

2024 FIRST QUARTER REPORT



**DETROIT LAND BANK
AUTHORITY**
BuildingDetroit.org

A Continued Partnership Focused on
Visibility & Accessibility to the Community



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A WORD FROM THE CEO

October 13, 2023

The Honorable Mary Sheffield
President Detroit City Council
Coleman A. Young Municipal Activity Center, 13th Floor
Detroit, MI 48226



Subject: City Council Quarterly Report, 1st Quarter FY 2024, Detroit Land Bank Authority

Dear President Sheffield,

I am pleased to present this quarterly report on behalf of the Detroit Land Bank Authority (DLBA). In the first quarter of FY 2024, the DLBA made significant strides in enhancing transparency through education and community engagement.

During Q1, the DLBA maintained a robust presence in the community. The Community and Engagement Team (C&E Team) actively participated in more than 56 events, marking a 27% increase from the same period in the previous fiscal year. These events included partnerships with City Council and the Department of Neighborhoods in all City Council districts. The quarter also saw engagements with parents and elderly residents, as well as block club initiatives, accounting for 30% of our participation.

These engagements encompassed organizations such as Detroit Public Schools Community District (DPSCD), the American Association for Retired People (AARP), the Joe Louis Greenway Vacant Land Community Summit, and the DLBA's own Buy Back Event, where over 100 Detroit residents successfully completed the program and received the deed to their homes. Our collaborations extended to Building Bridges, the Fullerton Corridor Visionary Project, East Davison Community Village Group, District 4 Denby Alliance, Great Communities Now, New Beginnings Community Development Corporation, Our Backyard Detroit, Bridge Detroit, Matrix Human Services, and 5th 3rd Bank.

Our Customer Service team remains a vital component of our frontline interactions with Detroit residents. In Q1 FY24, we observed a 9.67% increase in received phone calls from Q4 FY23. Although the percentage of total inbound calls answered slightly decreased to 90.4% in Q1, the Customer Service team successfully assisted 1,179 constituents, marking a 10.9% increase from the previous quarter's 1,063 serviced.

Our vacant Land Reuse programs continued to thrive in Q1 as well. Throughout the quarter, our staff listed a total of 1,260 vacant lots through various vacant land programs, including a substantial Side Lot listing of 640 lots and a large Neighborhood Lot listing of over 290 lots. In response to over 3,700 purchase inquiries on DLBA-owned vacant lots, we created an additional 326 one-off listings through various vacant land programs. Most notably, the DLBA relaunched its very successful Side Lot Fairs under the rebranded name of "Lots of Lots Fairs" to reflect the expansion of the sales of Neighborhood Lots. This Quarter the DLBA conducted two Fairs, servicing Districts 2, 3, 4, 5, and 6 with 514 residents receiving assistance in purchasing vacant land.

This quarter also marked the launch of the Neighborhood Survey Team, a group of field surveyors dedicated to identifying and tracking vacant and blighted residential structures in the city. To date, our staff has surveyed 86,669 structures and is on track to complete the first full pass of the City of Detroit by the year's end.

We are actively engaged in the strategic planning process, which we've branded as "Next Five." This process involves extensive citywide public engagement, surveys, interviews, and working groups. To support this initiative, the DLBA enlisted the assistance of the Center for Community Progress and JFM Consulting this quarter. After onboarding, representatives from these consulting firms hold weekly meetings to ensure timely milestone achievements.

Our entire DLBA staff remains dedicated to our mission of revitalizing Detroit's vacant and blighted properties for productive use. We eagerly anticipate continued collaboration with City Council as we work towards our collective goal of eliminating blight in the city.

Sincerely,

A handwritten signature in black ink, appearing to read 'Tammy Daniels', with a long horizontal flourish extending to the right.

TAMMY DANIELS

Chief Executive Officer
Detroit Land Bank Authority

DLBA FAST FACTS

Sales & Closings

66

Auction
Closings

346

Own-it-Now
Closings

18.330

Total Auction
& Own-It-Now
Closings to Date

285

Side Lots
Sold

223

Neighborhood
Lots Sold

26,745

Total Vacant Lots
Sold to Date

27

Community
Partner Lots &
Structures Sold

57

Project Lots &
Structures Sold

99

Rehabbed &
Ready Sold
to Date

Compliance All Programs (Auction, OIN, Community Partners, NAP)

6,280

Currently Monitored
Properties

10,034

Achieved Compliance

Inventory *Total properties: 71,107*

Structures: 8,232

Residential: 7,589

- Sales/Salvage – Sale Pending: 578
- Sales/Salvage – Unsold: 2,659
- Demolition: 2,693
- Occupied: 1,659

Non-Residential: 56

Accessory: 587

Vacant Land: 62,875

Side Lots for Sale: 10,187

Neighborhood Lots for Sale: 16,558

Community Engagement

Community Meetings Hosted & Attended: 57

Client Service Calls Answered: 13,793

Lobby Visitors Served: 1,179

Contact

Main Office: (313) 974-6869

Questions: inquire@buildingdetroit.org

Website: www.buildingdetroit.org

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Facebook: @BuildingDetroit

Instagram: @BuildingDet

YouTube: @BuildingDet

Threads: @BuildingDet

CHIEF EXECUTIVE OFFICER

PROPERTY REHAB
TAMMY DANIELS

In addition to leading the Detroit Land Bank Authority's core business functions and strategy, the CEO remains focused on identifying critical areas for organizational growth, promoting best practices, and expanding community outreach efforts.

The CEO also oversees the DLBA's Communications & Engagement team and its property rehabilitation divisions: Rehabbed & Ready and Compliance.

REHABBED & READY

Rehabbed & Ready (R&R) is a philanthropic initiative to improve residential market values and bolster home ownership in the City of Detroit. Through collaboration with Rocket Community Fund and construction contractors, as well as the City's Housing & Revitalization Department, Planning & Development Department, and Department of Neighborhoods, dilapidated DLBA structures undergo full rehabilitation to at-or-above-market conditions. As a neighborhood-based initiative, there are parallel efforts in place to reduce blight and encourage occupancy via the demolition of DLBA-owned structures, along with the DLBA's Nuisance Abatement and disposition programs in areas selected for Rehabbed & Ready projects.

- **Closings:** The R&R team has successfully renovated and sold a total of 99 residential properties, with new homeowners moving into neighborhoods including Crary/St Marys, College Park, Evergreen-Outer Drive, Bagley, Schulze, East English Village, Martin Park, Greenfield-Grand River, Morningside, Island View Greater Villages, and Fitzgerald.
- **Public Open Houses:** Public Open Houses ensure prospective homeowners have adequate opportunities to view new R&R homes. The DLBA also offers private showings and Virtual Sales Events. Flexibility allows more opportunity to engage the public and move inventory efficiently.
- **Public Open Houses:** occur on Wednesdays and Sundays, for the entire time a home is listed for sale.
- **Private Showings:** prospective buyers can schedule private tours of current listings through buildingdetroit.org Sunday through Friday.

