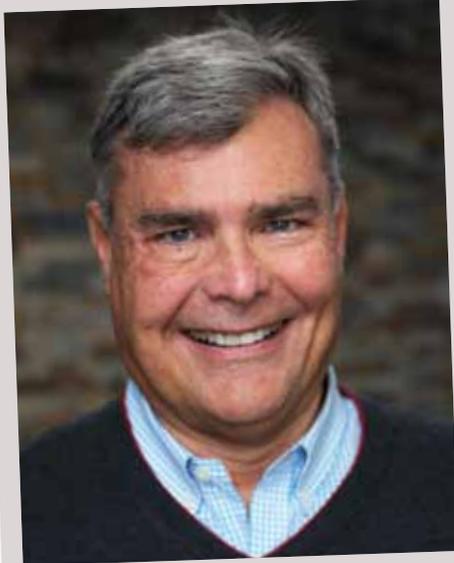




2021 Annual Report

Wilmington Neighborhood Conservancy Land Bank

Welcome from our Chairman



We are pleased to present our Annual Report for the year 2021. The ongoing pandemic continued to present unprecedented challenges in our disadvantaged neighborhoods resulting in a significant need for equitable housing. In 2021, we renewed our focus on rebuilding and recovering our communities affected the most.

As a testament to the commitment of our board, community members and the City of Wilmington, the Wilmington Neighborhood Conservancy Land Bank (WNCLB) repurposed 72 properties with a total of 184 parcels in just 4 years. WNCLB's dedication created 63 equitable housing opportunities and 9 side yards for adjacent homeowners. WNCLB restored neighborhood health and safety by removing 10 structurally unsound homes with demolition costs totaling \$500,000. In the past 4 years, WNCLB has removed a total of 41 unsafe

units with a demolition cost of \$1,600,000. We are proud that 85% of our properties are sold to minority buyers, 53% of our buyers are from the City of Wilmington and 95% of all contractors utilized are Disadvantaged Business Enterprises (DBE).

WNCLB continued our focus on forging new partnerships inspiring innovative solutions to neighborhood redevelopment. In 2021, the Wilmington Neighborhood Conservancy Land Bank transferred 14 properties to our nonprofit partners for equitable housing developments and ventures. Additionally, working together, a comprehensive plan was fostered to address the housing and safety needs of 3 primary underprivileged communities: East Side, West Side and Hilltop districts. With these projects and the necessary funding, WNCLB's efforts will create 140 equitable housing units, remove 60 unsafe structures and establish 40 community greenspace areas.

The global pandemic has disrupted our world, but above all, it has emphasized the urgency of our mission — returning vacant, dilapidated, abandoned, and delinquent properties back to productive use while strengthening and revitalizing our neighborhoods. We look forward to attaining greater success in the years ahead.



Richard J. Gessner, Jr.
Chairman



2021 Performance Highlights

78 properties acquired *consisting of* 15 vacant lots, 17 donated vacant lots, 46 vacant dilapidated buildings

72 properties sold 25 Investor Rehab for Homeownership 4 Homestead units

14 Nonprofit joint ventures 20 Investor Rehab for affordable rentals \$160,000 Average home sales price

Since 2008, 184 properties sold with just 9 in 2018.

- 66 Homeownership units
- 16 Homestead
- 20 Side Yards
- 47 Nonprofit joint ventures
- 34 Affordable Rental units



\$4,660,500 in grant funding secured

- \$500,000 City of Wilmington
- \$3,100,000 in American Rescue Plan Act Funding
- \$400,000 Delaware State Housing Authority
- \$10,500 in Corporate Contributions
- \$650,000 Delaware National Resources and Environmental Control



10 demolitions costing \$500,000

restoring safety to the city's neighborhoods.



Since 2008, 4 unsafe structures removed costing

\$1,600,000



53% of buyers from the City of Wilmington reinvesting in their communities

85% are minority buyers

12 lots utilized for Neighborhood Gardens

\$100,000 in property sales

\$3,570,000 estimated private investment incentivized

Creating Equitable Housing through our **Property Disposition Program**



Housing is a fundamental condition of health and well-being in our communities. WNCLB has the tools and mechanisms in place to create equitable housing providing much needed relief to the City of Wilmington's disadvantaged populations: those who are suffering the most during the COVID health crisis.

