

#### www.yndc.org

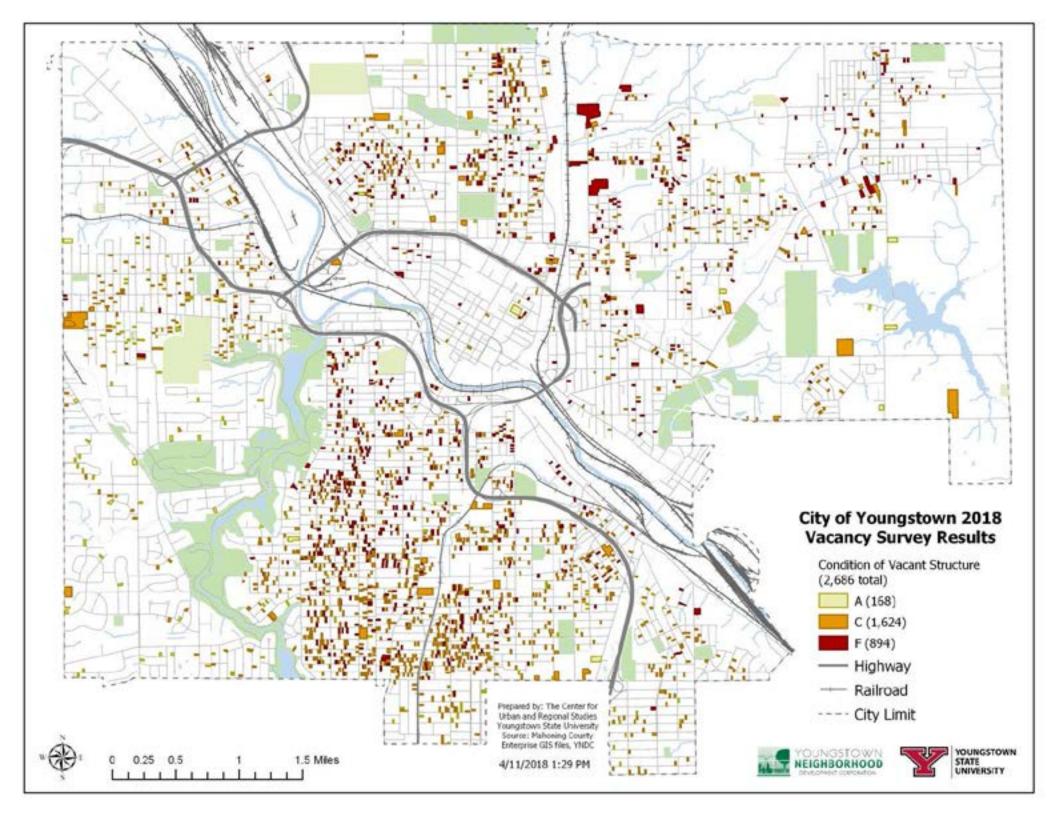
# ABOUT YOUNGSTOWN

#### CONTEXT

- Population peaked at 170,002 residents in 1930
- Planners laid out physical infrastructure for continued growth to 250,000

#### **CURRENT REALITY**

- Population: 65,161 (-62%,)
- Vacant Structures: 2,686 structures
- Vacant Land: 25,000+ parcels
- Vacancy Rate: 20%
- Poverty Rate: 38%
- Median HH Income: \$24,448
- Average Home Sale Price: \$35,065
- Owner Occupancy: 56%



