



# Engaging the Community to Develop Equitable Solutions

National Association of REALTORS®

Policy, Practice, Process: Transforming Neighborhoods through Equitable Revitalization

Mr. Fred Holley, Dayton, OH

Kathy Guillaume-Delemar & Sara Toering, Center for Community Progress:

May 18, 2021



# About us

***Kathy Guillaume-Deleamar,  
Sara Toering  
Fred Holley***

# Agenda

*Wisdom and insights into equitable community development from a West Dayton resident-leader with over 50 years of experience*

*Concrete examples of successful, community-led, equitable development projects with exponential impacts on community health and wellness*

**Q&A**

# An opening conversation....

*What do you love about your community?*

*Could you share more about your experience in neighborhood and community leadership, and why you offer your voice and expertise to equitable community development in Dayton?*

*When it comes to real estate and community development—what does it mean to “center community”?*

# Salem Avenue Peace Corridor

## Value Proposition and Vision

# Value Proposition

*based on Market Feasibility Study published in 2016\**



**Provide exposure for increased business opportunity**

- \$40 Million Retail Gap in a one mile radius
- \$300 Million Retail Gap in a three mile radius
- 28,000 commuters/day



# Salem Avenue Peace Corridor

HILLCREST

## HEALTH & SERVICES

### Retail Gap:

1-Mile Radius  
\$2.8 Million

3-Mile Radius  
\$8.6 Million

BENSON

CATALPA

## RETAIL

### Retail Gap:

1-Mile Radius \$14.6 Million

3-Mile Radius \$156.2 Million

SALEM

## CORRIDOR AREAS INCLUDE:

CHURCHES  
RESIDENTIAL/HOMES  
EDUCATION & NEW LIBRARY  
PARKS  
BIKE PATHS & WALKING TOURS  
HOSPITAL  
HISTORIC NEIGHBORHOODS  
CULTURAL DESTINATIONS

HARVARD

GRAND

RIVERVIEW

## FOOD, RECREATION & ENTERTAINMENT

### Retail Gap:

1-Mile Radius \$24.3 Million

3-Mile Radius \$136.2 Million





# Salem Avenue Peace Corridor

IT'S  
HAPPENING!!!  
ON



Salem Avenue Peace Corridor









Legend



Current View of 300/400 Block



100 ft



**Salem Town Center – Federal to Superior – Redevelopment Concepting; Development Exercise Target #1 –  
McDonald's Block – *Draft Visioning Concept***  
*Two Development parcels – Scale, diversity in design and experience*







# Salem Avenue Peace Corridor





# Gem City Market







FUTURE SITE OF THE  
**GEM CITY MARKET**



# Dayton View Historic Association Home Give Away (2019)



# Endangered Properties Program



## Committee and Program Overview

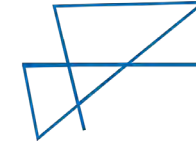
Adjunct “LotLinks” like Program, for  
Historic Districts, Overview (Under  
Development with City and County)





**221 Central  
Avenue**

# Committee Objectives/Charter Overview

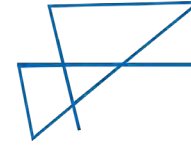


- Identify Local Historic Properties, having significant architectural features and/or significance to Dayton's history and requiring stabilization to avoid deterioration beyond repair.
- Identify, create and secure funding sources to implement and execute a stabilization plan that ensures work is completed in a timely manner.
- Provide information related to stabilized properties to the PDI Marketing Team and/or a PDI Board sanctioned realtor who will be responsible for developing reuse strategies and finding appropriate developers/owners.



# Committee Objectives/Charter Overview -

## Tasks



- Select from the Nomination submissions up to ten (10) candidate properties or up to 30K sq. ft. (when commercial structures are included) per year for stabilization.
- As a property is stabilized, it can be removed from the stabilization list and a new candidate can be added to the list.
- The full PDI Board will assess the nominations and/or Committee recommendations and approve final selections
- Work with appropriate legal resources to identify and resolve all ownership issues, Right to be on property, etc. For each property.
- Solicit and Work with appropriate Trades/ Developers to identify stabilization requirements and estimates.
- Identify and acquire funding resources and in-kind services such as building trades or restoration specialist. This may further include decisions on any equity interest.
- Oversight, management and execution of the stabilization plan, including the possibility of securing additional control through a lien or other equity interest in the property.
- Turnover of the property to the PDI Marketing Team and/or PDI selected realtor.

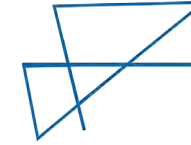


# Potential Stabilization Solutions— Will Vary for Each Property



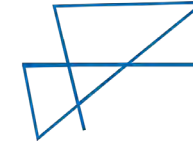
- Legal, title, tax, lien issues identified and resolved (dependent on individual circumstances and funding and partners, e.g., Montgomery County Land Bank,
- Stabilization requirements identified and documented
- Stabilization contractors, developers, owners, partners solicited and screened
- RFQ's developed and released
- Contractor, developer, owner, partner selection completed
- Funding issues resolved
- Execution of Stabilization Plan completed
- Turn-over to Marketing Team, Realtor, or Owner
- Review and evaluation of the team's efforts and the processes