PROPERTY REHABILITATION

INFILL (MSHDA MOD)

The Property Rehabilitation Team was awarded \$200,000 through the MSHDA MOD Grant Program

Project Description: Modular Development on DLBA vacant lots

Project Location: 3572/3578 16th Street (highlighted parcels)



Updates:

Title Clearance: Completed

Parcel Application: Completed

Procurement: Completed

Unit Ordered: Completed

Foundation Poured: In-progress

Unit Delivered: Scheduled

Onsite Construction: Pending

Listed for Sale: Pending

FEATURED PROPERTY

4021 Cortland, D7, Construction Completed



COMPLIANCE

The DLBA's Compliance Team enforces agreements signed by property owners who have either purchased a property from the DLBA ("Sales Compliance") or whose property was the subject of a Nuisance Abatement Program action ("NAP Compliance"). For both Sales and NAP Compliance, property owners agree to rehabilitate the property within six months and provide regular updates to the Compliance Team documenting and verifying progress (See Compliance Requirements below). For Sales in Historic Districts, property owners agree to rehabilitate the property within nine months and provide regular updates to the Compliance Team documenting and verifying progress. If a property owner is not able to achieve Compliance within the initial timeframe but has shown acceptable "proof of progress," the Compliance Team will evaluate progress to determine if an extension is warranted.



Before and After, Auction Property on Grandmont St. (District 7)



SALES COMPLIANCE

The Sales Compliance reporting period begins on the date of closing when the property owner takes title to the property and obtains possession. At closing, the property owner executes a Reconveyance Deed the DLBA can record if the property owner fails to rehabilitate the property and meet the obligations outlined in the Purchase Agreement. Achieving Sales Compliance involves objective, three-part criteria including:

- Obtaining the appropriate inspection from the City of Detroit's Buildings, Safety, Engineering, and Environmental Department (BSEED)
- Occupying the property
- Exterior maintained – no boards, no blight

NUISANCE ABATEMENT PROGRAM (NAP)

The NAP Compliance program works with property owners who have entered into an agreement to avoid or stop litigation on properties identified as vacant, blighted, and a nuisance. The agreement outlines their responsibilities for rehabilitating or demolishing the property or selling it to someone who will. If the property owner fails to provide "proof of progress" on the subject property, the Compliance Team transfers the matter to DLBA attorneys for court action. To achieve NAP Compliance, owners must demonstrate the property is no longer a nuisance to the residents and the neighborhood evidenced by occupancy and exterior maintenance – no boards, no blight. After achieving NAP Compliance, the DLBA releases its lis pendens and dismisses the lawsuit.

	Auction/ Own It Now (Sales)			Community Partners (Sales)			Nuisance Abatement Program (NAP)			All Programs		
	Programs to-Date	FY2024	% of Quarter FY24 (01/01 - 03/31)	Programs to-Date	FY2024	% of Quarter FY24 (01/01 - 03/31)	Programs to-Date	FY2024	% of Quarter FY24 (01/01 - 03/31)	Programs to-Date	FY2024	% of Quarter FY24 (01/01 - 03/31)
Currently Monitored	3362	377	377	142	12	12	376	301	301	6280	690	690
Compliance Achieved	7929	356	356	301	19	19	1804	29	29	10034	404	404

Compliance Cases Failed*

	2015 - 2018	2019	2020	2021	2022	2023	Total	All Time Compliance Fail Rate	2023 Compliance Fail Rate
Reconveyed	302	86	9	104	367	698	1566	10% of total Sales cases "All Time"	9% of total cases being Monitored

City Employee/Educator Discount Agreements Being Monitored Pipeline (Showing Age of Agreement and Age of Delinquency)

	Auction/Own it Now (Program to Date)				Auction/Own it Now (Educator Discount)				Auction/Own it Now (Employee Discount)			
	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+
Total Under Compliance	5531				18				178			
Total Across Age	681	818	1111	2918	0	3	3	12	16	21	26	112
Age of Agreement	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+
Compliant	321	248	214	251	0	0	1	1	10	6	3	11
Delinquent (0-30 days)	185	107	107	129	0	0	1	0	2	2	0	5
Delinquent (31-90 days)	125	218	219	322	0	1	0	1	3	10	4	15
Delinquent (90+ days)	50	208	291	572	0	1	0	5	1	6	11	39
Potential Reconveyance (Sales Only)	3	42	280	1244	0	1	1	5	0	0	8	42

City Employee/Educator Discount Agreements That Have Achieved Compliance (Showing Age of Agreement)

	Auction/Own it Now (Program to Date)				Auction/Own it Now (Educator Discount)				Auction/Own it Now (Employee Discount)			
	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+
Total Achieved Compliance	7595				45				613			
Total Across Age	244	621	802	5928	0	0	0	45	25	63	60	465
Time to Achieving Compliance	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+	<6 Mo.	.5-1 yr	1-2 yrs	2 yrs+
Escrow Expired	0	0	0	13	0	0	0	0	0	0	0	3
Occupied	208	553	730	5074	0	0	0	45	21	61	57	436
Listed for sale or Rent	31	50	60	295	0	0	0	0	4	2	3	26
Demolished	10	10	8	44	0	0	0	0	0	0	0	0
Other	0	0	4	502	0	0	0	0	0	0	0	0

COMPLIANCE IN-HOUSE PHOTO PILOT TEAM

Purpose/Background:

Compliance is expecting to see rising costs related to third party verification photos, which may put a strain on the DLBA's finances. To counteract this potential strain, Compliance has created an in-house team of Compliance representatives, who will visit properties in its pipeline to take verification photos.

Pilot Start Date: August 29, 2023

Current members:

- Kevin Ford
- Lisa Goodwin
- Rashad Thompson

Pilot Team Schedule (Weekly): Tuesday – Thursday (9:30AM-4PM)

Additional Information

The team goes home after their last appointment to upload their photos and complete what they can on their caseload.

A new Salesforce field was added to DLBA activities on 9/25, to reflect "Compliance In-House" photo team requests.

Compliance is running the In-House Photo Team request simultaneously with photo requests to our 3rd Party Vendor (Armorbearer).

Next Steps: Compliance is currently training two additional representatives how to take verification photos. The addition of the two compliance representatives will allow Compliance to separate the In-House Photo team into two teams. This will increase the response time and ability to add the additional process of taking external photos with letter posting.





A group of diverse people in a meeting, with a man in the foreground using a laptop. The image is overlaid with a light blue tint.

DLBA IN THE COMMUNITY

COMMUNICATIONS
& ENGAGEMENT

PUBLIC RELATIONS

MEDIA COVERAGE

The DLBA continued to enjoy increasingly positive media coverage in the first quarter, with highlights including DLBA's Buy Back program and former DLBA duplexes being rehabbed in the Osborn neighborhood. In addition to positive media coverage, the Assistant Director of Public Relations and Strategic Initiatives and the Digital Content Specialist also supported the DLBA with media responses to several stories and media inquiries.