# **ABOUT YNDC**



#### Youngstown Neighborhood Development Corporation (YNDC)

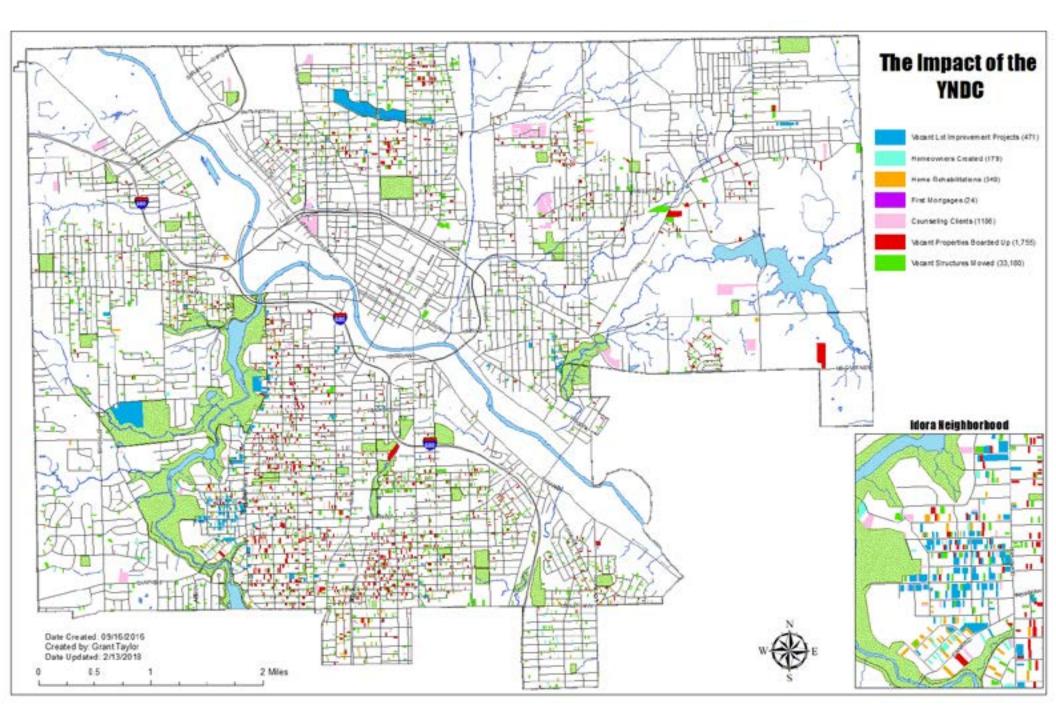
- Citywide community planning and development organization
- Created through public private partnership after completion of 2010 plan
- Began operations in late 2009

#### Approach

- Performance Based
- Layer Partnerships
- Residents at the Center Grassroots Engagement
- Strategically Focus Resources
- Incremental Implementation of Vision

#### Programming

- Planning & Data
- Neighborhood Stabilization
- Active Living and Healthy Eating
- Housing, Financial Literacy and Community Lending



### MARKET RATE, MARKET READY Home rehabilitation model

YNDC minimizes cost and streamlines the rehab process, acting as...

- Planner
- Owner
- Developer
- Property Manager
- General Contractor
- Marketer
- Realtor



