

# Connecting the Dots Summit

---

## LAND ASSEMBLAGE

PRESENTED BY:

**HOLLY CHRISTMANN**

ASSISTANT COUNTY ADMINISTRATOR, HAMILTON COUNTY

**MELISSA JOHNSON**

EXECUTIVE VICE PRESIDENT, THE PORT

**PHILIP DENNING**

EXECUTIVE VICE PRESIDENT, THE PORT

**RICHARD B. TRANTER, ESQ.**

REAL ESTATE PRACTICE GROUP LEADER,  
DINSMORE & SHOHL LLP

MAY 26, 2021

**BEGIN** 

# Land Assembly

## 1. Identify the Polygon

- Size
- Configuration
- Adjacency

## 2. Utilizing the Acquisition Modes

- Private Contract (disclosed vs. undisclosed)
  - Uniform provisions
- Public/Redevelopment Agreement
  - Street vacating
  - Abandonment and appraisal
  - Land swap
  - Condemnation/Eminent Domain

## 3. Title/Survey

# Land Assembly

## 4. Land Use Entitlements

- Zoning
- Economic Incentives

## 5. Forecasting the Costs and Performance Schedule

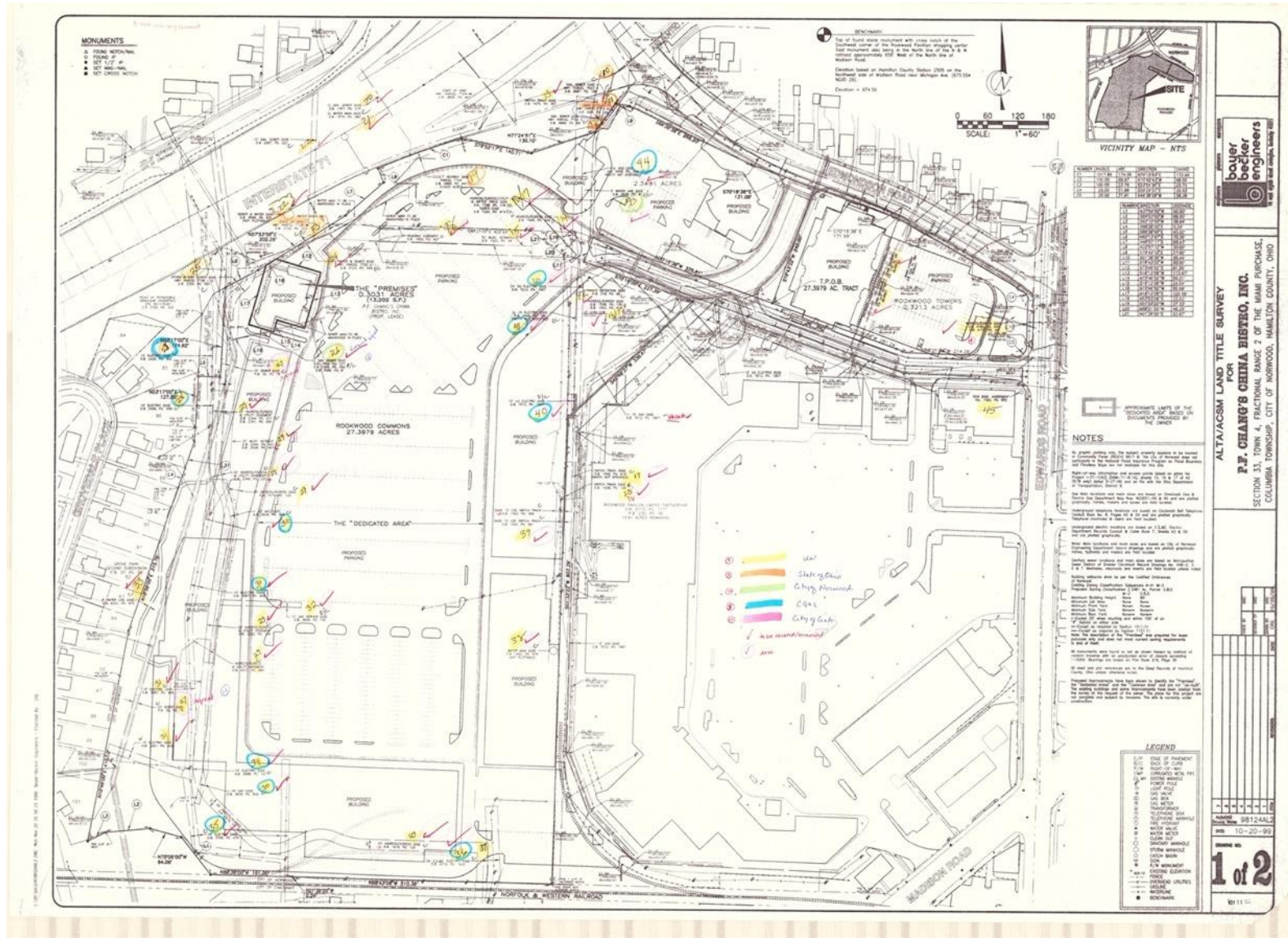
- Alternative Development Footprints

## 6. Matrix (Parcel No./Address/Owner(s)/Value/Time Table)

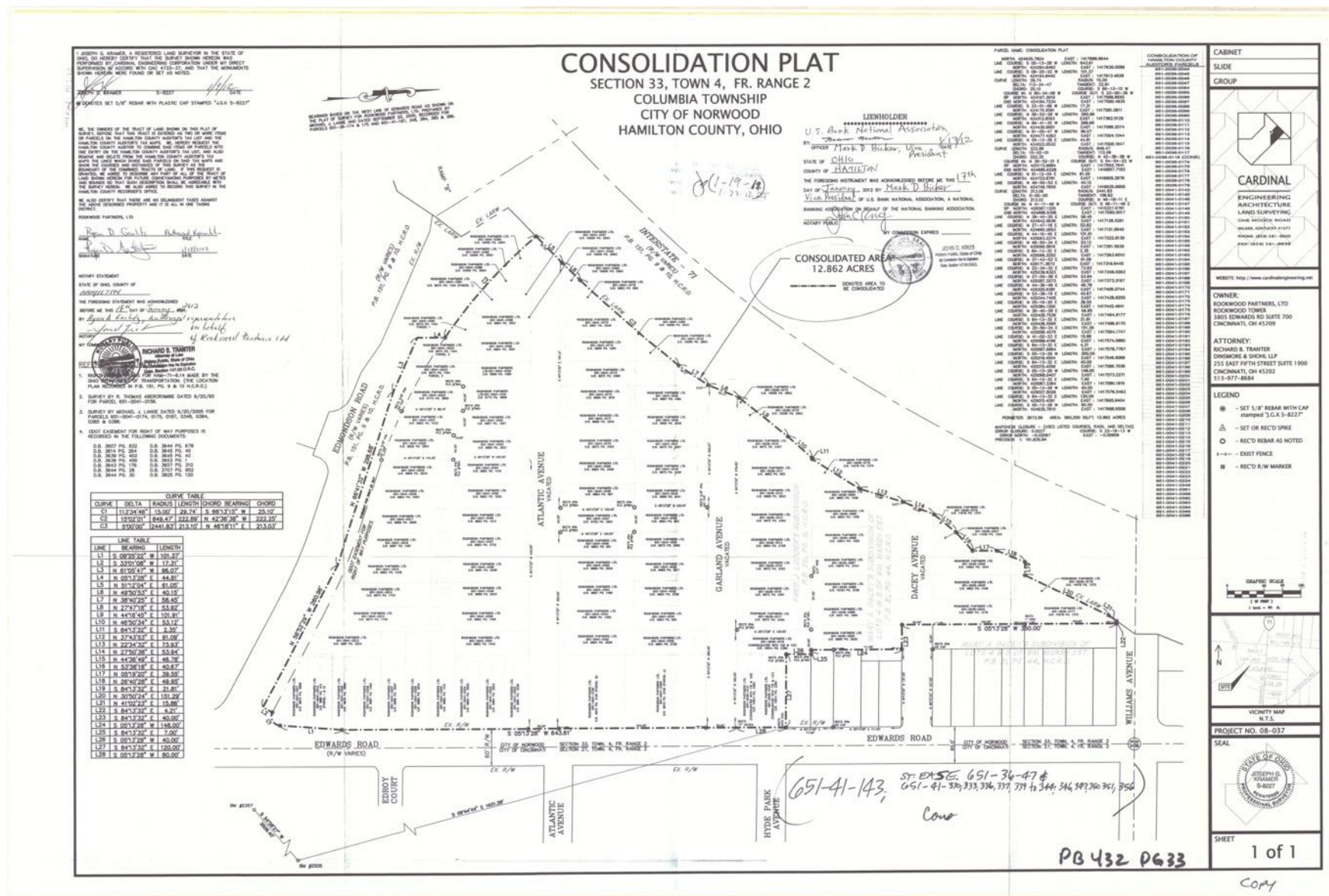
## 7. Closing

- Face to face/Escrow
- Possession
- Demolition

# ALTA Survey

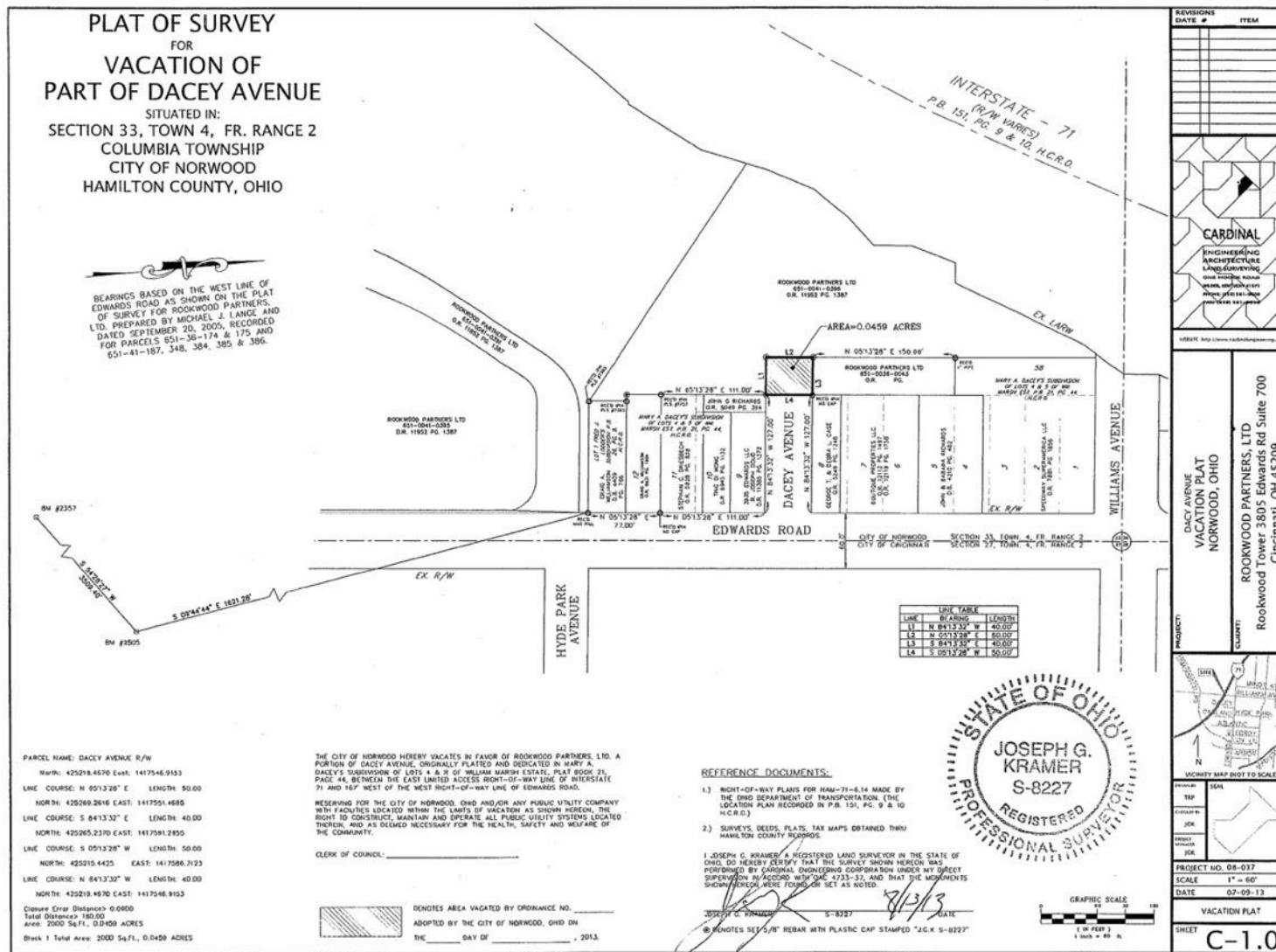


# (i) Consolidation Plat

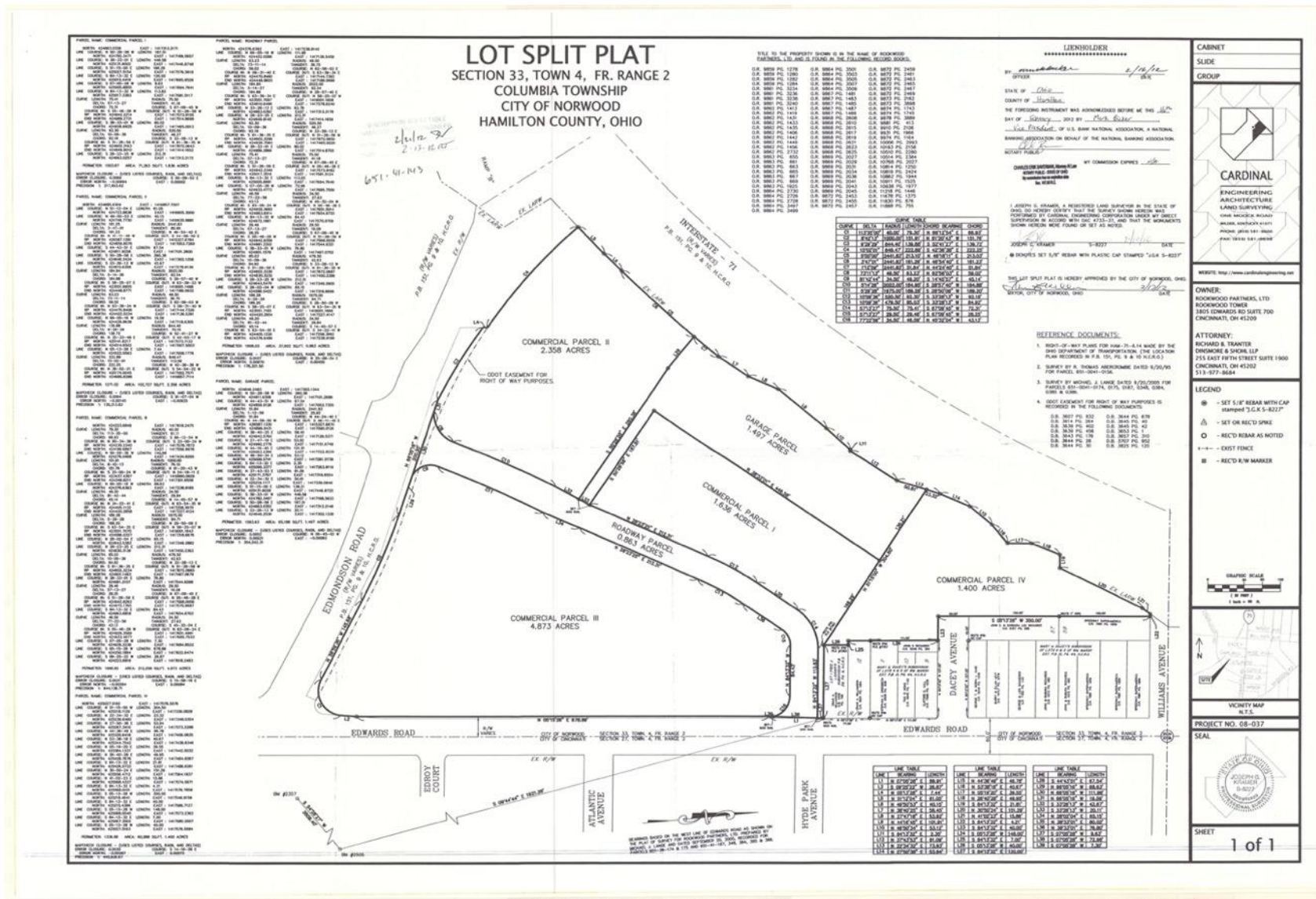




# Vacating Plat

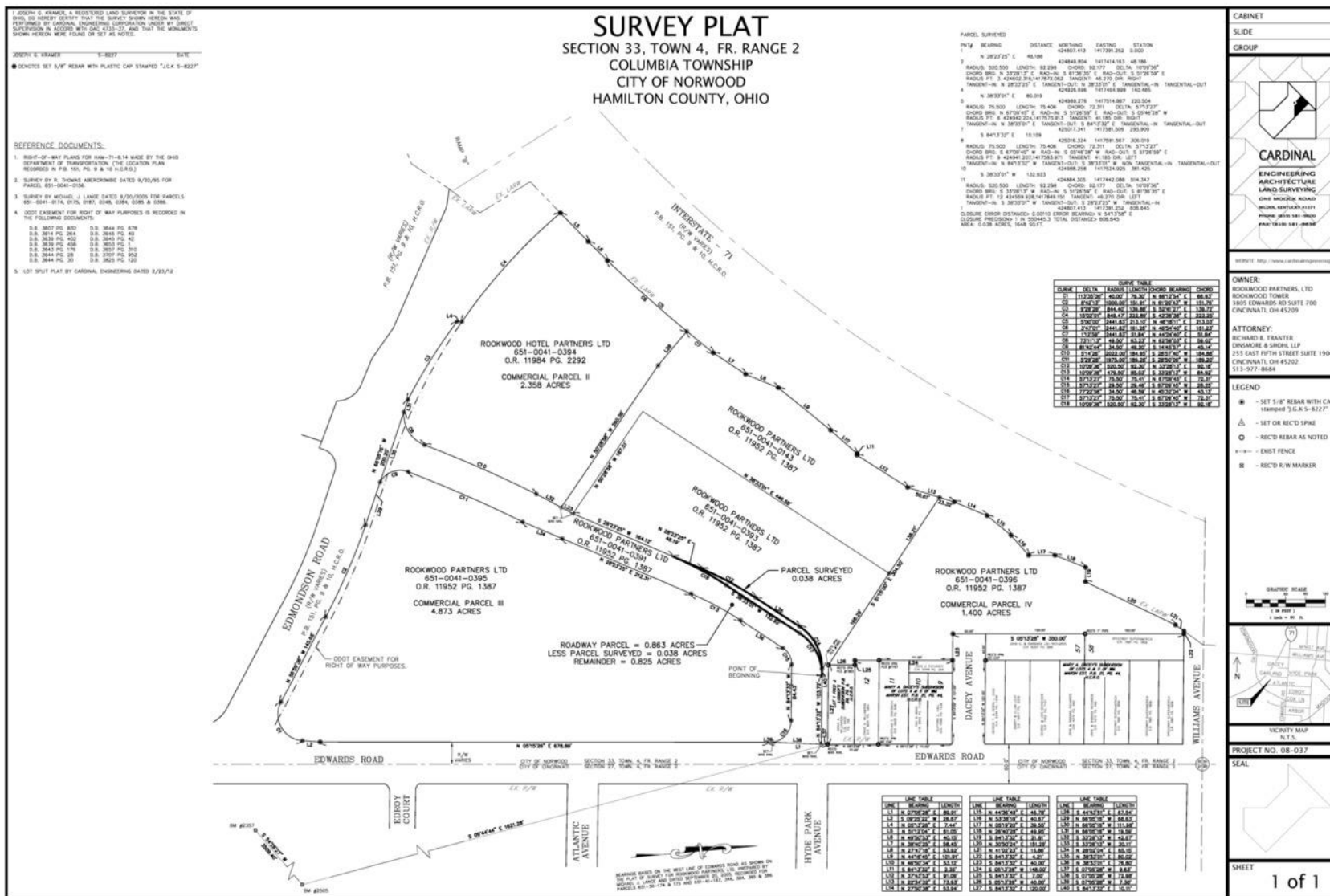


# (ii) Lot Division





# Adjoining Transfer Plat





# Aerial – Rookwood Developments



# Aerial – Rookwood Exchange



# Aerial – Rookwood Exchange





Accomplish <sup>SM</sup>more.

