

## MLK Inclusive Communities Project Neighborhood Renovation Program Final Report

### Executive Summary

Through an innovative partnership with the Fair Housing Center during 2014-2015, the Land Bank provided 144 homeowners in targeted, majority-minority neighborhoods in Toledo with a complete roof and gutter replacement, helping to preserve their property and add considerable value to the housing stock in our community. A total of 3 major central city neighborhoods were served, targeting 18 census tracts where a majority of the residents were both homeowners and people of color.



Through volume purchasing and considerable efficiencies, the Land Bank achieved an average construction cost of less than \$9,000, allowing 54 more roofs to be replaced than had originally been planned – and spent all \$1.35 million dedicated to the Program without taking a dollar of administrative costs. 81% of all roofing labor was contracted with a local MBE contractor – more than doubling the initial goal of 40%.

Homeowners who qualified for the Program also received wealth-building and homeownership counseling through local Financial Opportunity Centers and the Northwest Ohio Development Agency, along with a complete home inspection, which many used to help make other needed improvements to their property.

In total, the Program, along with a companion Homeowner Individual Development Account Program, has provided needed investment to long-term homeowners who have suffered a loss of home equity and neighborhood stability as a result of irresponsible lending and the Great Recession precipitated by these banks.

Key Priority	Goal	Final Outcome
<b>Roofs/Gutters Replaced</b>	90	144
# Served - Area 1	48	49
# Served - Area 2	48	58
# Served - Area 3	48	37
<b>Home Inspections</b>	90	183
Average Cost	\$10,000	\$8,873
<b>Dollars Spent</b>	\$1,350,000	\$1,329,049
<b>Admin Dollars Spent</b>	\$0	\$0
<b>MBE Participation</b>	40%	81%

## **Introduction**

In 2013, the Toledo Fair Housing Center contacted the Lucas County Land Bank to discuss a collaboration that would maximize the impact of a recent disparate impact settlement reached between the National Fair Housing Alliance and Wells Fargo Bank, in which Toledo would receive \$1.4 million. Prior to this outreach, the Center and the Land Bank had supported common goals, but had not worked together directly to provide community services.

After a series of internal discussions, the Center agreed to provide \$700,000 to the Land Bank from the settlement funds in order to support homeownership investments in key neighborhoods. Leveraging these funds, the Land Bank's Board agreed to match the \$700,000 one-for-one, creating a total pool of \$1.4 million to be spent by December 31, 2015.

The Center created a Community Advisory Committee made up of representatives from the Center, the Land Bank, NODA, LISC Toledo, the Ability Center of Greater Toledo, the Arts Commission of Toledo, and representatives of various key neighborhood organizations and constituencies. After much discussion among the Committee, the Land Bank agreed to offer two key programs under the newly named MLK Inclusive Communities Project:

1. *Neighborhood Roof Replacement Program* – offering qualified homeowners in targeted neighborhoods a complete roof and gutter replacement grant. This Program is to be administered directly by the Land Bank.
2. *Homeownership Individual Development Account (IDA) Program* – offering qualified homeowners the opportunity to have their savings matched in order to create a reserve of funds that would be spent on necessary home repair projects. This Program is to be administered by NODA on behalf of the Land Bank.

## **Neighborhood Roof Replacement Program**

Under the terms of the Center's settlement with Wells Fargo, dollars were to be targeted to homeowner investments in neighborhoods in which a majority of the residents were people of color. After reviewing available census data and demographic information, the Committee agreed to target its resources to three key areas in Toledo that met those characteristics. After pursuing the Program during its first year, the Committee agreed to expand the areas served to other key neighborhoods that also met the settlement criteria. In total, the following three areas and census tracts were served:



1. Cherry Street Legacy Area / North Toledo: Census Tracts 8, 10, 11, 16, 17, 22
2. The Junction Neighborhood / Englewood: Census Tracts 24.02, 25, 26, 32, 33, 35, 36

3. Old South End / Secor Gardens: Census Tracts 40, 42, 66, 67, 103

The Program was launched on March 18, 2014 through advertisement and outreach to homeowners located in the targeted neighborhoods. Applications during the 2014 round were due by May 9, 2014. A second round of applications were accepted beginning on March 30, 2015 and ending on July 31, 2015. All applications were accepted on a first come, first serve basis.