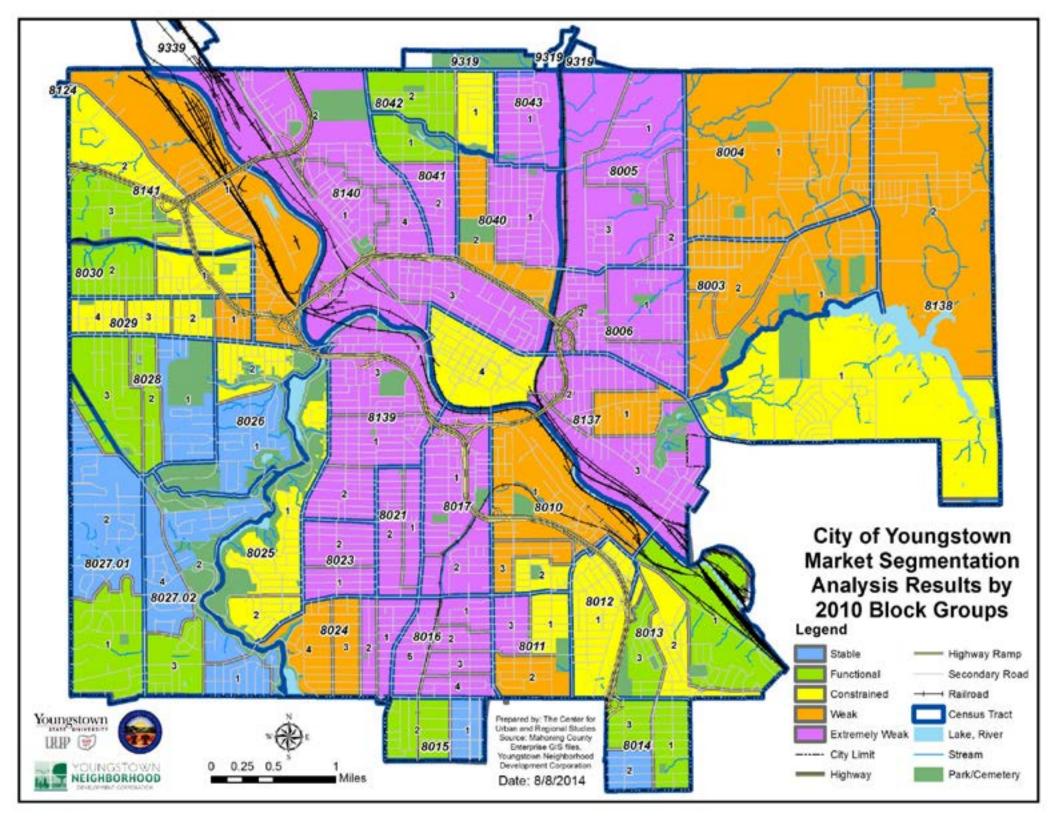
### DATA

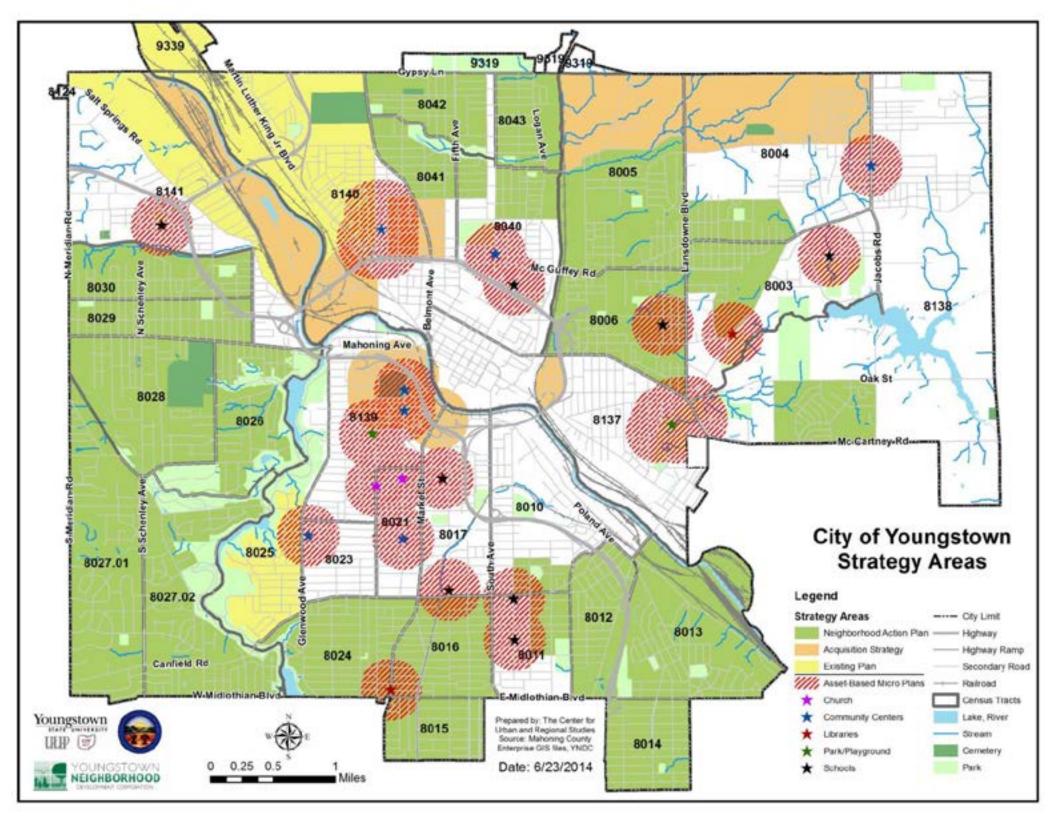
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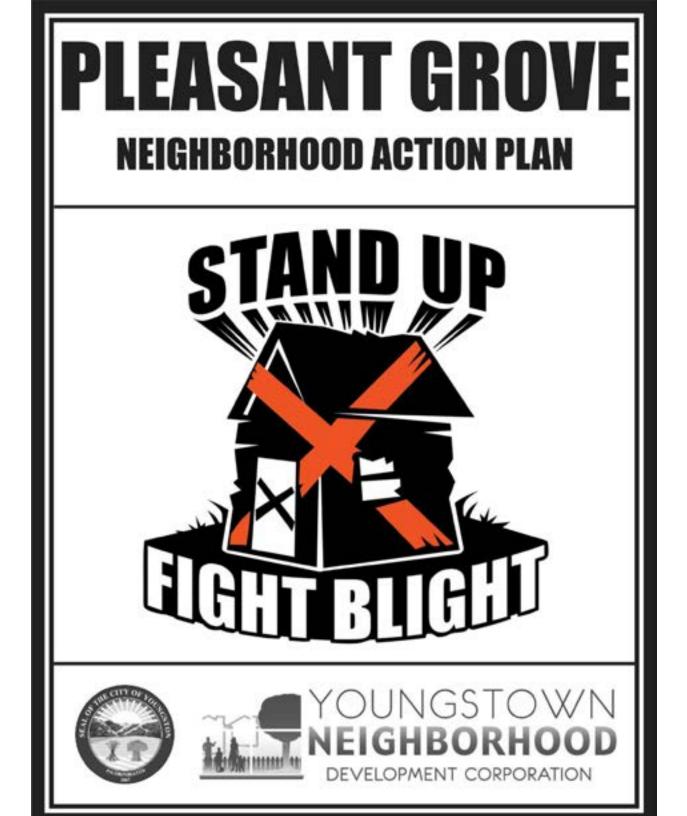
- Complete property surveys
- Identify target areas
- Develop neighborhood action plans
- Develop property specific strategies
- Perform outreach to property owners
- Identify properties with profit potential
- Assemble multiple properties through multiple means
- Secure and maintain property through foreclosure and rehab process