---

DINSMORE & SHOHL LLP • LEGAL COUNSEL  
DINSMORE.COM

© 2021. ALL RIGHTS RESERVED.



May 26, 2021

# The Port and Land Assemblage

Philip Denning, Executive Vice President of The Port  
Melissa Johnson, Executive Vice President of The Port

THE PORT



Hamilton County  
Landbank



## THE PORT

Our work is focused on unlocking the value of underutilized real estate throughout Hamilton County to drive economic growth, create jobs, improve social stability, and create shared prosperity for all residents. Vision 2022 has acted as our organization's guidepost since its adoption in 2015, focusing our work in three strategic areas:



# MAKING REAL ESTATE WORK FOR EVERYONE IN HAMILTON COUNTY



## INDUSTRIAL REVITALIZATION

Re-purpose existing urban industrial zones within transportation corridors to attract manufacturers where legacy losses have been greatest



## NEIGHBORHOOD REVITALIZATION

Return vacant, blighted properties to productive use for neighborhood transformation and attraction of residents



## PUBLIC FINANCE

Provide public finance tools to support private for- and non-profit entities seeking to develop property in Hamilton County, Ohio



# The Hamilton County Landbank

## MISSION



**Return vacant properties to productive use** through the tools statutorily provided to the Landbank and by leveraging the resources of the Landbank's executive arm, The Port.