WNCLB continues to reinvent our policies and procedures to meet the everchanging needs of our communities. Through our website, available properties are listed bimonthly coupled together in one concentrated area. Using this method, a neighborhood experiences a greater revitalization impact, and as a result, will attract additional private investment on the adjacent streets.

All applications are reviewed by our Disposition Committee which includes a team of community members in the vicinities where the properties lie. We are proud to have successfully assembled the following programs, all vital components for neighborhood stability, revitalization and equitable housing.



- **HOMESTEAD PROGRAM:** Started in 2019 in conjunction with the City of Wilmington, the Homestead Program was launched **offering properties for \$1.00** to homebuyers committed to renovating their own homes. Homeownership plays a vital role in building strong communities, improving health, reducing crime and promoting increased resident participation. Since the program's inception, WNCLB has delivered **16 homestead** homeowners into our neighborhoods.



- **INVESTOR REHAB FOR HOMEOWNERSHIP:** To effectively transform neighborhoods, it is essential to not only work with nonprofit and public housing developers but it is also important to develop partnerships with private investors. WNCLB seeks to attract additional investment in our neighborhoods by selling properties to responsible buyers tackling the challenges of rehabilitating the vacant units. Since 2018, WNCLB has **repurposed 67 units** to qualified buyers for sale to homeowners.



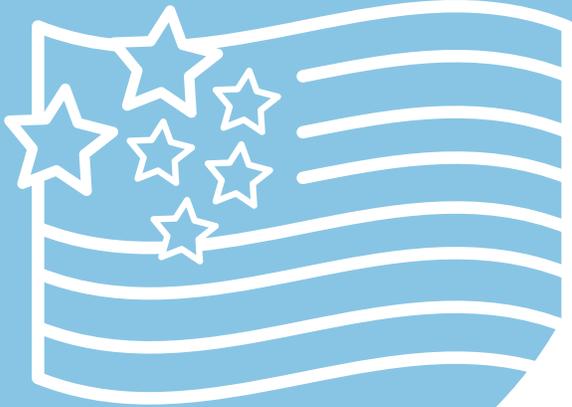
- **INVESTOR REHAB FOR AFFORDABLE RENTAL:** Sound rental housing stock is vital in each community for individuals where homeownership is not realistic or desirable. WNCLB seeks to support neighborhood stability through a comprehensive housing approach which includes quality affordable rentals as outlined by HUD fair market rental pricing. Since its introduction in September 2020, **34 affordable rental opportunities** have been created.

- **SIDE YARDS:** In addition to our housing programs, WNCLB will also sell our vacant lots to adjacent homeowners to expand their yards. Many Wilmington residents have taken advantage of this program improving the value of their properties and helping to beautify their neighborhoods. WNCLB has successfully **repurposed 20 blighted lots** into residential side yards.

Wilmington Land Bank **GRANTS 2021**

AMERICAN RESCUE PLAN ACT

Received \$3,100,000



DELAWARE STATE HOUSING AUTHORITY SNHF GRANT

Received \$400,000



DELAWARE NATURAL RESOURCES AND ENVIRONMENTAL CONTROL (DNREC)

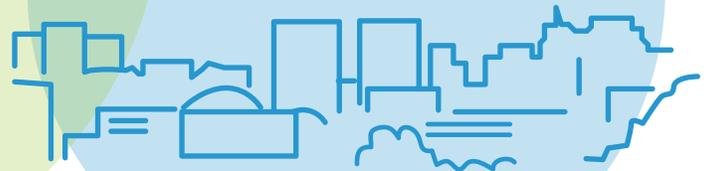
Received \$650,000 site remediation five lots