# Committee Members



- **Fred Holley** Chair, Retired NCR Director IT Global Procurement; City of Dayton Landmarks Commission Chair; President Dayton View Historic Association, VP, Salem Avenue Peace Corridor llc. and Treasurer, Gem City Market <https://www.linkedin.com/in/fred-holley-36594749/>
- **Dan Barton**, Principal, BrainWave historic tax credit and preservation consultants, Grafton Hill Neighborhood Development Corporation, long-time resident Grafton, offices in historic Red Top Building in Huffman <http://www.historicaltaxcredits.com/index.php>
- **Paul Woodie, Paul Woodie**, retired OMB Director, Planning Director, and Assistant City Manager City of Dayton, strategic planning and community development consultant, President East End NDC, Board Member Clean Energy4All, Neon Movies. WestCare Ohio CAC, downtown resident. <https://www.linkedin.com/in/paul-woodie-4a56295/>
- **Dan Brown**, attorney, environmental law, zoning, real estate, general business litigation; co-owner of the historic building at 5th and Ludlow where the firm's offices are located <https://www.brownlawdayton.com/>
- **Tim Bement**, Principal, App Architecture, AIA, NCARB, LEED AP BD+C, <https://app-arch.com/team/timothy-j-bement/>
- **Michael Jacobs**, attorney, private practice focusing on commercial and intellectual property transactions; former General Counsel of LexisNexis, Snap-on Business Systems, and SAI Global; lives in McPherson Town where he has renovated several historic homes [https://udayton.edu/directory/law/jacobs\\_michael.php](https://udayton.edu/directory/law/jacobs_michael.php)
- **Jeff Wysong**, Dayton Restoration and Reclamation, Jeff has renovated several challenging historic homes in many of Dayton's Historic Districts; Also built the Dublin Pub addition <https://www.antiquesvillage.net/dayton-reclamation-restoration>
- **Kegan Sickels**, accounting and finance professional CareSource, Dayton View Triangle President where he has led efforts with the city to get DVT listed on the National Register , web, social media, mapping, research, and data analysis <https://www.linkedin.com/in/kegansickels/>
- **Monica Snow**, retired marketing and product development professional Lexis-Nexis, Reynolds & Reynolds, Wright State; lives in Oregon where she has renovated several homes in <https://www.linkedin.com/in/monica-snow-4662243/>
- **David Lyttle** \_ Currently a member of the Human Relations Council. David has grant writing and fundraising experience.
- - **Realtors with historic property sales experience will be brought in as needed**

# Property Nomination/Selection Criteria



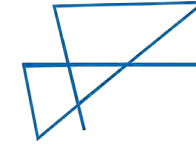
**Property must be at least 50 years old**

**Exhibit at least one of the following characteristics of exceptional significance:**

- Be associated with individuals, groups, events, or trends that have made a significant contribution to Dayton's history
- Retains distinctive features of a type, period or method of construction and/or represents exceptional work of an architect(s) or craftsman, or possess high architectural or artistic significance
- Retains its historic integrity as exhibited by its location, setting, design, materials, workmanship or association



# Donation and Nomination Process



- Tax deductible contributions to the PDI Endangered Properties Fund can be made, in PDI's name, to the Dayton Foundation who will administer the fund on behalf of PDI.
- Endangered Property Nomination applications can be completed on-line at PDI's webpage:  
<http://www.preservationdayton.com/endangered.html>

# LotLinks Like Program Parameters





**Lexington Lodge (18-32 Lexington Ave) (Condo Conversion Candidate)**

773-254-2115 11/21/2018



# LotLinks Like Program Parameters



## Program under development

Requested County/PDI Partnership Role:

- Under this program, the Landbank to only consider properties in one of our Historic Districts or on the National Register that PDI will have a legally binding sales agreement and deposit from a buyer, or that PDI agrees to acquire at the end of a predefined term.
- When the Landbank clears the title to the property and it has remained under their control for some period of time (to be specified), Preservation Dayton or some other entity will agree to take possession of that property.
- We are asking the Landbank to employ its toolbox to clear title to a property and provide relief on any delinquent property taxes.

*(Goal is to minimize risk/exposure for the Landbank who does not want to hold these properties or be bound by the strict local and state restoration requirements)*

# LotLinks Con't



## Requested City/PDI Partnership Role:

- Reactivate a LotLinks like program, limited to properties designated as Historic (either locally or on the National Register)
- Work with PDI to develop and implement tighter restoration/renovation controls, reasonable timelines, be restricted to Dayton and Montgomery County residents who, unless otherwise agreed, upfront, will live in the property after the renovation is completed, for no less than 5 years, or to a proven restoration contractor who will sell for owner occupancy.
- Assist with the screening of applicants, as it relates to proof of financial capacity and/or loan preapproval to complete the project.
- Restoration is to be completed in a predefined timeframe, based on the condition of the property. In the event of default, the property will revert to PDI or other agreed upon ownership/sale.
- Must be owner occupied for at least five years or, if acquired by a developer/rehabber, require some type of Surety Bond or other financial guarantee that is forfeited by the developer if they don't meet the defined requirements of the agreement

# Examples of Distressed Properties

(Properties vary in size from cottages on up)







**Traxler  
Mansion**













HOWES  
REALTY INC.  
28-574

STOP IN  
FOR ALL YOUR  
REAL ESTATE  
NEEDS  
313-278-4743



# Continuing the conversation....

**What is some of your advice to realtors, bankers, to policy makers, to support and generate equitable and meaningful impacts in communities/neighborhoods like yours?**



# Centering Community: Q&A

# *Questions? Thoughts?*

- [fwholley@gmail.com](mailto:fwholley@gmail.com)
- [stoering@communityprogress.net](mailto:stoering@communityprogress.net)
- [kguillaume@communityprogress.net](mailto:kguillaume@communityprogress.net)

**THANK YOU!**

*Stay healthy and hopeful.*