JULY

Insider **DETROIT TEACHER BUYS AND RENOVATES ABANDONED HOME**

Local 4 **LAND BANK BUY BACK PROGRAM HELPS NEW HOMEOWNERS IN METRO DETROIT**

Fox 2 Detroit **BLOCK BY BLOCK: LANDBANK WELCOMES OVER 100 NEW HOME OWNERS FROM BUY BACK PROGRAM**

Detroit Free Press **MAYOR MIKE DUGGAN, LAND BANK OFFICIALS GIVE DEEDS TO DETROIT RESIDENTS THROUGH BUY BACK PROGRAM**

Detroit News **DETROIT PROGRAM HELPING RESIDENTS BUY THEIR HOMES SURPASSES MILESTONE**

WXYZ 7 **DETROIT LAND BANK BUY BACK PROGRAM HAS HELPED MORE THAN 1000 DETROITERS BECOME HOMEOWNERS**

Michigan Radio **DETROIT PROGRAM MAKES 100 MORE HOMEOWNERS IN CITY**

WDET **DETROIT EVENING REPORT: DETROIT'S OSBORN NEIGHBORHOOD OFFERING COMMUNITY-LED AFFORDABLE HOUSING**

Michigan Chronicle **FEEDING THE FREEDOM TO GROW**

AUGUST

Bridge Detroit **DETROITERS PACK EAST SIDE COMMUNITY CENTER FOR HOUSING HELP**

SEPT



DIGITAL CONTENT SPECIALIST

The Digital Content Specialist, Stephanie Hume, continues to bring deep experience in social media management, digital design, and photography. Her expertise immediately led to dramatic improvement in DLBA content, branding, and growth on social channels.

THE DIGITAL CONTENT SPECIALIST IS FOCUSED ON:

- Expanding social strategies to Threads, YouTube, and LinkedIn.
- Working across teams to identify educational and community engagement opportunities.
- Capturing community/success stories of former DLBA properties and lots and engaging with residents.
- Collaborating with various interdepartmental teams to identify success stories.
- Creating digital dialogues with community members and stakeholders.
- Collaborating with Customer Service to assist constituents through inquiries.
- Implementing Brand Standards across the organization.

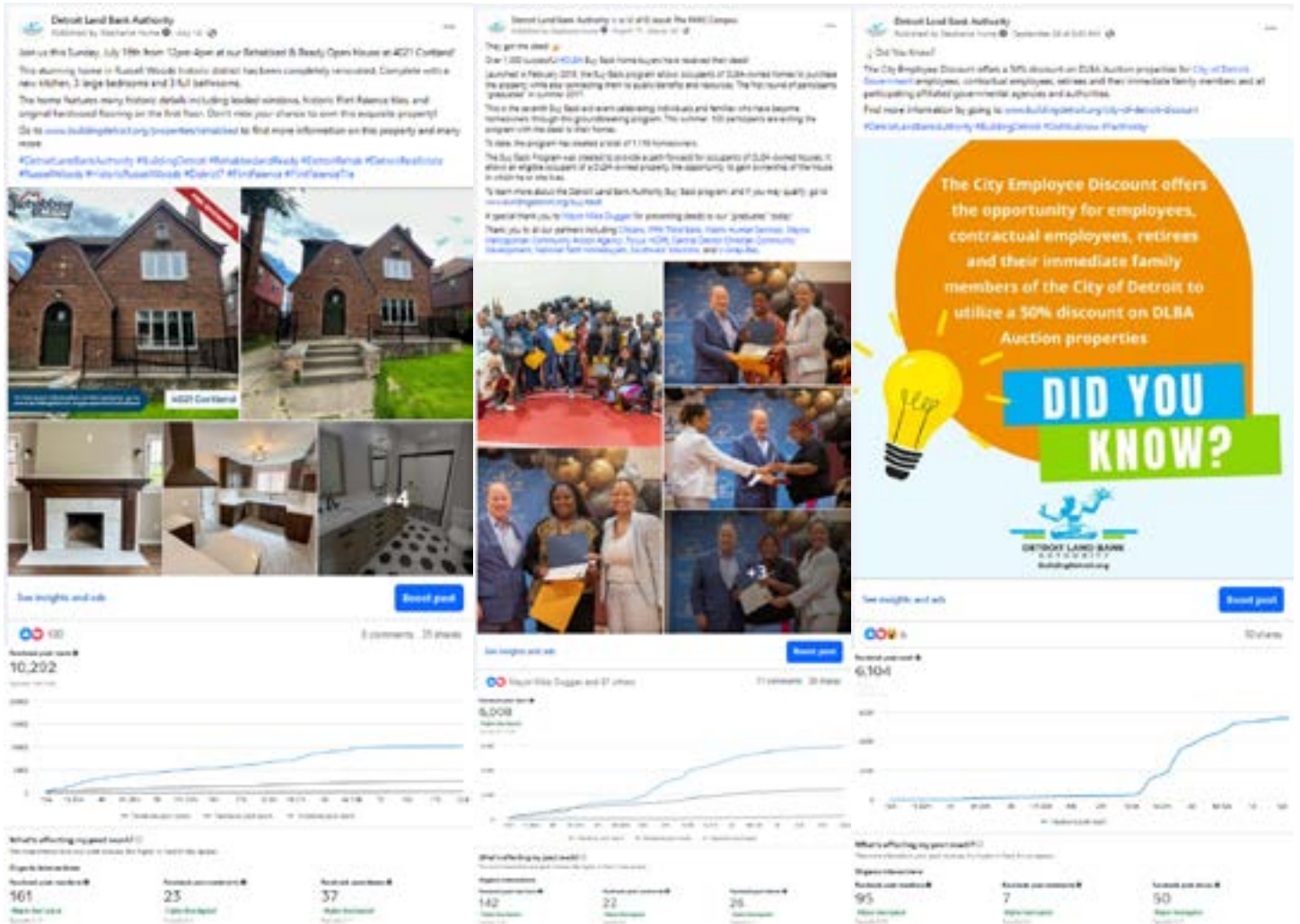
SOCIAL MEDIA

The DLBA remains actively engaged on social media platforms, showcasing listings, success stories, and educating the public about buying opportunities and resources. By leveraging new digital tools, the DLBA continues to expand its social media presence increasing public brand awareness and proactively promoting the success of programs such as Compliance and Rehabbed & Ready.

In Q1, users engaged more by commenting, sharing, and reacting to posts, pushing reach over 120% above the median post reach on Facebook and over 270% on Instagram posts. Due to the higher reach on posts, DLBA channels gained a significant number of new followers and potential new buyers, including hitting a milestone 25,000 followers on Facebook in mid-August while our Instagram page is on its way to 10,000 followers.