CITY OF WILMINGTON

Received \$1,000,000 grant for FY 21

Received \$500,000 grant for FY 22



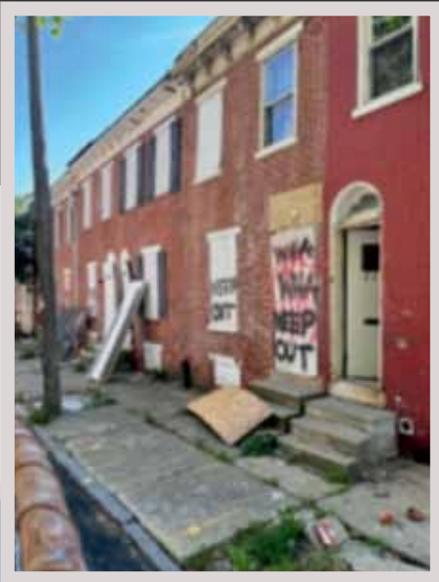
CORPORATE CONTRIBUTIONS

Received \$10,500



Working Together to Advance Equitable Redevelopment

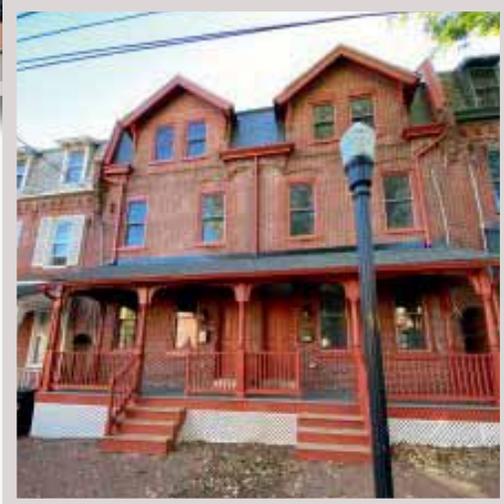
Bennett Street Before



Removing Blighted Homes on Bennett Street



800 Block W 9th Before



800 Block W 9th After

The Wilmington Neighborhood Conservancy Land Bank operates in the City of Wilmington's most challenging neighborhoods. As a result of the pandemic, our communities have experienced a disproportionate setback with a surge in homelessness and crime, a shortage of equitable housing and a significant increase in rental and home prices. In 2021, WNCLB remained determined to rebuild and restore our neighborhoods.

Below are some of our project highlights.

EAST SIDE

The most comprehensive revitalization project taking place within the City of Wilmington is the transformation of the troubled East Side community. The East Side project is concentrated on the blocks adjacent to the new Bancroft School: 5th to 11th Streets and Lombard to Kirkwood Streets. A strong partnership was formed with the City of Wilmington, Woodlawn Trustees, Habitat for Humanity of NCC, Cinnaire, Wilmington Housing Authority, New Ecology Inc, and the Central Baptist Church CDC. Joining forces, the East Side Coalition, is removing blight and restoring health to the East Side community.

With the assistance of **\$3,100,000** in the City of Wilmington's American Rescue Plan Act Funds to date, WNCLB achieved the following results:

- Removed **8** unsafe structures totaling **\$350,000** in funding
- Stabilized **9** vacant units for sale to minority contractors
- Completed **22** strategic acquisitions gaining site control for the Bennett Street affordable housing development
- Disposed of **14** parcels to qualified developers for affordable housing opportunities

9TH STREET REVITALIZATION INITIATIVE

Funded in conjunction with JPMorgan Chase and the Delaware State Housing Authority, the 9th Street Revitalization initiative combines acquisition and construction subsidy for 6 rehabilitated units on the 800 block of W 9th Street, in the City of Wilmington's Trinity Vicinity neighborhood. Working in conjunction with the National Community Reinvestment Coalition, (NCRC) creating 6 rehabilitated units, and Interfaith Community Housing, building 3 newly constructed homes. Through this coalition, a total of **9 new equitable homeownership opportunities** will be created transforming the entire 800 block of W 9th Street.



200 Block of N Harrison Street

WEST SIDE – LOWER HILLTOP NEIGHBORHOOD

After attending the West Side neighborhood association meeting in August of 2021, the community implored the assistance of the Wilmington Neighborhood Conservancy Land Bank to join together and help tackle the considerable drug activities, loitering and dumping taking place on the 1200 block of W 2nd Street. With the assistance of the Wilmington Police Department, the City of Wilmington, City Council members and the Hilltop neighbors, a plan was developed to counteract these negative actions and provide safety to the surrounding residents. WNCLB is steadfast in our efforts to rebuild this community, and in 2021, produced the following results:

