



2020 ANNUAL REPORT

BROOME COUNTY LAND BANK CORPORATION
60 HAWLEY STREET, 5TH FLOOR
BINGHAMTON, NY 13901
www.broomelandbank.org

2020 BOARD OF DIRECTORS AND OFFICERS

Names and Titles

Aaron Martin <i>Chairman</i>	Chris Papastrat <i>Vice Chairman</i>
Thomas Augostini <i>Secretary</i>	Stacey Duncan <i>Treasurer</i>
Tarik Abdelazim <i>Director</i>	Michael Decker <i>Director</i>
Christopher Dziedzic <i>Director</i>	Christine Marchuska <i>Director</i>
Michael Sopchak <i>Director</i>	

2020 BOARD COMMITTEES AND MEMBERSHIP

Governance/Personnel Committee

Thomas Augostini, Chair
Christine Marchuska
Chris Papastrat

Finance/Audit Committee

Stacey Duncan, Chair
Tarik Abdelazim
Michael Sopchak

2020 COMMUNITY ADVISORY PANEL

Mary Ann Callahan	Marion Irwin
Ebony Jackson	Mike Marinaccio
Beverli Miller	Joe Moody
Megan Brockett	Nick Pappas
Jerry Willard	

CORPORATION STAFF

Jessica Haas (Nejeschleba)
Executive Director

MISSION STATEMENT

The mission of the Broome County Land Bank is to foster economic and community development by acquiring, holding, managing, developing and marketing distressed, vacant, abandoned and under-utilized properties.

2020 Overview

The Broome County Land Bank Corporation (BCLBC), a nonprofit corporation, was established by Broome County in 2013 under the New York Land Bank Act. The BCLBC was created to target distressed, vacant, abandoned and foreclosed properties with the goal of fostering community and economic development by eliminating blight and stabilizing neighborhoods. The intention is to transform nuisance properties into productive use.

2020 was a year full of activity and accomplishment. The BCLBC celebrated the successful completion of several demolition and rehabilitation projects and sale of vacant lots with the assistance of a \$1.2 million grant awarded in 2019. The BCLBC also continued to build partnerships and leverage funds, positioning itself to make an even greater positive impact on distressed neighborhoods throughout Broome County. This report will highlight the many notable accomplishments achieved by the BCLBC in 2020.

2020 Highlights

Broome County Land Bank Welcomes a New Executive Director

The Land Bank Board of Directors conducted several interviews in late 2019 to replace their outgoing Executive Director, Margaret Scarinzi. The Board selected Jessica Haas (Nejeschleba) to lead the Broome County Land Bank as their new Executive Director. Jessica is a native of Vestal and a graduate of Binghamton University's Master of Public Administration program. She served as the City of Binghamton Deputy Clerk before her appointment to the Land Bank. Jessica also possesses experience in fundraising with a local not-for-profit organization and in communications with Binghamton University's College of Community and Public Affairs Office of Communications and Marketing.

In 2020, the BCLBC entered into an administrative services agreement with Broome County for a grant to cover the Executive Director's salary, benefits and office supplies in the amount of \$79,825. Broome County has provided the BCLBC with annual grants since 2017.

Land Bank Community Revitalization Initiative (CRI)

The New York State Office of the Attorney General (OAG) established the Land Bank Community Initiative in 2013 with funding secured through settlements with the nation's largest banks over misconduct that contributed to the housing crisis. The initiative seeks to boost neighborhood revitalization efforts statewide by addressing blighted properties and returning them to productive use. To date, the OAG has provided over \$80 million in funding in support of the activities of New York's Land Banks.