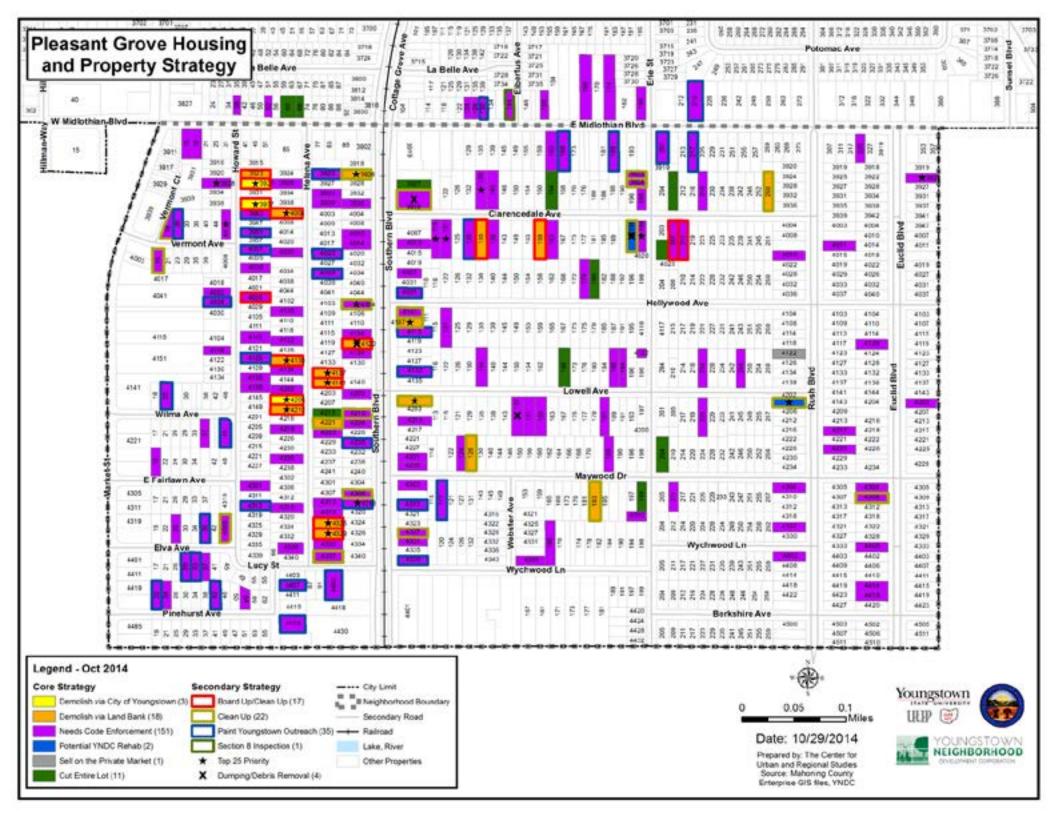






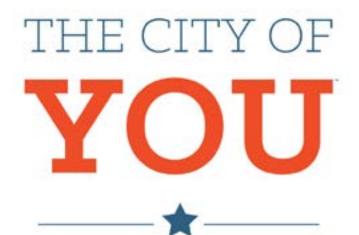






# PARTNERSHIPS/FUNDING

- City of Youngstown
  - Water/Wastewater Enterprise Funding
- Mahoning County Land Bank
  - Development Agreement
- Local Material Vendors





#### Acquisition

- Rehabilitation Viability Analysis
  - Neighborhood Market
  - Property Condition (Major Systems)
  - Condition of Immediate Surrounding Properties
- Strategies
  - County Land Bank
  - City Land Bank
  - Spot Blight Eminent Domain
  - Donation
  - Purchase



#### Staffing

- Housing Director
- Project Manager
- Project Assistant
- In-House Construction Team Equipment and Facilities
  - Electrician
  - Carpenter
  - Tile Layer
  - Painter
  - General Laborers
- Subcontractors
- Marketing Coordinator
- Housing Client Manager



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#### **Project Preparation**

- Obtain Clear and Quality Before Photos/Install Project Signage
- Cleanout Volunteers
- Develop Rehabilitation Specifications (including measurements)
- Develop Budget/Timeline
- Transfer Utilities/Schedule Energy Assessment
- Install Security System
- Obtain Subcontractor Estimates/Award Contracts
  - Furnace
  - Insulation
  - Roofing
  - Hardwood Floors
- Develop and order material list/select project finishes

#### Bedroom 1

| 1. Windows                   | 8. Walls            |
|------------------------------|---------------------|
| Replace doublehung           | Replace sq. ft.     |
| Replace Stationary           | Repair              |
| 7 Page 1                     | Paint               |
| 2. Door x ( inswing)         | Clean               |
| Replace                      |                     |
| Service                      | 9. Built-ins        |
| 2 Cleant Dates in / insulant | Paint               |
| 3. Closet Doorx (inswing)    | Clean               |
| Replace<br>Service           | Door Handles        |
| Scivice                      | Drawer Pulls        |
| 4. Doorknob                  |                     |
| Replace                      | 10. Closet          |
| Mortise                      | Remove hardware     |
| Passage                      | Replace shelfx      |
| Privacy                      | Replace rod In. ft. |
|                              | ncplace roain. it.  |
| 5. Doorstop                  | 11. Floors          |
| Spring                       | Remove Carpet       |
| Hinge                        | Install Carpet      |
|                              | Clean Wood Floor    |
| 6. Trim                      | Refinish Wood Floor |
| Base In ft                   | Tile x              |
| Replace                      |                     |
| Secure                       | 12. Register covers |
| Paint                        | Hot x               |
| Clean                        | Wall                |
| Shoc In. ft.                 | Floor               |
| Replace                      | Cold x              |
| Secure                       | Wall                |
| Paint                        | Floor               |
| Clean                        | Paint               |
| Casing In. ft.               |                     |
| Replace                      | 13. Light Fixtures  |
| Secure                       | Cciling             |
| Paint                        | Wall                |
| Clean                        | Ceiling Fan         |
| StopIn. ft.                  | Closet              |
| Replace                      |                     |
| Secure                       | Notes:              |
| Paint                        |                     |
| Clean                        |                     |
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| 7. Ceiling                   |                     |
| Replacesq. ft.               |                     |
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| Paint                        |                     |
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#### Rehabilitation