Employing platform tools, including Stories, Reels, and Carousel groups of images, contributed to the page's increase in impressions, which measures the number of times content was viewed by users. By growing engagement with both the City and community partners, the DLBA continues to build its social reputation and spread awareness for its programs and buying opportunities. DLBA social media content continues to showcase listings, educate the public about available resources, and proactively promotes the success of programs such as Compliance, the Nuisance Abatement Program (NAP) and Rehabbed & Ready.



To stay up to date, follow DLBA on Facebook @BuildingDetroit and Instagram, Threads and YouTube @BuildingDet.

COMMUNITY INITIATIVES

The Community and Engagement Team (C&E) had a strong first quarter in event participation, including an influx of participation requests for in-person community events, resource fairs, back to school rallies and more. The C&E team continues to collaborate with other departments to ensure DLBA presence remains consistent in City events, a crucial step to increase residential awareness and transparency. This interdepartmental strategy has allowed us to participate in 57 events this quarter, a 27% increase from the first quarter of the previous fiscal year.

The C&E team has attended community meetings in support of all City Council districts and the Department of Neighborhoods, including continued weekly events to gather residential inquiries and feedback. Additional focus has been made to engage parents and elderly residents via Detroit Public Schools Community District (DPSCD) and the American Association for Retired People (AARP) events.

The primary focus of the Community Initiatives Manager, London Scott, this quarter has been initiating change via our Community Partners and Block Club engagements, accounting for 30% of participated events. August was a focal month for outreach; during the week of August 13th, the C&E Team attended 13 events, of which 10 were held in-person. Two of these events included the Joe Louis Greenway Vacant Land Community Summit, where the DLBA's Land Reuse Team engaged nearly 100 residents, and the DLBA's Buy Back Exit Event, where over 135 Detroiters successfully completed the program and received the deed to their homes.

The DLBA coordinated participation of four events on Saturday, August 19th, assisted by DLBA staff from the Compliance Department which were hosted by various organizations including: Building Bridges, the Fullerton Corridor Visionary Project, East Davison Community Village Group, District 4 Denby Alliance, Great Communities Now, New Beginnings Community Development Corporation, and Our Backyard Detroit.

MONTH	DONCAST	DON MEETINGS	CITY COUNCIL	COMMUNITY PARTNERS & BLOCK CLUBS	DPSCD	CITY INITIATIVES	DLBA TEAMS	TOTAL
July	4	4	6	3	2	1	2	22
August	3	4	2	9	1	1	1	21
Sept	2	1	3	5	0	2	1	14
Total	9	9	11	17	3	4	4	57



In September, DLBA hosted a resource table during the Bridge Detroit community meeting where over 100 residents attended. DLBA CEO, Tammy Daniels, Planning & Analysis Assistant Director, Savannah Robbins, and Compliance Assistant Director, Antoine Glenn, presented DLBA programs and answered questions from residents. At another event hosted by Matrix Human Services and Fifth Third Bank, the C&E team, Antoine Glenn, and Real Estate team Program Specialist, Ebony Jones, presented on contributions made by Fifth Third Bank to the DLBA. During the event, the DLBA and Community Initiatives Program Manager was applauded for

continuous participation of the Matrix Human Services HUD Housing Workshops (a monthly first-time homeowner's class). During the month's most notable event, the C&E team assisted in closing out this year's final Lots of Lots event, servicing Districts 1 and 7 where 172 residents were serviced in regard to purchasing vacant land.

CITY COUNCIL AND GOVERNMENT LIAISON

The City Council and Government Liaison (CGL), Dwayne Barnes, facilitates interaction between DLBA and government partners through relationship building, issue resolution, providing information and training as it relates to DLBA programs and policies.

The City Council and Government Liaison achieves this working through 4 goal areas:

1. Proactive communication
2. Transparency
3. Information
4. Education to government partners

INQUIRIES

In Q1 the CGL took 153 escalated inquiries from city government partners. These escalated inquiries included lot/structure maintenance, lot/structure sales disputes, dumping, property identification, and more.

CITY DEPARTMENT	NUMBER OF INQUIRIES
City Council	70
Ombudsman	75
Department of Neighborhoods	8
Total	153

EVENTS

The City Council and Government Liaison attended council meetings, community events, coffee hours, virtual meetings, festivals and training sessions. In Q1 the CGL was able to attend events in all city council districts.

In July, the DLBA was the feature department for Council President Sheffield's monthly office hours, where the CGL took questions, provided insights and information regarding DLBA programs and policies, and assisted residents with inquiries.

In August, the DLBA was the feature department at Council Member Johnson's D4 monthly meeting. DLBA CFO/COO Reginald Scott, Associate Director of Compliance, Antoine Glenn, and Assistant Director of Planning and Analysis, Savannah Robbins, provided presentations to D4 residents. The DLBA also provided constituent services for residents with questions, inquiries or those that need assistance with DLBA issues.

In September, the CGL partnered with Councilmember Santiago Romero to participate in 3 office hours in various locations in District 6. The DLBA was able to work directly with District 6 residents to answer questions, provide information and remain visible in the community and also attended coffee hours in District 1, District 2, District 6 and District 7 to provide support residents with questions, concerns or need more information.

GOVERNMENT RELATIONS

DLBA MOU

In Q1 FY 24 the DLBA commenced efforts to revise and renew our Memorandum of Understanding with the City of Detroit. To that end, we have met and engaged with each member of Council, and will conduct additional and follow-up meetings by mid-October 2023.

QUARTERLY MEETINGS

The DLBA conducts quarterly meetings with city council members and their staff to discuss DLBA events, programs and policy. We also talk about district specific metrics and other information that is relevant to each councilmember. We also work to ensure that our team is able to attend council-sponsored meetings, and provide resources at these events.

CONSTITUENT EXPERIENCE

The Constituent Experience Liaison (CEL), Antonisha Smith, is committed to improving the quality and efficacy of the DLBA's interaction with Detroit residents and assisting constituents with complicated, escalated concerns. To achieve this, the CEL identifies areas for DLBA improvement, conducts ongoing analysis of core customer service functions, supports leadership with navigating escalated inquiries, and fosters community outreach efforts. The CEL's core objectives include:

- Internal process analysis
- Best practice recommendations
- Direct community engagement
- One-on-one connection with residents

The CEL remains committed to analyzing internal practices that impact the overall constituent experience. In the first quarter, she focused heavily on identifying opportunities to strengthen relationships with constituents and local key stakeholders. She continues to directly support residents with escalated inquiries, including cases on (D3) Helen, (D3) Tacoma, (D4) Malcolm, and (D6) Harrison. In working to resolve these inquiries, the CEL capitalized on an opportunity to finalize a Constituent Services strategy to increase one-on-one connections and provide additional support to constituents with escalated inquiries.

The CEL continues to support internal staff by assisting with organizational hiring and on-boarding new team members to ensure that escalations and inquiries from our city partners receive prompt and timely responses while analyzing the constituent experience and potential roadblocks impacting staff's ability to drive inquiries to resolution in a timely manner.