To qualify for a roof and gutter replacement grant under the Program, homeowners had to meet the following eligibility guidelines:

- **Basic Eligibility.** Homeowners had to be the owner of their home for at least the past two years and agree to continue to reside in the home for a minimum of five years following the completion of the work. Homeowners had to be current on their mortgage, property taxes, and utility services, and had to have a homeowner's insurance policy in place.
- **Financial Counseling.** Homeowners had to agree to participate in wealth-building and homeownership counseling sessions offered in partnership with two local Financial Opportunity Centers – United North and Crossroads – and the Northwest Ohio Development Agency. In total, these agencies provided counseling and education to a total of 234 homeowners who applied under the Program. According to a mid-program report compiled by the Toledo LISC office, almost 10% of all Program applicants became long-term engaged individuals with their local Financial Opportunity Center.
- **Income Eligibility.** Homeowners had to have a total household income equal to or less than 120% of the Area Median Income, which was verified by the financial counseling partners. This 120% AMI threshold was selected intentionally in order to prioritize dollars to homeowners in the most need, while allowing those homeowners between 80% and 120% AMI (an income class usually ineligible for comparable programs funded by federal dollars) to access this important home investment program.
- **Home Inspection.** Homeowners had to agree to have a comprehensive, private home inspection conducted for their home. To provide these services, the Land Bank contracted with HOMTEC Residential Inspection and Better Living, local expert home inspection contractors. For a fixed cost of \$300 paid exclusively by the Program, homeowners who met the basic eligibility requirements and participated in financial counseling received a comprehensive home and pest inspection report. In total, 183 homeowners (including 39 homeowners that did not ultimately qualify for a roof and gutter replacement grant) received this home inspection report which could be used to help prioritize and invest in needed repairs in areas of their home beyond the roof. The Program also used the home inspection to prioritize roof replacement grants for homeowners who did not have other serious and unremediated structural or nuisance challenges with their home.

After the home inspection report was completed, the Committee reviewed each applicant and determined if a roof and gutter replacement grant should be made. In total, the Committee approved 144 homeowners for roof and gutter replacement grants out of a total of 234 applicants.

Roof and gutter replacement work was contracted under a unique arrangement that reduced costs and ensured that Program goals could be met and exceeded. The Program hired Brice Starner, through MacKinnon Roofing, to serve as its expert and impartial roof estimator. Mr. Starner visited each property and estimated the cost of the materials, labor, and gutters based on the roof's current condition, size, pitch, and components as well as current market conditions. This estimate became the basis for the contract offered to the Land Bank's qualified roofing and gutter contractors, who were solicited based on the Land Bank's contractor pre-qualification process. The Land Bank also partnered exclusively with Modern Builders Supply, a local company, which provided roofing materials to the Program at a volume discount.



In total, 10 roofing and gutter contractors were hired to provide services during the Program. More than two-thirds of all roof replacement work under the Program was completed by the Program's most capable contractors – Phoenix Custom Builders and SL Hauling and Renovation. The Committee set a 40% local MBE contractor goal at the start of the Program – and with concerted effort, 81% of all roof labor was contracted with local MBE contractors. The Program substantially concluded all construction work on December 2, 2015.

My family and I, are forever grateful for our new roof on our home. Everyone was so professional, including the roofers and kept us informed in their role. Day by day they worked hard as a team. Thank you for a Program that help us As homeowner keep our homes. Our roof looks very nice I'am so proud to pull up to my home. This is truly a blessing.

Following the completion of construction work on the home, Mr. Starner and the Land Bank's expert Field Technicians separately visited each property to confirm that the roof and gutters were installed correctly. This redundant system ensured that contractors were held accountable for their work and that the homeowner received a quality product that would last for years to come. Owens Corning shingles were exclusively used on the homes and all homeowners were registered for their lifetime shingle warranty by the Program.

To view an interactive map of areas served and individual properties, please visit:

<http://bit.ly/FHCroofs>

### **Homeownership Individual Development Account Program**

In 2014, the Land Bank partnered with the Northwest Ohio Development Agency (NODA) to offer homeowners an individual development account (IDA) program in conjunction with the Neighborhood Roof Replacement Program. A total of \$50,000 was identified to support this program from available funds.

The Program was designed to allow homeowners to have their individual savings matched at up to a 2:1 ratio in order to provide a pool of funds for identified home repair projects. Since many of the homeowners who participated in the Roof Program received a comprehensive home inspection, the IDA Program was an ideal complement to allow additional home investment to occur.

After ongoing outreach by NODA, 13 individuals were enrolled in the IDA program and have saved a total of \$8,420 as of the date of this report. It is the goal of the Program to see this individual savings matched with a total of \$15,650, along with payment to NODA of its administrative costs to oversee the Program. In order to ensure that homeowners have sufficient time to complete renovation or repair projects, the deadline to expend funds from the IDA account will be extended to December 31, 2016.