Community Revitalization Initiative - Round 4 Grant Award: \$1,200,000

The BCLBC submitted a grant application to The New York State Office of the Attorney General (OAG) for Round 4 and was awarded \$1.2 million for combined fiscal years 2019 and 2020. The BCLBC received a grant extension to complete outstanding projects in fiscal year 2021. In 2020, the Land Bank acquired seven blighted properties for four demolition projects throughout Broome County and three rehabilitation projects with the Land Bank's co-developer, First Ward Action Council (FWAC) in the City of Binghamton. The BCLBC is to acquire four to five additional blighted properties for demolition in 2021. The CRI grant is administered by Enterprise Community Partners, with which the BCLBC has a strong working relationship.

Scattered-Site Demolitions

A large component of the BCLBC's second year of the CRI Round 4 award was our county-wide demolition program. In 2020, the BCLBC, with input from the community and our municipal partners, identified multiple residential properties for demolition. The demolitions occurred in the City of Binghamton and the Town of Union. Working with the City of Binghamton, the properties identified were 47 Robinson Street and 55 Park Terrace Place. 47 Robinson Street had been vacant for several years leading to severe neglect. The detached garage experienced a fire in October of 2018 and was a hazard to the neighborhood. The BCLBC's Environmental Term Contractor, Delta Engineers,



Architects & Land Surveyors, D.P.C. found that 55 Park Terrace Place was unsound in several areas of the structure including parts of the foundation and roof. City of Binghamton Code Enforcement was able to verify the structure was unsafe and therefore condemned the property for demolition. The BCLBC demolished both properties in September, removing blight from the community. With approval from the Board of Directors, both properties were sold to neighbors through the BCLBC's Side Lot program; thereby, placing the properties back on the tax rolls.





7 East Maine Rd., Town of Union pre-demolition press conference with County, Town and Land Bank Officials

Working with Broome County and the Town of Union, properties identified were 7 East Maine Road and 149 Endwell Street. 149 Endwell Street was a blighted structure affected by both the 2006 and 2011 floods. The property had been a recipient of numerous code violations. 7 East Maine Road consisted of several vacant mobile homes. The property is located in between a busy road in the Town and a large creek. Prior to demolition, the BCLBC's Term Contractor, Delta Engineers, determined that the current placement of each mobile home was unsound due to the overhang on the creek. Town of Union Code Enforcement was able to verify that each structure

was unsafe and therefore condemned the property for demolition. Town and County officials and nearby residents observed as the property was demolished in September. With approval from the Board of Directors, 149 Endwell Street was conveyed to the Village of Johnson City to expand their current Department of Public Works and Water Department storage space and 7 East Maine Road was returned to Broome County to be listed as a future auction property.

All four demolitions were performed by LCP Group at a total cost of \$46,000. Broome County Landfill Tipping Fees were waived due to an agreement the BCLBC has with Broome County. In addition, the BCLBC applied for and received a Brownfield Reimbursement grant from Broome County for the pre-demolition asbestos survey expenses incurred from 47 Robinson Street.

Rehabilitations

In late 2018, the BCLBC acquired three residential properties in the City of Binghamton to rehabilitate for affordable housing. The Land Bank funded the acquisitions and pre-development work through CRI Round 3. In Round 4, The BCLBC partnered with First Ward Action Council (FWAC) for oversight of the projects on 32 Hayes Street and 76 Park Avenue. After construction was complete, the BCLBC worked with FWAC to identify qualified buyers who met the BCLBC's Affordable Homes Program annual income and affordability guidelines. With recommendations from the BCLBC Executive Director and Project Partner, FWAC, the Board of Directors approved the sale of 32 Hayes Street in August for \$85,000 and approved the sale of 76 Park Avenue in November for \$81,900. The total development costs for both properties were approximately \$286,000.



32 Hayes St., City of Binghamton

The City of Binghamton is also a strong partner in the Land Bank's mission with their generous contribution of \$100,000 in Community Housing Development Organization (CHDO HOME) funding to

support all rehabilitation projects in the BCLBC's CRI Round 4 grant deliverables. In addition to the completion of 32 Hayes Street and 76 Park Avenue, the BCLBC acquired 33 Linden Street, 124 Gaylord Street and 15 Birch Street to rehabilitate in 2021. Each property ranges in complexity and is a challenge that the Land Bank Executive Director and Board are excited to undertake. The estimated combined development costs for the remaining three properties is \$675,000 and the sales to qualified families should take place prior to the end of 2021.