Its investments will lead to improved community quality of life, blight and nuisance abatement, stabilization, revitalization, increased property values and will return unproductive properties to contributing, tax-paying status.

THE PORT

## The Port and Landbank's Unique Powers & Strategy



### Acquire & Dispose Property

Proactively and strategically acquire property and sell carefully to ensure quality development

### Hold Property

Efficient and low-cost patient holders of real estate to achieve highest and best use

### Intermediary

Act like private sector while serving the public sector

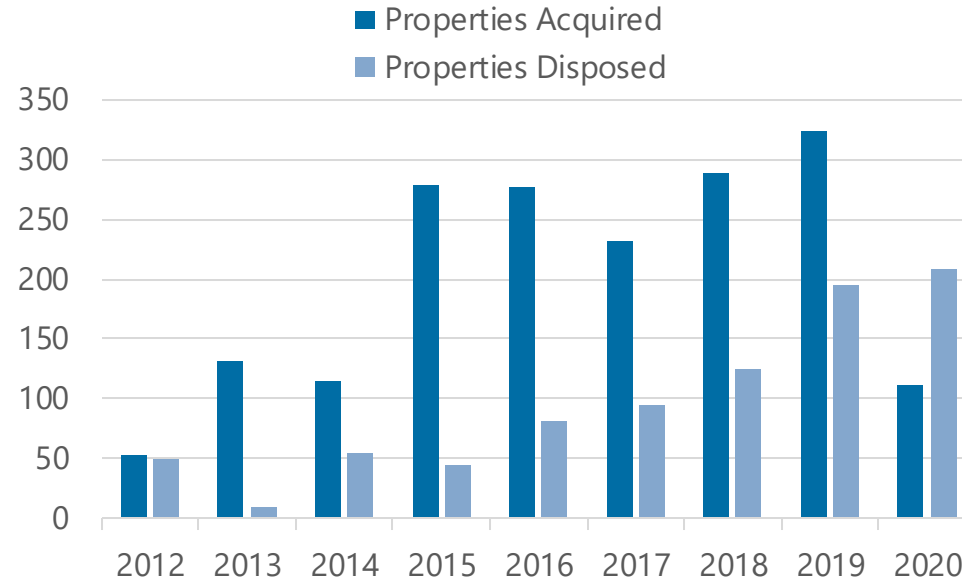
### Creatively Leverage Partnerships

City and County  
Private, Non-Profit  
CDC Network  
Development Community

# Hamilton County Landbank Scale of Operations

158

Properties sold to Local  
Government Partners since 2012



## Demolition Programs

1,233

Properties Demolished with  
\$29MM in Grant Funding

\$34.7MM

In Home Values protected  
through Demolition

919

Properties  
Currently in  
Inventory



Residential  
Land

724



Residential  
Building

70



Commercial  
Land

75



Commercial  
Building

50





Hamilton County  
**Landbank**

## Impact 2012-2019

The Hamilton County Landbank was formed in the aftermath of the Great Recession with the mission of returning vacant properties to productive use. Since 2012, over 550 properties have been sold to new end-users for homes, gardens, offices, and more.

# 550+

Landbank-owned parcels put back to productive use



# 190+

Properties Stabilized / Rehabbed



# 1,233

Blighted properties demolished with \$29MM in grant funding



# \$34.7MM

In surrounding home values protected through demolition



# Acquisition



Donation

Nuisance Abatement

Forfeited Land List

Stabilization

Expedited Foreclosure

# Disposition Programs



Single-Family Home  
Development



Lot-to-Yard



Multi-Unit,  
Multi-Property,  
Commercial  
Development



Government  
Development



Neighborhood  
Based Development  
Partner

# Hold Property



## **Three Stages:**

- Project Intake and Disposition
- Holding and Listed for Sale
- Holding with Community Partner

## **Community Partners:**

- Government Entities
- Community Development Corporations
- Non-profit Development Partners

**No accrual of property taxes**

# Community & Government Partner Programs



- The Landbank acquires blighted properties on behalf of its partners, clears title, remediates blight and reconveys the parcel for the partner to redevelop
- The Landbank works in cooperation with its neighborhood and government partners to review and approve sales of Landbank properties to ensure alignment of development activity with the community's goals





THE PORT

# Lick Run Greenway



## Village of Lincoln Heights



### **Residential Development:**

New construction affordable homeownership

**Land Assembly Strategies:** I.D. and assemble vacant clusters of land for redevelopment efforts.

**MOU:** Currently under development to ensure Village utilizes as many tools as possible – acquisition, disposition, development, etc.

**Existing Homeowners:** Supporting existing homeowners through redevelopment and assisting with implementation principles inside the 2016 Lincoln Heights Plan.