The first quarter included building external partnerships to host monthly CEL Office Hours that will create a pathway to ensure that the DLBA is both accessible and available to constituents who require additional resources for more complex inquiries. In October, the CEL will add Constituent Services Hours at various Detroit Public Library branches to ensure increased access to address constituent concerns.


Additionally, the CEL continues identifying opportunities to develop content for campaigns aimed at increasing constituent awareness of DLBA resources by collaborating with various departments to enhance engagement strategies for the Communications & Engagement team.

SEPTEMBER OUTREACH

CITY COUNCIL	DON CAST	DONS BI-WEEKLY	NEIGHBORHOOD/ BLOCK CLUB	IN PERSON CONSTITUENTS
N/A	N/A	N/A	4	2

Q1 OUTREACH

	JULY	AUGUST	SEPTEMBER
Internal Analysis	3	4	4
Constituent Inquiry Escalations	4	5	6
Inquiries (City Partners)	5	3	1
Community Outreach	6	4	6



DETROIT LAND BANK AUTHORITY


CONSTITUENT SERVICE HOURS

EVERY FOURTH TUESDAY · 1:00PM-4:00PM

Meet us for one-on-one assistance with complex DLBA matters

MEET US AT

Guardian Building
500 Griswold St., 12th Floor
Detroit, MI 48226



PLANNING & ANALYSIS

ROBERT LINN
DIRECTOR

The Detroit Land Bank Authority's Planning & Analysis Department oversees the acquisition, assessment, pipeline assignments, and listing of DLBA-owned lots and structures. The department also oversees data analysis and coordinates inter-agency planning with other City agencies to inform a flexible and dynamic sales strategy for the organization.

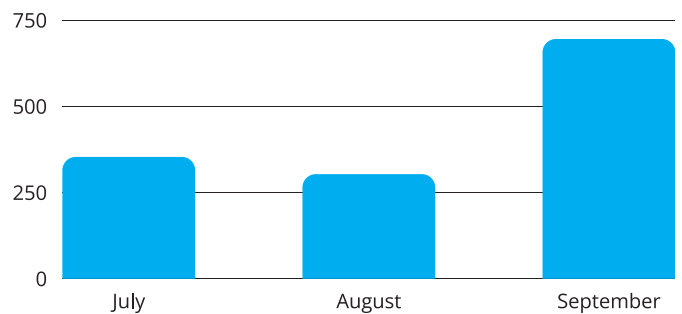
ASSISTANT DIRECTOR

This quarter, the department welcomed Jamie Furst back to the team as the new Assistant Director of Housing Strategy. Ms. Furst previously served as the Assistant Director of Operations, in the Finance and Operations Department, and the Assistant Director of Inventory in the Inventory Department. In this new role, Ms. Furst will oversee the department's occupied inspection and triage functions, direct housing inspection operations, and develop new strategic initiatives and programs for the organization through the ongoing strategic planning process. Ms. Furst brings a wealth of experience in the local real estate industry, including property management, sales, development, finance, and leasing, and is a proud graduate of Michigan State University.

PROPERTY TRANSFER AFFIDAVITS

This quarter, staff worked with the Office of the Assessor to reconcile ownership records for properties sold and acquired by the DLBA. Under the terms of a process protocol with the Office of the Assessor, DLBA staff will file a property transfer affidavit for all sales that remain unfiled 45 days after closing. This approach allows purchasers to file the PTA themselves within the Office of the Assessor's 45-day window.

PROPERTY TRANSFER AFFIDAVITS FILED Q1 2024



DATA CONNECTIONS

This quarter, staff developed a new partnership and data sharing process with the Buildings, Safety Engineering, and Environmental Department (BSEED). The DLBA's Salesforce system has new connections to BSEED data, giving staff more real-time data on the demolition order and emergency demolition order processes. Staff are now working with the Compliance team to ensure compliance staff have ready access to this information for all properties in their review since property that is being considered for demo may require coordination between the DLBA and BSEED.

OCCUPIED

This quarter, staff completed inspections of 156 homes with conflicting occupancy and vacancy indicators, to ensure properties are in the correct pipeline. This includes updated USPS vacancy data and vacancies that were reported by neighbors. Of the completed inspection, 81 of the properties were able to be confirmed vacant and transitioned to the Demolition Department for Proposal N stabilization, sale, or demolition pipelines. An additional 118 properties have outstanding inspections, and results are anticipated to be returned in the first weeks of Q2. There are currently 915 properties that the staff will continue to monitor for vacancy indicators.

STRATEGIC PLANNING - NEXT FIVE...

Staff are in full swing with the strategic planning process, which we've branded as "Next Five."

Next Five will include citywide public engagement, surveys, interviews, and working groups. The working groups will be charged with cultivating proposed co-designed programmatic and process implementations.

The DLBA engaged the Center for Community Progress and JFM Consulting to support the project this quarter. After onboarding, representatives from the consulting firms hold weekly meetings to ensure the timely achievement of milestones.

As community engagement will play a key role for successful strategy, with a target of engaging at 100 community events this fiscal year, staff training was a priority. Staff recently convened an advisory group of local experts from academia, community partner organizations, City departments, council staff, and peer organizations to provide feedback, guidance, and support throughout the process through regular meetings and ongoing communications.

Staff are now working to form internal working groups who will receive and process findings from the engagement process to form policy and program recommendations. As part of the commitment to provide transparency and awareness on the process, progress for webpage design is underway and will be launched in Q2. The first community engagement event was coordinated with the D1 and D7 Lots of Lots event on September 30th where staff successfully engaged and documented the valuable feedback of 37 residents.

Q1
What 3 words do you
use to describe your
neighborhood five years
from now?

Q2
What DLBA Programs are most
representative of the impact you
want from the DLBA in the
future?

- 1 Auction
- 2 Buy Back / Occupied Properties
- 3 Own it Now
- 4 Rehabbed
- 5 Side Lot
- 6 Neighborhood
- 7 Nuisance Abatement

Q2 Pt

- 1
- 2
- 3



NEIGHBORHOOD SURVEY

This quarter, staff launched the Neighborhood Survey Team, a group of field surveyors tasked with identifying and tracking all vacant blighted residential structures in the city. With the team fully onboarded this quarter, staff have been busy surveying and reviewing properties. The launch of the neighborhood survey also includes an updated reporting protocol, established communications with the Department of Neighborhoods and residents, established next steps for survey results, regular audits of the surveyors' work, and ongoing construction of two dashboards to visualize progress. Staff have surveyed 86,669 structures to date, and are currently on track to complete the first full pass of the City of Detroit by the end of the year.