### **Thank You**

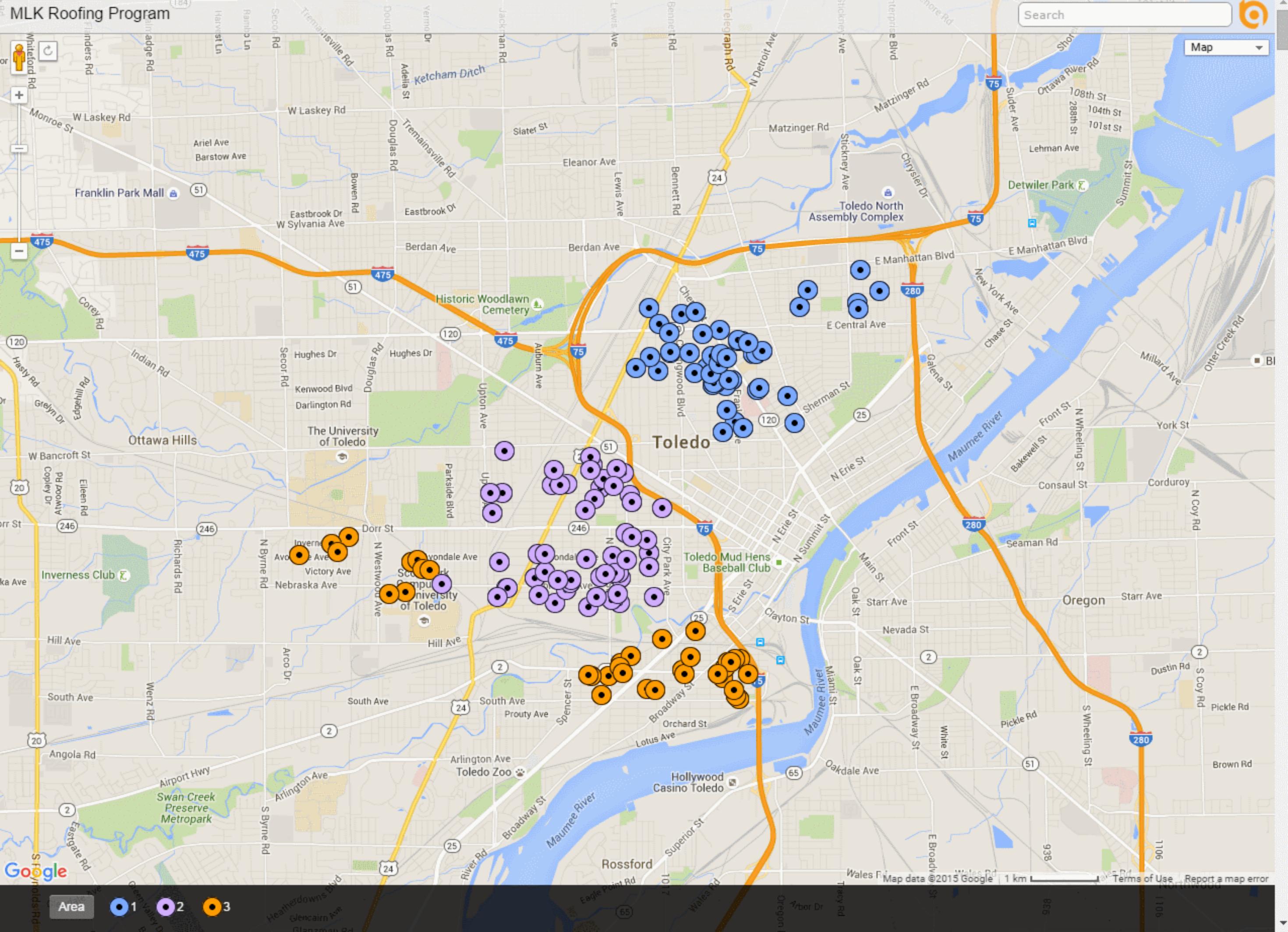
The Land Bank would like to thank the Fair Housing Center for the opportunity to partner on this important community project. Special thanks goes to our other community partners – including LISC Toledo, United North, Lutheran Social Services, and NODA – for their considerable efforts to make this effort successful. A final and very special thank you goes out to Shantae Brownlee, Stephanie Beebe, Cindy Geronimo, Scott Ferris, and Stuart Cline and all of the Land Bank’s staff for the blood, sweat, and tears they poured into making this Program an overwhelming success.