- Construction Team Provided with Master Workplan and Individual Daily Workplans
- Construction Team and Subs Complete Work Per Specifications
- Project Manager Conducts Daily Inspections



|   | 3726 Glenwood - 9/11/2017  | Tom |
|---|--|-----|
| Ŧ | Project  |     |
| Т | Exterior   |     |
| T | Spray paint window well grates on front of house - Black                 |     |
| 1 | Garage   |     |
| T | Paint front of garage man door - Semi Gloss White                        |     |
| T | Paint back of garage man door - Semi Gloss White                         |     |
|   | Paint casing around inside of entry door - Semi Gloss White              |     |
| t | Front Porch  |     |
| t | Stain back of entry door   |     |
| t | Touch up paint on right side of door jamb - Brown Exterior Flat          |     |
|   | Paint blank outlet cover on door jamb - Brown Exterior Flat              |     |
| t | Rear Porch   |     |
| t | Touch up coil where recently caulked - Brown Exterior Flat               |     |
| t | Side Porch   | 1   |
| Í |  |     |
| Т | Balcony Deck   |     |
| t | Carefully paint the floor only of the balcony deck - Brown Exterior Flat | 1   |
| t | Rear Foyer   | +   |
| t | Interior Multi-Area  | 1   |
| t | Scrape loose paint from closets to be paint ready                        | +   |
| t | Hall - 1st Floor   | +   |
| t | Paint walls - Basic Beige  | -   |
| t | Living Room  | +   |
| t | Paint walls - Basic Beige  | +   |
|   | Repair hole in fireplace trim with plastic wood and stain                | +   |
|   | Repair old hinges around fireplace built ins with plastic wood and stain | +   |
| t | Sun Room   | -   |
| t | Stain recently installed trim  | +   |
| t | Mother-in-law Suite  | +   |
| t | Paint walls - Basic Beige  | 1   |
| t | Mother in law Bathroom   | 1   |
| t | Paint walls - Palladian Blue   | +   |
| t | Kitchen  | +   |
| t | **Cover kitchen cabinets and countertops prior to painting               | +   |
| _ | Repair right of incincrator door   | 1   |
| _ | Paint walls - Chelsea Gray   | +   |
| t | Dining Room  | +   |
| t | Paint walls - Basic Beige  | +   |
|   | Lightly stain wood covering old door hinges                              | +   |
| Ŧ | Downstairs Bedroom (room after dining room)                              | +   |
| + | First Floor Bathroom   | +   |
| + | Stairs to Basement   | +   |
|   | Paint walls - Basic Beige  | +   |
|   | Paint trim - Semi Gloss White  | -   |
| _ | Polyurethane handrail  | -   |
|   |  |     |