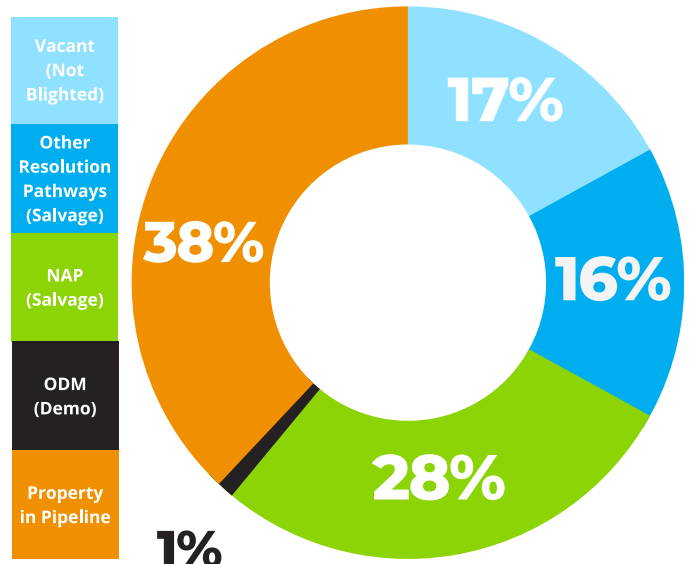
Part of these regular communications include a newly established DLBA email that allows residents to contact the NST directly with questions about the survey or provide feedback on properties in their neighborhood (neighborhoodsurvey@detroitlandbank.org).



FINAL DETERMINATION	MEANING	PROTOCOL
Vacant (Not Blighted)	Surveyed and found vacant but no significant blight recorded	Referred to BSEED to be registered as vacant
Other Resolution Pathways (Salvage)	Surveyed and found vacant with some blight, but not eligible for NAP	Referred to the City to go through separate nuisance abatement process. Some are also referred to BSEED for code enforcement
NAP (Salvage)	Surveyed and found vacant, blighted, and eligible for NAP	Referred directly to DLBA NAP pipeline for posting
ODM (Demo)	Surveyed and found vacant and in unsalvageable conditions	Properties that already have BSEED Legal Authority are being added to the Demo Pipeline Properties without BSEED Legal Authority are being referred to BSEED to begin ODM process
Property in Pipeline	Surveyed and found to have varying degrees of blight but are already in some pipeline including DLBA Compliance, NAP, Demo, or Potential Reconveyances	These properties are being sent to the appropriate points of contact for whichever pipeline to be monitored or to take further action depending on the pipeline.

NEIGHBORHOOD SURVEY RESULTS

Q1 2024



The Detroit Land Bank Authority

IS CONDUCTING A NEIGHBORHOOD SURVEY!

The Detroit Land Bank Authority and the City of Detroit Building, Safety, Engineering & Environmental Dept. (BSEED), are working together to identify blighted properties throughout the city. The goal is to refer blighted properties to City agencies, departments, and programs for remediation. To accomplish this goal, the DLBA is conducting a citywide Neighborhood Survey looking for vacant and blighted residential homes.

Let's work together to reduce blight in the City of Detroit!



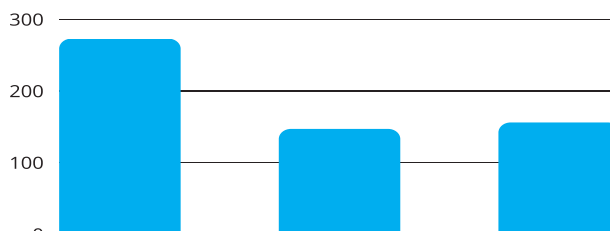
DETROIT LAND BANK
AUTHORITY
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HOME LISTINGS

After a lull earlier in the summer, the DLBA has seen an increase in Prop N stabilization completions, which has supported increasing the number of Auction properties listed each day. While stabilization work has increased lately, some properties are still going through the quiet title process, which prevents them from being listed immediately. Since clouded title impacts both Auction and Own-it-Now pipelines, Planning & Analysis is working with the DLBA title team to help prioritize the quiet title queue and ensure properties are moving through that pipeline expeditiously. The team will continue to evaluate the pipeline and increase listing rates whenever possible.

HOMES LISTED PER MONTH Q1 2024



BUILDING BLOCKS UPDATE

In person Building Blocks events are resuming after a hiatus during the pandemic. The DLBA is excited for another opportunity to go to neighborhoods across the city and share information about DLBA programs and available properties. The team has been working with community groups and city partners to host an event in each district. The first two events are scheduled for October in the Grixdale Farms (District 2) and Nolan (District 3) neighborhoods, and the team is planning more for early 2024. This will be an opportunity to showcase structures and lots that will be listed for sale as well as better understand the DLBA purchase process. In addition to DLBA programs, other partner agencies such as Wayne Metro and Local Initiatives Support Corporation (LISC) are participating in these events to share information about their programs and services to better support Detroit residents and improve neighborhoods.

HOME INSPECTIONS

This quarter, staff ordered 809 inspections of DLBA-owned homes. Staff are working to order inspections as soon as possible after acquisition or suspected condition change to ensure that properties are returned to productive use as quickly as possible. Staff continue to order inspections for reconveyed properties as they are returned to DLBA inventory and updated inspections when we receive inquiries that indicate condition changes at the property such as demo requests and reported vacancies.

HOME POSTER PROJECT

The DLBA began securing Home Posters to vacant residential structures at the end of April as part of a postering pilot project. The goal of this project is to keep residents informed of our vacant structure inventory and how they can contact us regarding purchase or maintenance and safety concerns. The posters, designed by the Public Relations Team, are 16.75x22 and printed on plastic paper that is tear and water resistant. When the postering is complete and all the results have been added to Salesforce, we can track any new inquiries received since the properties were postered to get a sense of the impact of the project.



The project is still ongoing, and staff are working to assess the impact of the posters on resident inquiries but will report more in future reports.

LOTS OF LOTS

In September, the DLBA hosted the third and final “Lots of Lots” event of the summer. The “Lots of Lots” summer event series offered in-person assistance with the Side Lot and Neighborhood Lot purchase process including DLBA account creation, placing applications, and reviewing eligibility concerns. Thanks to the support of City Council and the Department of Neighborhoods, applicants received real-time assistance with the Neighborhood Lot Endorsement process.

Attendees also had the opportunity to speak with other organizations at our resource table. These organizations included BSEED, Wayne County Treasurer, Detroit Future City, Keep Growing Detroit, and more. Throughout the three events, staff helped over 500 Detroit homeowners place applications and provided in person assistance to a total of 686 attendees.



LOTS OF LOTS, 2023

DISTRICTS SERVED	LOCATION	DATE	DLBA VOLUNTEERS	ATTENDEES	APPLICATIONS RECEIVED	INQUIRIES PLACED
4, 5, & 6	Voyageur College Prep High School	June 24 th , 2023	53	408	350	80
2 & 3	Heilmann Recreation Center	July 22 nd , 2023	48	106	92	37
1 & 7	Crowell Recreation Center	September 30 th , 2023	48	172	71	59

SIDE LOT & NEIGHBORHOOD LOTS

In Q1, staff listed a total of 1,260 vacant lots through various vacant land programs. This included a large Side Lot listing of 640 lots and a large Neighborhood Lot listing of over 290 lots. Staff answered over 3,700 purchase inquiries on DLBA owned vacant lots in Q1 which led to an additional 326 one-off listings through various vacant land programs.