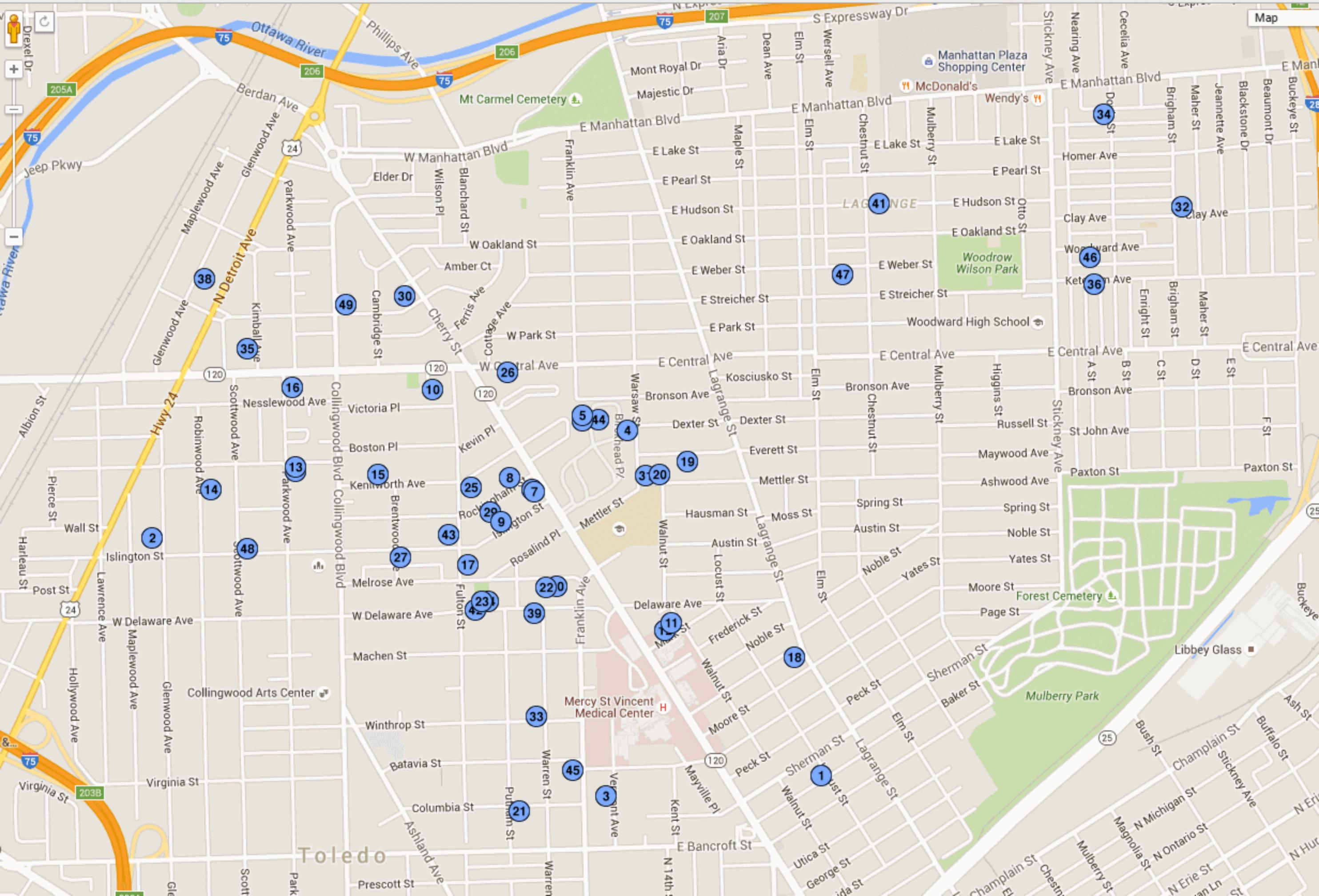
Respectfully submitted,

David Mann  
President  
Lucas County Land Bank

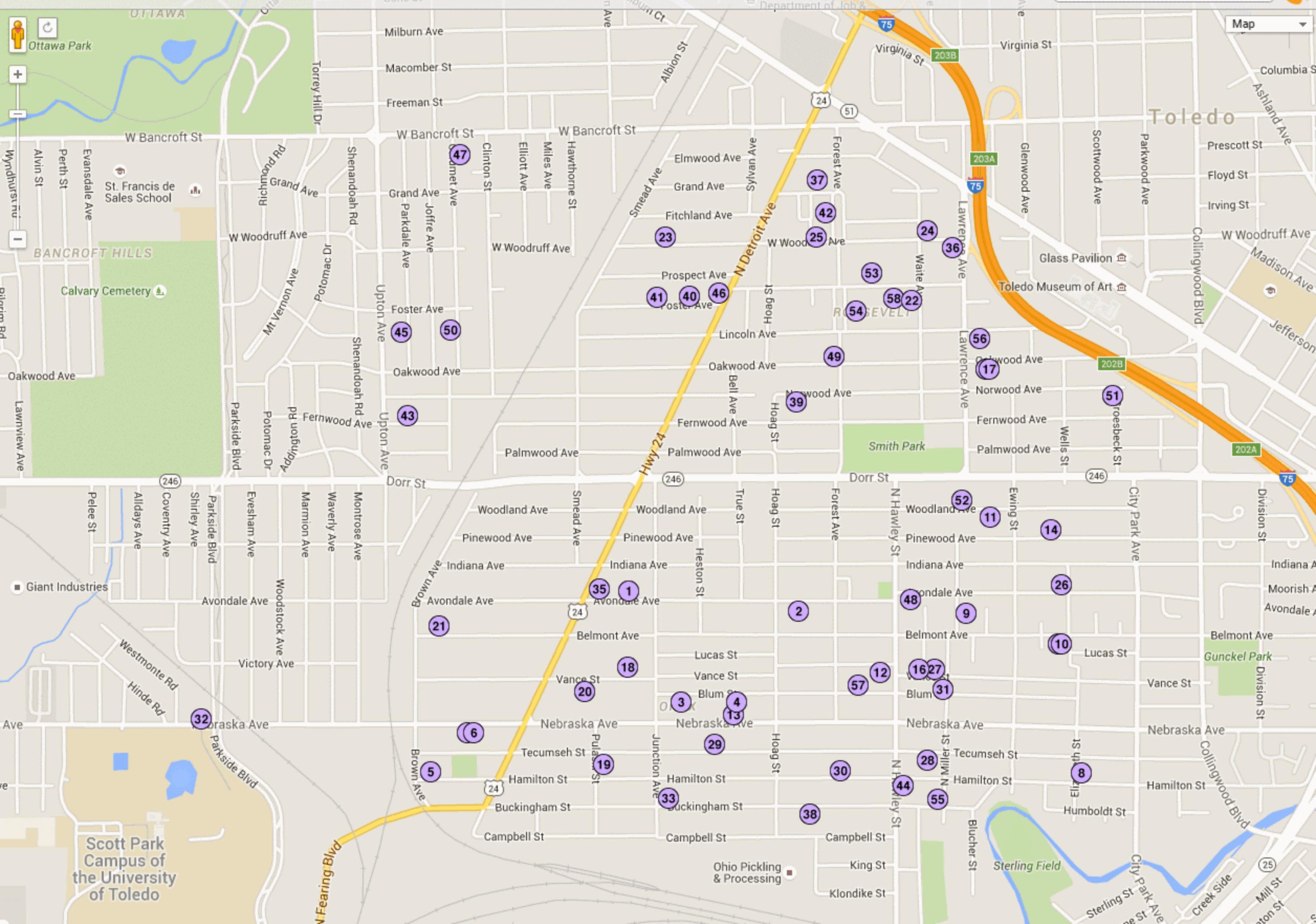
December 2, 2015

# MLK Roofing Program





# MLK - Program Area 2 (58 Roofs)







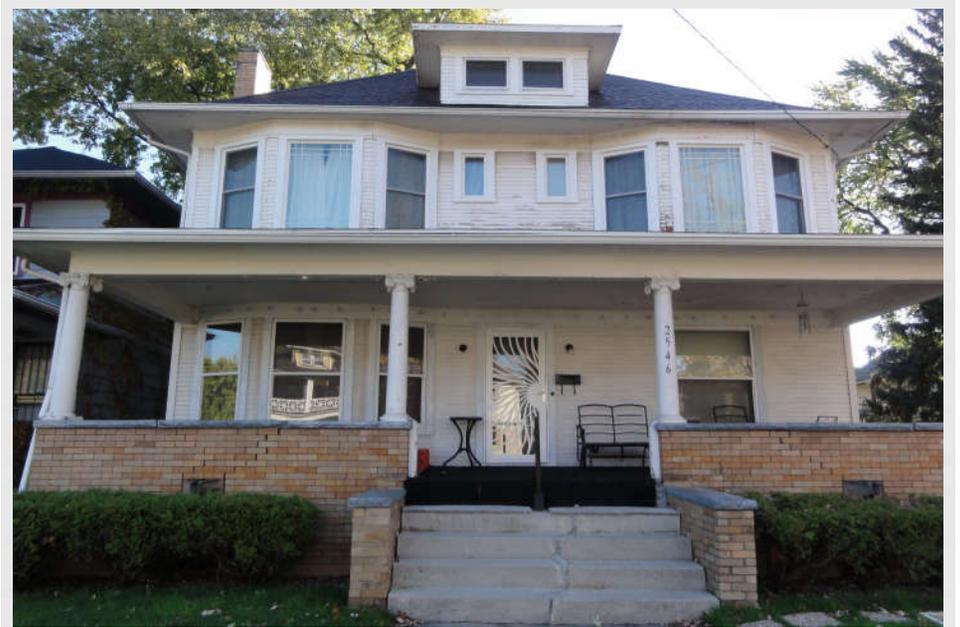
02-04271 (2617 Glenwood) Misc 001



03-08407 (9 Hyde) Misc 006



03-09847 (725 Mark) Misc 011



03-18057 (2546 Fulton) Misc 001



09-52417 (121 Mettler) Misc 088



08-54794 (1651 Nebraska) Misc 081



03-16434 (2744 Parkwood) Misc 001



02-15694 (32 Birkhead) Misc 009



07-29184 (940 Yates) Misc 044



03-17547 (3024 Parkwood) Misc 013



09-51767 (150 Everett) Misc 048



13-29387 (2238 Putnam) Misc 054