THE PORT

THANK YOU

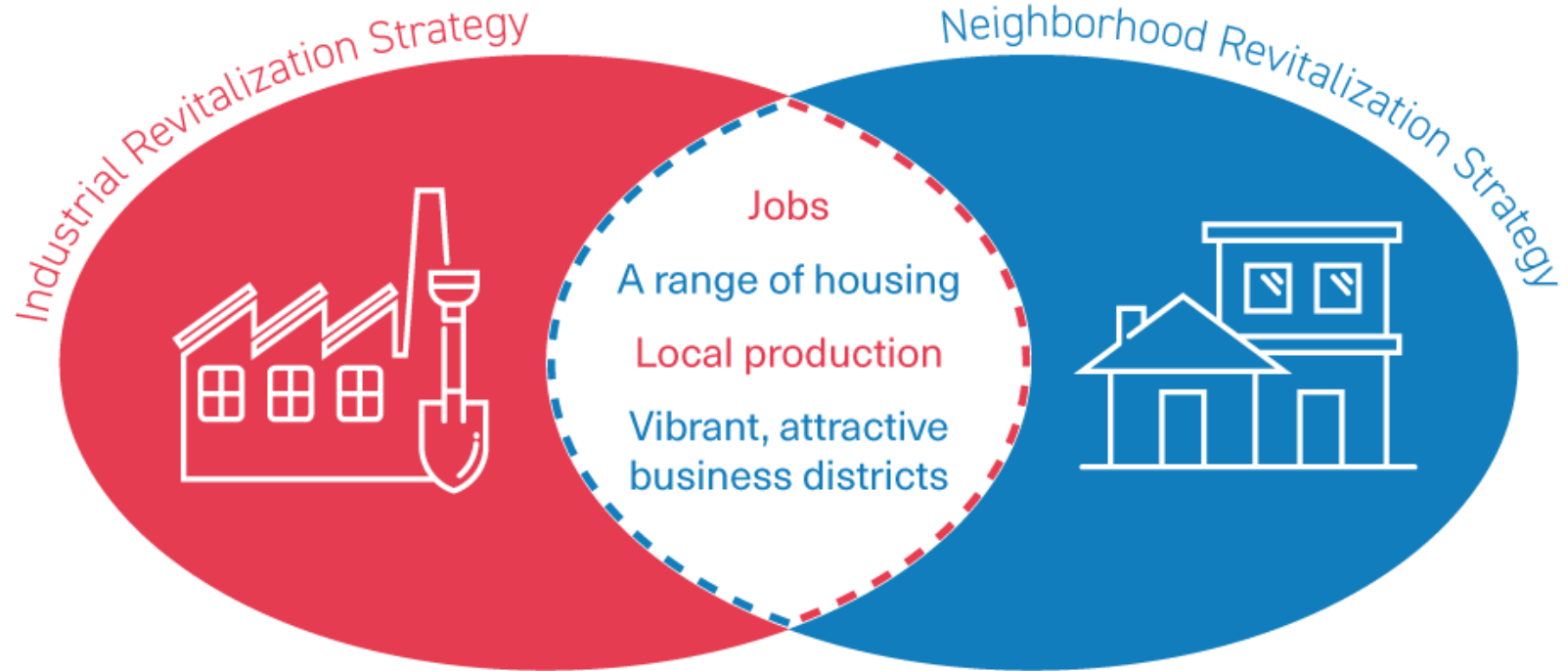


# Industrial Revitalization



## THE PORT

Our work is focused on unlocking the value of underutilized real estate throughout Hamilton County to drive economic growth, create jobs, improve social stability, and create shared prosperity for all residents. Vision 2022 has acted as our organization's guidepost since its adoption in 2015, focusing our work in three strategic areas:



# THE NEED FOR SHOVEL-READY SITES

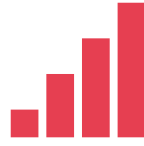
## MISSED OPPORTUNITIES:

The region's lack of large, shovel-ready industrial sites results in prospects looking elsewhere for sites over 20 acres.

(Source: REDI Cincinnati)