1125 Glenwood Rd., Town of Vestal

Also, in 2020, the BCLBC completed the rehabilitation of 1125 Glenwood Road in the Town of Vestal. The Board of Directors approved an agreement with the SEPP Group to manage the construction and oversee buyer qualification of the property. This project was funded by sale proceeds of two previous CDBG funded rehabilitation projects. With recommendation from the BCLBC Executive Director and Project Partner, SEPP Group, the Board of Directors approved the sale in October for \$130,000. The total development cost was approximately \$160,000.

3 King Avenue, City of Binghamton

The BCLBC acquired 3 King Avenue in the City of Binghamton to rehabilitate for an affordable housing opportunity under CRI Round 4. After several conversations with project partners and discussion of alternative development strategies with the Executive Director, the Board of Directors agreed to issue a Request for Proposals (RFPs) for the Purchase and Development of 3 King Avenue with an optional development incentive of up to \$75,000. With exceptional team work, the Board of Directors authorized the sale of the property and subsequent development to Vision Build Holdings Binghamton, LLC for \$7,500 in November. The developer submitted a proposal to fully rehabilitate the property as a two-family home and agreed to rent at least one unit at an affordable rate to qualified tenants for ten years. Construction will take place during 2021 and is slated to be completed by September.



3 King Ave., City of Binghamton

BCLBC Side Lot Program

The BCLBC was able to utilize its Side Lot Program effectively in 2020. After years of neglect, the BCLBC demolished 3492 Margery Street in 2019. With support from the Town of Binghamton, the Board of Directors approved the sale to Habitat for Humanity in July of 2020. Habitat for Humanity submitted a proposal to construct a single-family home to be sold to a low-income applicant. The BCLBC also collaborated with the City of Binghamton to transfer a slate of vacant lots to the City: 29 Lydia Street, 40 Julian Street, and 50 Thorp Street. Use of the Side Lot Program allows the BCLBC to leverage funding to continue capital projects throughout Broome County.

New York Land Bank Association, Inc.

The New York Land Bank Association (NYLBA) was created to promote and market the use of land banks, provide information on the establishment and operation of land banks, provide support and technical assistance among land banks and to provide and support governmental relations activities in advancement of land banks within New York State.

The BCLBC continued its membership with the New York Land Bank Association in 2020. The Executive Director regularly participated in the Association's monthly conference calls.

Community Outreach

The BCLBC continued its community outreach in 2020. The Executive Director presented to several entities, including the Binghamton City Council, to educate and spread awareness about the Land Bank and its mission. The Executive Director also accepted an invitation to interview on a local radio station, WNBF 1290. The Executive Director continued direct outreach and communication with community leaders and elected officials throughout the County. These conversations resulted in the identification of several projects the BCLBC tackled during the year, as well as identified future projects and financial partnerships for 2021. Maintaining and nurturing these relationships will continue to create more partnership opportunities where resources can be leveraged, enabling the BCLBC to make an even bigger impact on blight removal and stabilizing neighborhoods across Broome County.

The Executive Director met on several occasions with the Community Advisory Panel (CAP) which is comprised of nine members of the community and serves in an advisory role to the Executive Director. The CAP was active in the community and supported BCLBC projects throughout the year.

In late 2020, the BCLBC Board of Directors thanked Chris Papastrat and Stacey Duncan for their service on the Board and were looking forward to welcoming two new members in 2021.