Q1 VACANT LOT LISTINGS, BY DISTRICT

DISTRICT	NEIGHBORHOOD LOTS	SIDE LOTS
1	11	38
2	57	105
3	48	150
4	104	205
5	55	148
6	32	146
7	42	119
TOTAL	349	911

Staff recently put together a new process for updating our Side Lot listings to include newly occupied homes, including homes that have achieved compliance. This change allows for a timelier notification process for these new neighbors adjacent to DLBA Side Lot eligible lots.

CREATE-A-PROJECT

In Q1, the DLBA received 31 Create-a-Project applications bringing total program applications at the end of Q1 to 296. Of the 296 applications, 94 have been approved as purchasers and moved forward to lot selection. Staff ordered title work on a total of 21 properties during Q1 and were able to send 6 projects consisting of 19 lots to closing. Staff are working diligently to improve flyers and other communications to help community groups navigate the Create-a-Project program.



REAL ESTATE, SALES & MARKETING

The Detroit Land Bank Authority's core blight remediation effort is the disposition of property. The Real Estate, Sales & Marketing Department facilitates structure and land sales through a wide range of programs. Most of the DLBA's structure and land transactions are online through the Auction, Own-it-Now, Side Lot, and Neighborhood Lot platforms. The DLBA also sells property through Rehabbed & Ready, Occupied Programs, Real Estate team, and, per the Memorandum of Understanding with the City of Detroit, the DLBA engages in real estate transactions in support of strategic City initiatives.

AUCTION

The DLBA auctions houses daily on its website, buildingdetroit.org. Auction properties are the DLBA's strongest rehabilitation candidates, focused in areas with the best potential return on buyer investment. The number of available Auction properties continues to decline as the DLBA exhausts its strongest inventory and moves into neighborhoods with weaker real estate markets and structures requiring more extensive sales preparation and renovation.



OWN-IT-NOW

Own-it-Now responds to public requests for properties in emerging neighborhoods. Any person can contact the DLBA with an address, and with certain exceptions, we will work to list the property for sale. Once a property is listed online, offers are accepted 24 hours a day, seven days a week. The first offer on a property triggers a 72-hour countdown and the person with the highest offer at the close of that timeframe wins the property.



AUCTION CLOSED COMPARISON OF FISCAL YEAR Q1 CLOSING TRENDS

YEAR	TOTAL CLOSED (Q1)
2015	59
2016	120
2017	122
2018	146
2019	127
2020	110
2021	100
2022	117
2023	98
2024	66

OWN-IT-NOW CLOSED COMPARISON OF FISCAL YEAR Q1 CLOSING TRENDS

YEAR	TOTAL CLOSED (Q1)
2017	145
2018	246
2019	203
2020	473
2021	1,105
2022	559
2023	345
2024	346

AUCTION AND OWN-IT-NOW CLOSED BY COUNCIL DISTRICT FOR Q1

	1	2	3	4	5	6	7	GRAND TOTAL
Auction	3	2	20	14	12	10	5	66
Own-it-Now	11	21	85	77	58	37	57	346
Grand Total	14	23	105	91	70	47	62	412

BIDDERS

Closings are only one way to measure market demand for a given region. The number of applications processed also informs demand as seen in the table below.

AUCTION AND OWN-IT-NOW BIDDERS BY COUNCIL DISTRICT FOR Q1

	1	2	3	4	5	6	7	GRAND TOTAL
Auction	34	22	95	62	30	96	35	374
Own-it-Now	82	86	654	349	271	204	327	1973
Grand Total	116	108	749	411	301	300	362	2347

DISCOUNTS

Supporting the DLBA's mission of returning Detroit's blighted and vacant properties to productive use, the department promotes a variety of sales initiatives. Discount programs provide the opportunity for eligible participants to utilize a 50% discount on DLBA Auction homes. The 20% Home Buyer Counseling Discount & Community Partner Endorsement is available to eligible participants for Own-it-Now or Auction homes. Each discount request is verified by the HR/ Designated Point Person (DPP) for the applicable entity. Discounts will be applied at closing. One discount will be given per registered discount bidder. Bidders cannot combine or use multiple discounts.

DISCOUNTS BY CATEGORY FOR Q1

APPLICATIONS	% OFF	APPROVED	REJECTED	USED
City Employee	50%	6	2	9
Detroit School Employee	50%	21	0	1
Skilled Trade Employment Program STEP	50%	6	0	0
Home Buyer Counseling	20%	30	0	11
Community Partner Endorsement	20%	0	1	0
Community Resident – Fitz	80%	0	0	0
Q1 Total		63	3	21

SIDE LOTS & VACANT LAND REUSE

The Side Lot program caters exclusively to Detroit homeowners and provides easy access to vacant lots adjacent to occupied homes for \$100. Since 2014, and as of the date of this report, the DLBA has sold 22,411 Side Lots, making it the Land Bank’s most popular sales platform. During Q1, the DLBA sold 285 Side Lots, as well as 223 Neighborhood Lots, 9 Accessory Structure/Oversized Lots, and 12 Create-A-Project Lots.

SIDE LOTS SOLD BY COUNCIL DISTRICT FOR Q1								
MONTH SOLD	1	2	3	4	5	6	7	GRAND TOTAL
July	7	14	10	14	9	13	4	71
August	14	9	30	25	27	22	22	149
September	29	7	25	24	30	27	21	163
Grand Total	50	30	65	63	66	62	47	383

*(+/-1 variance)

CLOSINGS

The Closing Team is responsible for coordinating all aspects of pre-closing and closing services for all disposition programs within the DLBA, including, but not limited to, coordinating with lenders and title companies, conducting the closing, preparation and recording of documents, and authorizing appropriate post-closing disbursements and reconciliation associated with the settlement process.

Q1 started with a slight uptick in closings with 154 in July. We had our 2nd highest number of monthly closings for the calendar year with 184 in August. There was a significant decrease in September with 126 closings. Our lower closing numbers are reflective of the depletion of our inventory of structures.

TITLE SERVICES

Clear, insurable titles are critical for anyone buying property—not just from the DLBA, but in general. Clear titles provide confidence to the property owner in their ownership and any investment they make. It is an absolute prerequisite for any lending institution considering a mortgage. In fact, clear title is so important that it is one reason the state legislature created DLBAs. In the fourth quarter, the Title Team received 710 new title orders. New title orders include examination of the title commitment for ownership (vesting) and underwriter’s requirements to eliminate outstanding interests, including tax and utility status, that may prevent future marketable title.