| Inspect before paint and floors!   |   |                            |
|--|---|----------------------------|
|  |   |                            |
| Kitchen  |   |                            |
| Check that sink properly functions. Note any issues below  | - 2 2   | 1                          |
| Fill sink up completely  |   | 2                          |
| Run sink throughout most of inspection   |   |                            |
| Do shutoff valves properly function?   | Yes   | N                          |
| Does hot water work?   | Yes   | N                          |
| Is water pressure adequate?  | Yes   | N                          |
| Docs drain properly drain?   | Yes   | N                          |
| Are there any leaks from underneath?   | Yes   | N                          |
| Are there any leaks from lines going into basement?  | Yes   | N                          |
| Fill sink up completely<br>Run sink throughout most of inspection<br>Do shutoff valves property function?  | Yes   | N                          |
| Does pop up assembly properly function?  | Yes   | N                          |
| Does hot water work?   | Yes   | N                          |
| Is water pressure adequate?  | Yes   | N                          |
|  |   |                            |
| Does drain properly drain?   | Yes   | N                          |
| Does drain properly drain?<br>Are there any leaks from underneath?   | Yes   | N                          |
| Does drain properly drain?   |   | N<br>N<br>N                |
| Does drain properly drain?<br>Are there any leaks from underneath?   | Yes   | N                          |
| Does drain properly drain?<br>Are there any leaks from underneath?<br>Are there any leaks from lines going into basement?<br>Check toilet. Note any issues below<br>Flush toilet 10 times<br>Does it properly flush?<br>Are there any leaks?   | Yes   | N                          |
| Does drain properly drain?<br>Are there any leaks from underneath?<br>Are there any leaks from lines going into basement?<br>Check toilet. Note any issues below<br>Flush toilet 10 times<br>Does it properly flush?<br>Are there any leaks?   | Yes<br>Yes<br>Yes                             | N                          |
| Does drain properly drain?         Are there any leaks from underneath?         Are there any leaks from lines going into basement?         Check toilet. Note any issues below         Flush toilet 10 times         Does it properly flush?         Are there any leaks?   | Yes<br>Yes<br>Yes                             | N                          |
| Does drain properly drain?         Are there any leaks from underneath?         Are there any leaks from lines going into basement?         Check toilet. Note any issues below         Flush toilet 10 times         Does it properly flush?         Are there any leaks?   | Yes<br>Yes<br>Yes                             | N                          |
| Does drain properly drain?         Are there any leaks from lines going into basement?         Are there any leaks from lines going into basement?         Check toilet. Note any issues below         Flush toilet 10 times         Does it properly flush?         Are there any leaks?  | Yes<br>Yes<br>Yes<br>Yes                      | N                          |
| Does drain properly drain?         Are there any leaks from lines going into basement?         Are there any leaks from lines going into basement?         Check toilet. Note any issues below         Flush toilet 10 times         Does it properly flush?         Are there any leaks?  | Yes<br>Yes<br>Yes<br>Yes<br>Yes               | N                          |
| Does drain properly drain?         Are there any leaks from underneath?         Are there any leaks from lines going into basement?         Check toilet. Note any issues below         Flush toilet 10 times         Does it properly flush?         Are there any leaks?   | Yes<br>Yes<br>Yes<br>Yes<br>Yes<br>Yes        | Ni<br>Ni<br>Ni<br>Ni       |
| Does drain properly drain?         Are there any leaks from lines going into basement?         Are there any leaks from lines going into basement?         Check toilet. Note any issues below         Flush toilet 10 times         Does it properly flush?         Are there any leaks?         Full Bathroom         Check that sink properly functions. Note any issues below         Fill sink up completely         Run sink throughout most of inspection         Does hot water work?                    | Yes<br>Yes<br>Yes<br>Yes<br>Yes<br>Yes<br>Yes | Ni<br>Ni<br>Ni<br>Ni<br>Ni |
| Does drain properly drain?         Are there any leaks from lines going into basement?         Are there any leaks from lines going into basement?         Check toilet. Note any issues below         Flush toilet 10 times         Does it properly flush?         Are there any leaks?         Full Bathroom         Check that sink properly functions. Note any issues below         Fill sink up completely         Run sink throughout most of inspection         Does pop up assembly properly function? | Yes<br>Yes<br>Yes<br>Yes<br>Yes<br>Yes        | N<br>N<br>N<br>N           |

#### **Clear Order of Operations**

- Glass Block
- Roof and Exterior Work
- Electrical Rough In
- Mold Scrub
- Door Replacement
- Plumbing Rough In
- Furnace Installation
- Insulation
- Drywall Repair

- Window Replacement
- Floor Tile
- Interior Paint
- Light Fixtures
- Hardwood Floor Refinishing
- Ductwork Cleaning
- Punchlist and Final Clean
- Tub Reglazing