COVID-19

Like many organizations and businesses throughout New York and across the nation, the BCLBC faced challenges of our own throughout the COVID-19 pandemic. New York State Governor Andrew Cuomo issued Executive Order 202.6 on March 22, 2020 that required all non-essential businesses and organizations close in-office personnel functions statewide which not only transitioned the Executive Director and Board members into remote status for several months but placed all projects except for the BCLBC's ongoing affordable housing rehabilitation projects on hold until further notice. Construction on 32 Hayes Street, 76 Park Avenue and 1125 Glenwood Road all slowed down due to staffing decreases but were able to continue under the Executive Order. When the Southern Tier was permitted to enter Phase 2 of New York's Re-Opening Plan which occurred in late May, the BCLBC was then advised that work could begin on our upcoming demolition projects: 47 Robinson Street, 55 Park Terrace Place, 7 East Maine Road and 149 Endwell Street previously described in this report. The BCLBC's term contractor worked diligently to ensure demolition of these properties would be completed in 2020 with appropriate health and safety restrictions.

The BCLBC was able to smoothly transition Board meetings to Zoom Videoconferencing and will continue to hold meetings through this medium until it is safe to meet in-person again.

Looking Ahead

Properties

The BCLBC has developed a strong working relationship with Broome County, particularly when identifying foreclosed properties to acquire for demolition and rehabilitation. Detailed previously, the Land Bank successfully acquired three residential properties in the City of Binghamton in 2020 as part of CRI Round 4 for the purpose of rehabilitation for resale to buyers who meet affordable standards not exceeding 80% of Area Median Income. Construction will commence in the beginning of March 2021. The



2300 Owego Rd., Town of Vestal

Executive Director and Board of Directors are pursuing four to five additional

demolition projects throughout Broome County. The BCLBC collaborated with local elected officials to identify the following four properties: 1944 North Road and 2300 Owego Road in the Town of Vestal, 108 Roosevelt Avenue in the Village of Endicott and 22 Fuller Street in



124 Gaylord St., City of Binghamton

the Town of Dickinson. The BCLBC is pursuing financial partnerships with the Village of Endicott and Town of Dickinson to complete the demolitions in those municipalities. Upon transfer of real property to the BCLBC, the Executive Director will undertake pre-demolition work and issue bids for a demolition contractor. Our ability to rehabilitate homes, stabilize neighborhoods, provide affordable housing and return properties to the tax rolls will positively impact the County for years to come.

Future Challenges

Funding

Funding continues to be a challenge for land banks across New York State.

The main source of project funding for NYS land banks remains grant monies awarded through the Attorney General Land Bank Community Revitalization Initiative. As noted above, the BCLBC has been awarded funding for projects to be undertaken through fiscal years 2019 and 2020 as well as 2021 by the granting of an extension request. However, grants through this initiative do not extend beyond 2021 at this time. It is unclear if future dedicated project funds will be made available. The BCLBC continues to appreciate the strong support of Broome County in providing grants to support the salary and benefits for the Executive Director as well as office supplies and technology.

The New York Land Bank Association is continuing to pursue a predictable revenue source for land banks, one that is recurring and allows for long-term planning. Efforts to secure sustainable funding will continue into 2021 so land banks throughout the State can continue to combat blight, revitalize neighborhoods and support community and economic development.

2020 BCLBC Financial Overview

NET POSITION	2020	2019
Assets	<u>\$964,758</u>	<u>\$607,497</u>
Liabilities	<u>(69,141)</u>	<u>(9,579)</u>
Total net position	<u>\$895,617</u>	<u>\$597,918</u>
Operating revenue	478,351	390,635
Operating expenses	<u>(180,652)</u>	<u>(294,143)</u>
Change in net position	\$297,699	\$96,492
Net position at beginning of year	<u>597,918</u>	<u>501,426</u>
Net position at end of year	<u><u>\$895,617</u></u>	<u><u>\$597,918</u></u>

NOTE: All amounts are expressed in actual dollars. The complete audited financial statement is available on the Broome County Land Bank's website, www.broomelandbank.org.

BROOME COUNTY
land  bank
CORPORATION

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