03-00831 (601 Segur) Misc 001



14-08174 (642 Western) Misc 140



04-03201 (1214 Gordon) Misc 025



04-02594 (307 Jervis) Misc 020



03-16271 (1226 Gordon) Misc 008



04-01637 (145 Western) Misc 013



02-01781 (1701 Locust) Misc 001



02-15687 (31 Birkhead) Misc 008



03-17244 (424 Kenilworth) Misc 096



08-54584 (1786 Hamilton) Misc 106



14-12707 (1135 Colton) Misc 143



14-03681 (240 Jervis) Misc 132



02-05687 (2251 Vermont) Misc 001



02-22981 (156 Islington) Misc 007



16-08534 (263 Kenilworth) Misc 038



09-14117 (631 Western) Misc 019



07-41721 (1319 Blum) Misc 011



13-27741 (1013 Vance) Misc 030



03-09811 (2509 Walnut) Misc 024



16-18151 (139 W Central) Misc 105



02-15631 (22 Birkhead) Misc 001



16-05017 (224 W Delaware) Misc 093



09-06707 (361 Islington) Misc 048



16-05024 (216 W Delaware) Misc 099



02-22791 (122 Rockingham) Misc 015



03-16441 (2738 Parkwood) Misc 031



16-04904 (33 Melrose) Misc 083



02-22741 (2711 Cherry) Misc 008



09-57327 (656 Hamilton) Misc 078



15-03284 (827 Woodland) Misc 154



02-29037 (1428 Avondale) Misc 002



07-41781 (1237 Blum) Misc 065



08-54801 (1655 Nebraska) Misc 071



07-41621 (1240 Nebraska) Misc 058



07-40114 (1139 Avondale) Misc 049



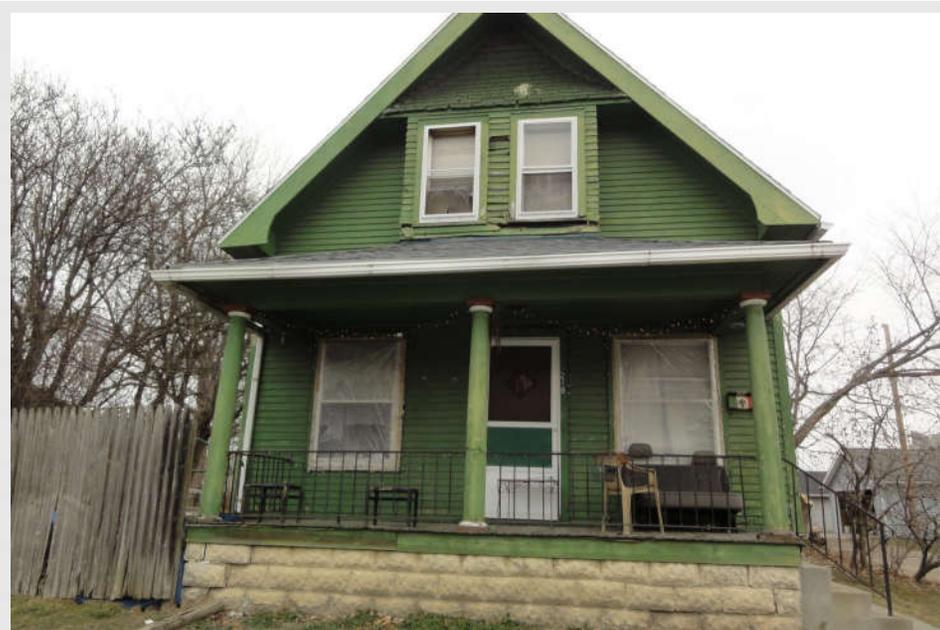
15-03154 (705 Belmont) Misc 145



14-36607 (820 Miller) Misc 137



07-18721 (1017 Curtis) Misc 043



14-03704 (218 Jervis) Misc 129



