolished in 2017 through NIP.

B. 266 Bane in Warren township was demolished and will be marketed to adjacent property owners for property expansion.
Annual Highlights

Land Bank Partners with Safety Services

In 2017, the Land Bank partnered with the Warren Fire Department, Niles Fire Department and Warren Police Department to utilize vacant various buildings for training. These training opportunities were incredibly valuable in the training of new and senior safety service personnel alike. The ability to conduct realistic training aids their personnel for the incidents that they handle daily, but in a safer environment.

“The members of the Warren Fire Department have been able to utilize our partnership with the Trumbull County Land Bank to further develop our departments training. Developing realistic training classes and scenarios that affords our firefighters and officers a unique ability to improve upon their skills in a realistic environment. Creating these realistic scenarios is incredibly important to the education and development of our fire service personnel. We are looking forward to the upcoming years training with the help of the Trumbull County Land Bank.”

Lt. Randy Stelk
Warren Fire Department
COMMERCIAL PROPERTIES

TNP, in partnership with Youngstown State University (YSU), assisted in the development of the Request For Proposal (RFP) process for commercial properties owned by the Land Bank. The RFP enables interested developers to understand the goals, expectations, and requirements of acquiring a commercial property through the Land Bank.

The Land Bank facilitated the sale of four commercial properties in 2017 to be developed and returned to productive use. These projects include an Ohio Department of Transportation maintenance facility, and a commercial building slated to be used for residential and retail space.

158 Pine in Downtown Warren feature two residential units and retail space.
Building A Better Warren

Trumbull Neighborhood Partnership’s Building A Better Warren (BABW) program connects the need for resident-driven community revitalization with job creation, putting residents to work in full-time, year-round jobs remediating blight. The program offers residents training and employment in renovation, deconstruction, landscape installation, and vacant property maintenance in order to stabilize the city’s vacant and blighted properties, mitigate the impacts of blight, and create home ownership opportunities.

BABW team painting at a renovation project
The BABW team serves in 4 major categories:
1. Renovation of vacant houses
2. Deconstruction before demolition
3. Landscape maintenance
4. Landscape installation after demolition

BABW Team installing split-rail fencing after a demolition.
COCS

TNP operates the Court Ordered Community Service (COCS) Program in partnership with the Warren Municipal Court and the TCLRC. COCS acts as a sentencing alternative as well as a tool to fight blight throughout the City of Warren. In 2017, Warren Municipal Court assigned COCS clients completed close to 5,586 hours of work, including nearly 700 hours on Land Bank properties spent mowing lawns, completing board-ups, and assisting the Building a Better Warren crew, among other projects.

This program has maintained all the post Neighborhood Initiative Program demolition sites per the Ohio Housing Finance Agency’s guidelines. The COCS Program also works with the Warren City Health District and other agencies to secure and/or mow nuisance complaint properties.

Lots to Love

TNP’s Lots to Love Program has continued its success into 2017. The program empowers residents to beautify their neighborhoods through community organizing and vacant lot reuse post demolition. This program was developed with money allocated through the Ohio Housing Finance Agency’s Neighborhood Initiative Program (NIP). NIP allows for up to $6,000 per lot, post demolition, to be used for greening projects.

This year’s Veterans Memorial on Washington Street has been highly successful, with neighborhood residents investing their time and energy turning a vacant, derelict lot into an asset in their community. In addition, two new basketball hoops were installed; these basketball hoops were installed after TNP’s neighborhood plans found that residents were interested in active, safe spaces for youth in the community, specifically they wanted to see more public basketball courts in their neighborhoods. TNP’s Lots to Love Program was able to fulfill this need on post-demolition lots in the City of Warren through our Lots to Love Program.