16 Jobs  
per developable acre



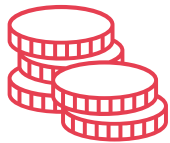
50%  
increase in job creation



\$65,000  
avg. annual salary



50%  
increase in income tax



25%-75%  
subsidy requirement



<5 Years  
return of subsidy through  
new tax generation



1.5 Jobs  
supported by each  
manufacturing job



50%  
of manufacturing jobs  
don't require a college  
education

## What makes a site "Shovel-Ready"?



Due Diligence  
Completed



Clear  
Ownership



Existing Structures  
Removed



Infrastructure in  
Place



Proper Zoning &  
Approvals Attained



Sitework  
Completed



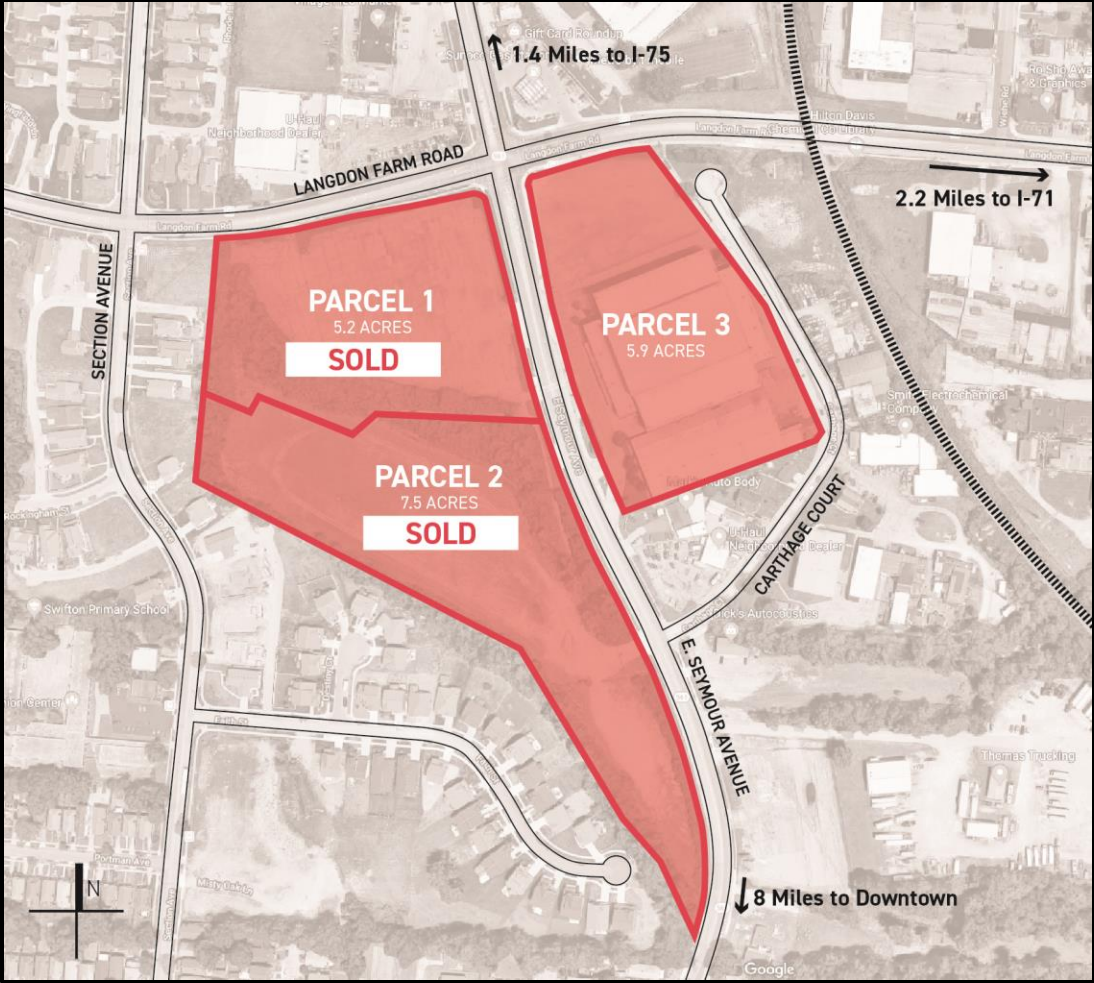
# Neighborhood Integration

THE PORT

- Adjacent Workforce
- Existing Infrastructure
- 5–10-acre Parcels
- Regional Demand

2021 Strategies:

Smaller Sites Strategy





THE PORT

# Industrial Spec Building

2249 Seymour Avenue

4-acres

TEAM Industrial, Inc.



150  
NEW JOBS

\$64,000  
AVG. WAGE

AEROSPACE INDUSTRY

\$11.6MM  
CAPITAL  
INVESTMENT

\$6.5MM  
REAL PROPERTY  
IMPROVEMENT

THE PORT

## Port Project Management

Kao USA, Inc.  
Expansion

&

Powell Valves  
Relocation

Spring Grove Avenue



## The Project

Acquire 2503 and 3261 Spring Grove Ave.

Issue \$7,800,000 in Tax Increment Financing Bonds

Short-term lease 2503 Spring Grove Ave. to Powell Valves

Relocate Powell Valves to 3261 Spring Grove Ave.

Demolish, remediate, and redevelop 2503 Spring Grove Ave.