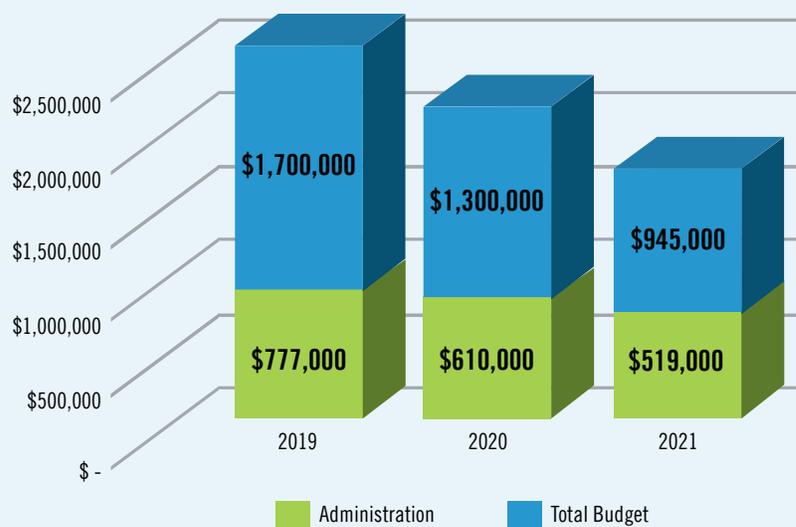
- Acquired **12** parcels and removed 3 deteriorated adjacent units on the **1200 block of W 2nd Street**.
- With **\$50,000** from the State of Delaware Neighborhood Building Block Fund, WNCLB will green the site with a local vendor constructing an attractive open-rail wooden fence and large LED street lights.
- Developed the Lower Hilltop plan with a goal of acquiring over **40** vacant, adjoining units in a 10-block radius with a goal of creating over **40** equitable housing opportunities.
- Reclaimed **21** blighted parcels.

WNCLB continues to experience a significant increase in operations in 2021, with a decrease in administrative and budget costs. We continue to grow creating innovative programs and refining our process to address the community's needs and align our objectives with the City of Wilmington's strategic neighborhood revitalization plan.



Budget Breakdown by Year

2019 • 2020 • 2021



About the **Wilmington Neighborhood Conservancy Land Bank**



Our Mission

The mission of the Wilmington Neighborhood Conservancy Land Bank is to return vacant, dilapidated, abandoned and delinquent properties back to productive use while strengthening and revitalizing our neighborhoods and inspiring economic development.

Our Values

We act in ways that:

- Are purposeful, transparent, and for the public good
- Are both economically efficient and sustainable
- Are reflective of the goals and objectives of the City's comprehensive development plan
- Strengthen our neighborhoods
- Improve the coordination of our resources
- Increase efficiency and collaboration within and between governments, community organizations, and the private sector



BOARD OF DIRECTORS

Richard J. Gessner, Jr.

Chairman
Designee of the State of Delaware Speaker of the House

Susan Frank

Treasurer
EVP, Business Development, Cinnaire

Robert L. Weir

Director, City of Wilmington Department of Real Estate and Housing

Kevin Smith

Designee of the WNCLB Technical Advisory Board

Timothy Lucas

Acting Director, City of Wilmington Department of Planning/Development

Raheemah Jabbar-Bey

Designee of Delaware State Senate President Pro Tempore

Harold Schneikert

Designee Wilmington Neighborhood Planning Council

Tom Ogden

Deputy Chief of Staff
Office of the Mayor

Ernest "Trippi" Congo

President Wilmington City Council

Christopher C. Johnson

Finance Chair Wilmington City Council

Maria Cabrera

Chair, Community Development and Planning Committee
City of Wilmington City Council



Cassandra T. Marshall

Public Member
Program Development/Capture Executive
Patriot Contracting

Vandell Hampton, Jr.

Public Member
President and CEO
True Access Capital

Ray Fitzgerald

Public Member
Executive Director
Wilmington Housing Authority

David Ross

Public Member
Executive Director
Education First Golf

LAND BANK STAFF

Raymond Saccomandi

Director of Operations
ray.saccomandi@wilmingtonlandbank.org

Natalie DiCostanza

Contract Manager
ndicostanza@wilmingtonlandbank.org

Ron Samuels

Property Manager
rsamuels@wilmingtonlandbank.org

WILMINGTON NEIGHBORHOOD CONSERVANCY LAND BANK

404 N Market Street | Wilmington, Delaware 19801

Website: wilmingtonlandbank.org