04-02611 (323 Jervis) Misc 028



04-02371 (335 Eastern) Misc 022



04-00784 (415 Western) Misc 016



07-05764 (662 Curtis) Misc 036



03-09027 (835 Walbridge) Misc 009



18-73267 (946 Curtis) Misc 171



16-12487 (981 Western) Misc 159



03-16627 (2720 Robinwood) HHP 037



09-58271 (930 Vance) Misc 435



02-30027 (1428 Vance) Misc 369



02-29437 (1704 Belmont) Misc 361



08-53551 (412 Pulaski) Misc 421



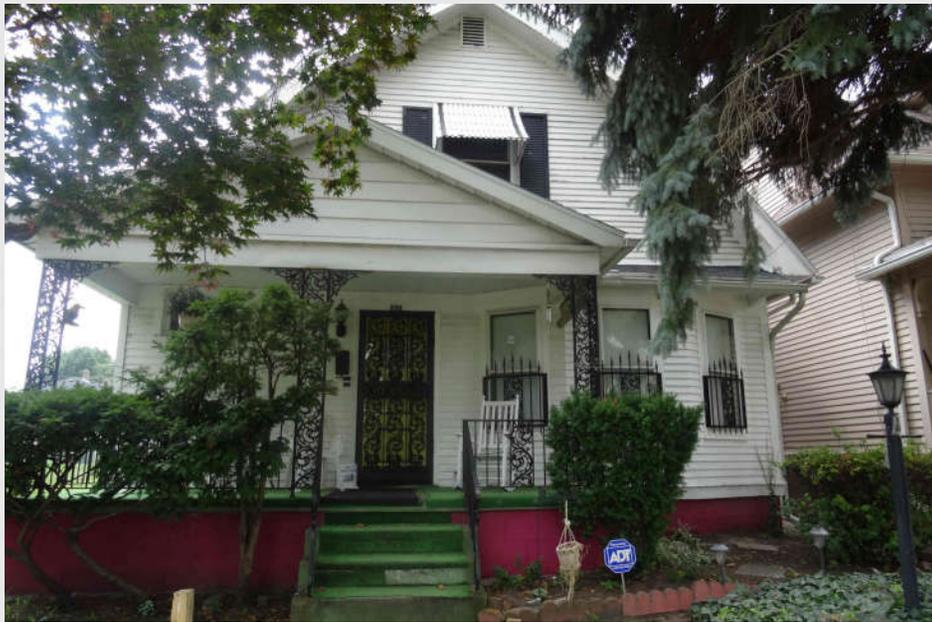
15-03157 (707 Belmont) Misc 539



13-16104 (1396 W Woodruff) Misc 491



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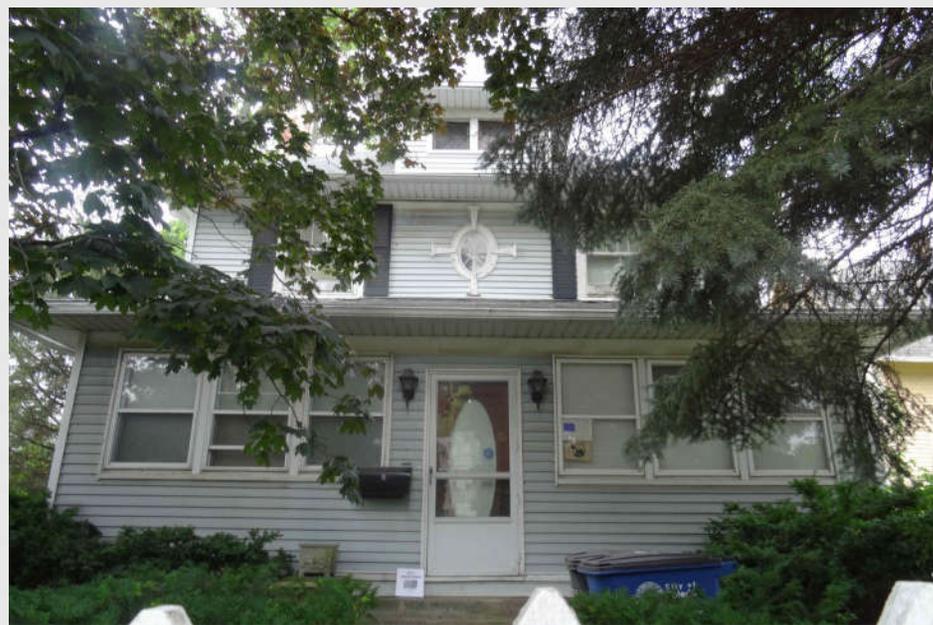
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15-03367 (714 Pinewood) Misc 548