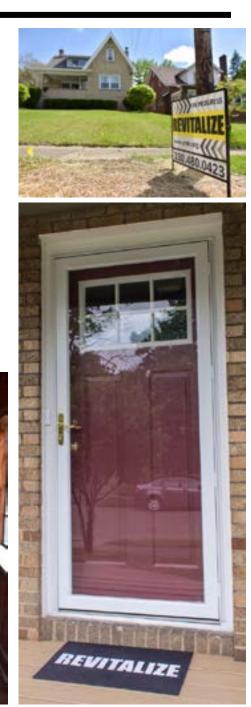




#### Strategies

- Door Color
- Signage
- Welcome Mats
- YNDC Literature on Site
- Neighborhood/Volunteer Open Houses
- Media Events





#### Strategies

- After Photos
- Website
- Multiple Listing Service + Zillow, Trulia, Realtor, etc.
- Facebook targeted, boosted posts
- Twitter
- Instagram























**Buyer Pipeline** 

- HUD-Approved Housing Counseling
  - Bank Partnerships
- REVITALIZE Realty
- REVITALIZE Home Mortgage

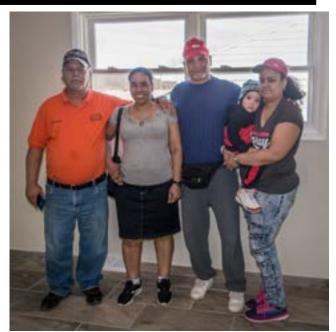






#### Restrictions

- Owner-occupant buyers ONLY
- 5-year deed restriction
- NO INCOME RESTRICTIONS





### RESULTS

- 100 units rehabilitated
- Average time on market 1 week from listing to contract



### **CITYWIDE RESULTS**

Decrease in vacancy

• 31% decrease from 2016 to 2018

Decrease in serious property and violent crimes

• 14% decrease from 2014 to 2017

Increase in home sale prices

 From \$27,824 between 2012-2014 to \$34,182 between 2015-2017 (23% increase)

Increase in conventional mortgage lending activity

• From 38 in 2011 to 96 in 2016 (153% increase)



### **PLEASANT GROVE RESULTS**

#### Pleasant Grove Neighborhood Action Plan Goals and Results

| Goal (2015-2020)  | Results (2015-2017)                                |
|---|--|
| 30 properties brought into compliance                   | 27 properties brought into compliance              |
| 2 vacant properties rehabilitated                       | 4 vacant properties rehabilitated                  |
| 10 vacant properties demolished                         | 24 vacant properties demolished                    |
| Grass cutting at all vacant properties                  | 227 grass cuts at vacant properties                |
| Board up/clean up at all vacant properties where needed | 30 vacant properties boarded and/or cleaned up     |
| Annual streetlight survey                               | 1 streetlight survey conducted; outages reported   |
| 8 sidewalk squares replaced                             | Safe Routes to School 2017 application not         |
|   | funded; 2018 application to be submitted           |
| 37 dead trees removed                                   | 15 dead trees removed                              |
| 15 street trees planted                                 | 76 trees planted                                   |
| 30% decrease in crime                                   | 27% decrease in violent & property crime           |
| 5 collaborative neighborhood projects                   | 2 "Welcome to Boulevard Park" signs installed; 1   |
|   | "Welcome to Youngstown" sign landscaped; 1         |
|   | tree-planting project on Pinehurst/Market; 1 tree- |
|   | planting project on Maywood; 1 experimental        |
|   | clover project; tree-planting continues on         |
|   | Rush/Euclid; 1 cleanup held on Clarencedale/Erie   |
| 10% increase in median home sales prices                | 24% increase in median home sales prices           |

### **PLEASANT GROVE RESULTS**

Decrease in vacancy

• From 65 vacant structures in 2014 to 38 in 2018 (42% decrease)

Decrease in serious property and violent crimes

• 27% decrease from 2015 to 2017

Increase in home sale prices

 From \$30,314 between 2012-2014 to \$37,724 between 2015-2017 (24% increase)

Increase in conventional mortgage lending activity

• From 2 in 2011 to 5 in 2015 (150% increase)



# REVITALZE



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Tiffany Sokol, Housing Director