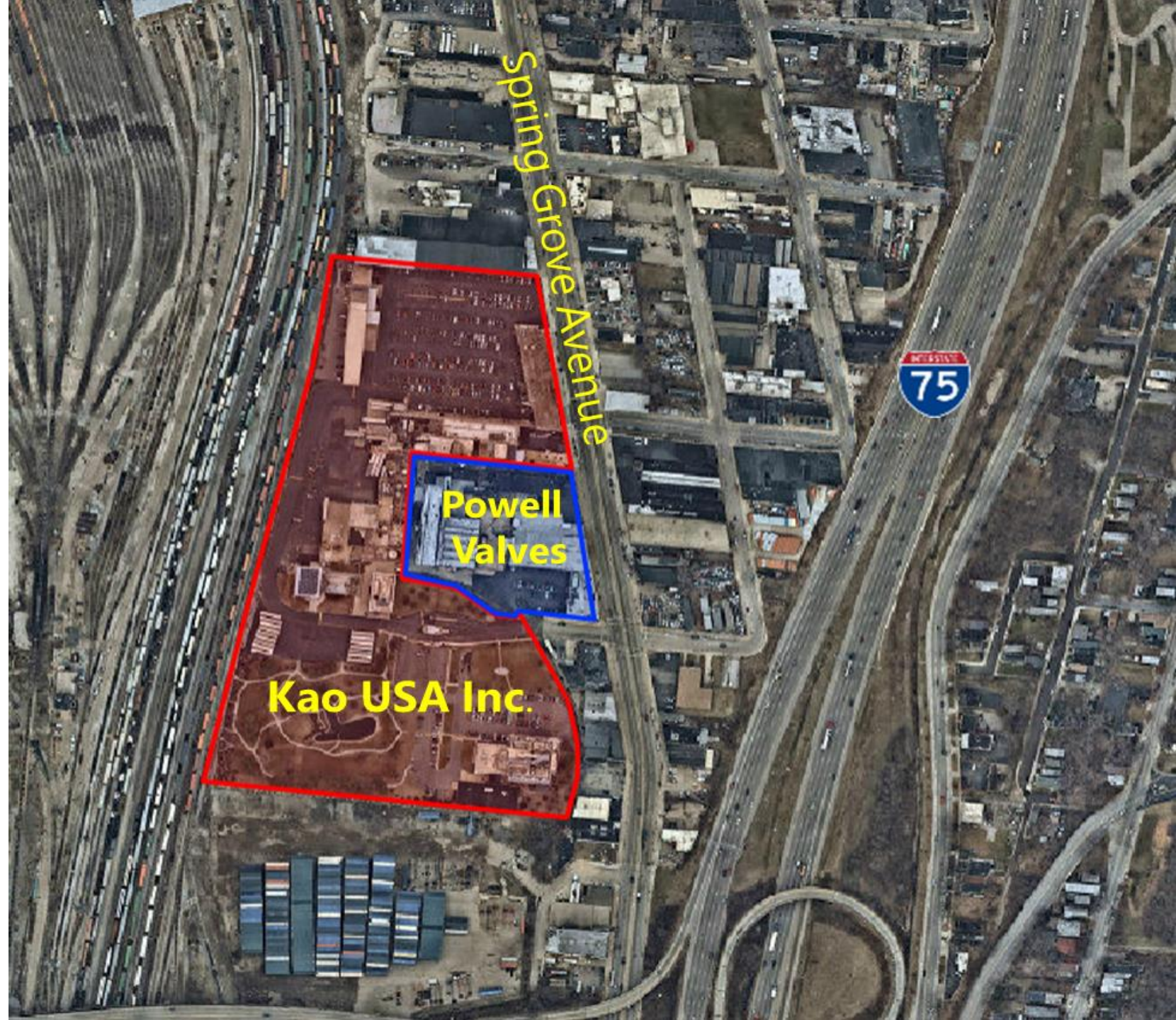
Transfer 2503 Spring Grove Ave. to Kao USA, Inc.

Achieve an OEPA Covenant Not to Sue



THE PORT

# 2503 SPRING GROVE AVENUE



THE PORT

Kao USA, Inc.

## Project Investment and Incentives

2503 Spring Grove  
Avenue



36

## Project Investment



Commitment to invest a minimum of \$35,000,000 into a new manufacturing facility at 2503 Spring Grove Avenue

- Retain **525** jobs
- Create **45** new jobs
- New payroll of **\$2,700,000**

Contribute \$2,500,000 to the redevelopment project

Construct new manufacturing facility in **2022**

## Project Incentives

### **JobsOhio** –

\$200,000 Environmental Site Assessment Grant

\$1,950,000 Revitalization Grant

**City of Cincinnati** – Tax Increment Financing

## Powell Valves

# Project Investment and Incentives

3261 Spring Grove  
Avenue



## Project Investment



Commitment to invest a minimum of **\$3,700,000** into a new manufacturing facility at 3261 Spring Grove Avenue

Retain corporate headquarters in the City of Cincinnati

- Retain **27** jobs
- Retain payroll of **\$2,500,000**
- Create **9** new jobs
- New payroll of **\$450,000**

## Project Incentives

**JobsOhio** – \$400,000 Site Readiness Grant

**City of Cincinnati** – Tax Abatement

## Port Project Management



# Real Property Transaction Facilitation

- Powell Valves LOI to sell 2503 Spring Grove Avenue
- Kao LOI to acquire 2503 Spring Grove Avenue
- Hamilton County Development Agreements for 3261 Spring Grove
- Rhinegeist Properties LOI to acquire 3261 Spring Grove
- Rhinegeist Properties PSA to acquire 3261 Spring Grove
- Due diligence for 3261 Spring Grove
- Powell Valves PSA to acquire 3261 Spring Grove
- Powell Valves PSA to acquire 2503 Spring Grove
- Leaseback agreement with Powell Valves for temporary occupancy
- Kao PSA to acquire 2503 Spring Grove
- Secure environmental insurance policy
- Execute TIF bond documents
- JobsOhio Phase II Grant application and agreement
- JobsOhio Revitalization Grant application

# Port Project Management



## Other Project Management Services

- Pre-Acquisition Due Diligence
- Pre-Acquisition Due Diligence Contracting
- Redevelopment Budget
- Remediation Plan
- Project Schedule
- Issue Tax Increment Financing (TIF) Bonds
- State and Local Incentives Assistance
- Property Redevelopment
- Redevelopment Period Bidding and Contracting
- Demolition and Remediation
- Covenant not to Sue (CNS) and Regulatory Compliance
- Field Oversight
- Funds and Budget Management

# USEPA REVOLVING LOAN FUND

- **Minimum Loan Size: \$25,000**
- **Maximum Loan Size: \$250,000**
- **Below market Rate**
- **1 – 5-year Terms**
- **Rate and Term Considerations:**
  - Borrower's balance sheet strength
  - Project alignment with ED goals
  - Estimated economic development value
- **Collateral:** Subordinate Mortgage





# THANK YOU



**Philip Denning**

Executive Vice President

[pdenning@cincinnatiport.org](mailto:pdenning@cincinnatiport.org)



**Melissa Johnson**

Executive Vice President

[mjohnson@cincinnatiport.org](mailto:mjohnson@cincinnatiport.org)