02-22901 (215 Rockingham) Misc 353



03-24834 (3207 Cherry) Misc 377



04-00791 (411 Western) Misc 388



14-12511 (1106 Gordon) Misc 516



09-52534 (2806 Warsaw) Misc 427



10-07787 (3306 Brigham) Misc 459



02-30147 (1511 Vance) Misc 214



04-58537 (1827 Waite) Misc 223



14-01487 (919 Bricker) Misc 223



10-03421 (836 Ketcham) Misc 155



02-22744 (2717 Cherry) Misc 001



14-17324 (261 Walbridge) Misc 238



15-01774 (905 Walbridge) Misc 248



03-23211 (3123 Kimball) Misc 012



03-28891 (3230 Glenwood) Misc 024



07-04807 (917 Tecumseh) Misc 001



16-01194 (1260 Tecumseh) Misc 210



16-01761 (1060 Hamilton) Misc 222



09-58391 (902 Blum) Misc 011



20-20627 (3218 Avondale) Misc 244



11-25454 (601 Parkside) Misc 044



16-02081 (1334 Buckingham) Misc 233



06-02044 (706 Avondale) Misc 100



04-57864 (938 W Woodruff) Misc 046



04-57714 (1118 W Woodruff) Misc 034



05-50794 (429 Darrow) Misc 086



09-58254 (912 Vance) Misc 208



14-17511 (235 Krower) Misc 307



09-06617 (2611 Fulton) Misc-2 121



10-22001 (142 Austin) Misc 196



07-42627 (115 W Delaware) Misc 113



16-04894 (21 Melrose) Misc 286



01-10687 (245 E Delaware) Misc 001



04-57941 (909 W Woodruff) Misc 106



12-05841 (1118 Grand) Misc 151



04-60277 (1318 Foster) Misc 124



04-60241 (1356 Foster) Misc 114



05-18484 (2031 Forest) Misc 133



06-02354 (949 Avondale) Misc 109



05-01787 (1844 Fernwood) Misc 084



20-54637 (919 Broer) Misc 253



20-54031 (1122 Turner) Misc 239



14-10201 (841 Oakwood) Misc 187



04-59334 (1104 Oakwood) Misc 050



10-00757 (1145 Norwood) Misc 152



07-01347 (943 Hamilton) Misc 122



08-52977 (902 Woodland) Misc 139



04-60304 (1843 N Detroit) Misc 074



02-28661 (920 N Detroit) Misc 005



16-02371 (1127 Buckingham) Misc 201



20-89331 (1023 Ranch) Misc 267



05-50601 (512 Kopernik) Misc 100



16-61034 (2256 Westmonte) Misc 227



16-60954 (2287 Westmonte) Misc 215



12-05184 (2132 Calumet) Misc 176



12-05007 (1807 Calumet) Misc 163



16-60987 (2334 Westmonte) Misc 363



16-60604 (2346 Hinde) Misc 352



12-04234 (1805 Parkdale) Misc 306



02-15971 (77 Birkhead) Misc 025



07-00161 (619 Norwood) Misc 107



04-58334 (1052 Prospect) Misc 055



10-11891 (2279 Franklin) Misc 280



04-01004 (348 Crittenden) Misc 039



14-00427 (836 Woodward) Misc 329



11-58844 (830 Vinton) Misc 298



14-17654 (222 South) Misc 341



04-58814 (1820 Forest) Misc 084



07-01234 (906 Buckingham) Misc 121



18-82187 (853 Lincoln) Misc 389



13-27817 (1038 Blum) Misc 318



18-73307 (1006 Curtis) Misc 376



09-51271 (430 E Weber) Misc 268



02-03694 (2602 Scottwood) Misc 007



04-58561 (1027 Prospect) Misc 070