In total, 2,651 properties were assessed in Q1 FY2024. Of those, 303 (Initial Review) were confirmed to have a marketable title with no delinquent taxes and graded as ready for sale. 1,414 (Update Reviews) were reviewed to confirm continued clear title with no new interested parties, new recorded/unrecorded liens, or tax bills were assessed against the property, which would prevent moving forward in the sale process. For 437 (In-house title clearance), the Title Team requested tax clearances, BSEED releases, and handled escalations to underwriters to clear title issues. The remaining 497 (Quiet Title Required), required court action to eliminate outstanding interests on title which would otherwise prevent the sale of the property.

COMMUNITY PARTNERSHIP & ECONOMIC DEVELOPMENT

The Community Partnership and the Economic Development teams work collaboratively on a wide variety of projects. Developers and Community Partners follow the same process for property acquisition, however, with a recent policy amendment, our Community Partners now receive additional benefits. Applicants looking to acquire property through either track may do so through the application portal process or through the marketing program.

Developer Spotlight

SALT MINE CHURCH

The Salt Mine Church Greenspace Community Partner purchased lots near their church in the Gratiot-Findlay neighborhood. They created a garden and relaxing greenspace for church members to enjoy. Below are the photos of the hard work the church members have put in since closing in March of 2023.



MARKETING PROGRAM

In addition to the DLBA's online sales platforms, the team uses licensed realtors to promote properties through the traditional real estate market. Buyers can find DLBA single-family homes, mixed bundles of structures and vacant land, infill lots, and assemblages for Land Based Projects on the DLBA's website, buildingdetroit.org, as well as the Multiple Listing Service (MLS) and place offers through real estate brokers.

COMMUNITY PARTNERSHIP PROGRAM

The Community Partnership program continues to encourage faith-based and community organizations to transform the neighborhoods that they serve through projects such as home rehabilitation, deconstruction, new construction, lot beautification, community gardens, and pocket parks. The program guides nonprofits, faith-based organizations, and community development organizations through the process of acquiring property through the DLBA. This program allows organizations to present proposed projects through development plans.

COMMUNITY PARTNER ELIGIBILITY CRITERIA:

- Headquartered in the City of Detroit
- Have a federal 501(c)(3) tax exempt status
- Be current on its property taxes
- No blight violations or fines

COMMUNITY PARTNER BENEFITS:

- 50% discount for direct sales (not to fall below \$250 for lots and \$1,000 for structures)
- 20% discount on the purchase of homes online
- Discounts on Quiet Title Services
- Historic pricing for sales holds

COMMUNITY PARTNERSHIP ENDORSEMENTS

The DLBA also encourages Community Partners to help better their blocks by identifying and endorsing potential homeowners who have the ability renovate a house. The Community Partner must provide, in writing to the DLBA, its process for selecting and endorsing a bidder. It is expected that a bidder endorsed by a community group will be the owner-occupant for at least three years.

For each Auction of a house in its service area, the Community Partner may endorse one bidder it deems to be a good neighbor for the community. The Community Partner's endorsement means the endorsed bidder will get an automatic 20% discount on the final bid price (not to fall below \$1,000 final price).

All winning bidders must comply with the terms of the Auction Purchase Agreement including the deadlines for closing, rehabilitating, and occupying the property. If endorsed bidders fail to meet these deadlines, the DLBA may terminate the Endorsement Partnership. The DLBA is relying on the Community Partners to vet bidders before endorsing them.

OCCUPIED PROGRAMS

The DLBA's Occupied Programs focus on providing pathways for occupants living in DLBA-owned properties, along with returning properties to the tax roll. The DLBA's people-first approach includes the Buy Back Program and Occupied Property Disposition Program.

BUY BACK PROGRAM

The Buy Back Program provides a path forward for occupants of DLBA-owned houses. It allows an eligible occupant of a DLBA-owned property the opportunity to gain ownership of the house in which they live. After qualifying for Buy Back and purchasing the property for \$1,000, the occupant officially enters program monitoring and must display consistent savings until their first tax bill is issued and paid in full in July of the next calendar year. Participants also attend regular homeowner and financial workshops with DLBA partner organizations and must pay their first Summer tax bill in full before exiting the program.

This year, 135 participants will have successfully exited the Buy Back program to become homeowners. This would bring the all-time total to 1,119 homeowners created by this DLBA program. The DLBA currently has 48 occupants in the Buy Back pipeline being vetted through the program. The DLBA hopes to reach 100 participants by the summer 2024.



Q1 BUY BACK CLOSINGS			EXECUTIVE SUMMARY	
MONTH-YEAR	CLOSED	TOTAL	Buy Back Closed (inception to date)	1240
July 2023	7	\$7,000	Buy Back Complete (inception to date)	1087
August 2023	10	\$10,000	Monitor Compliance for immediate exit	2
September 2023	6	\$6,000	Monitor Compliance for July 2023 exit	135
Total	23	\$23,000	Reconveyance Complete (inception to date)	18

OCCUPIED PROPERTY DISPOSITION PROGRAM

For occupied properties that do not qualify for Buy Back, the Occupied Property Disposition Program (OPDP) provides an opportunity for the DLBA to sell occupied property to OPDP Partners. Partners are committed to renovating the houses and working with occupants to help them stay in the house as a homeowner or tenant, or to provide relocation assistance. The policy enacting the Occupied Property Disposition Program was approved by the Detroit Land Bank Board of Directors in December 2021 and transfers through OPDP began in 2022.

Q1 OCCUPIED NON-PROFIT/OCCUPIED PROPERTY DISPOSITION PROGRAM CLOSINGS	
MONTH-YEAR	CLOSED
July 2023	8
August 2023	1
September 2023	1
Total	10

EXECUTIVE SUMMARY	
ONP/OPDP Closed	226
ONP/OPDP Compliance Achieved	128
Reconveyance Complete	13

LEGAL

DOUG PARKER GENERAL COUNSEL

The Legal Department is responsible for the legal affairs of the Detroit Land Bank Authority. The Legal Department provides legal advice and support to the DLBA that facilitates property disposition, remediates nuisances, and addresses illegal activity at properties throughout Detroit, helping the DLBA achieve its goal of restoring blighted and vacant properties to productive use. The Legal Department also represents the DLBA in a variety of legal, regulatory, transactional, and other contexts.

The response to the coronavirus pandemic continued to impact some of the Legal Department's activities during the first quarter of fiscal year 2024. During the quarter, courts were open on a remote basis for certain civil actions including quiet title, nuisance abatement, and evictions.

QUIET TITLE

The Legal Department files and oversees expedited Quiet Title Actions pursuant to extraordinary legal authority granted to DLBAs in Michigan under Section 9 of the Land Bank Fast Track Act, MCL 124.759., which allows the DLBA to obtain quiet title more efficiently, quickly, and cost-effectively than private parties or municipalities. The DLBA files quiet title actions on its properties in support of its commitment to sell structures with clear, insurable title. By doing so, the DLBA provides buyers with confidence in their ownership and any investment they make in property purchased from the DLBA. Clear title also fulfills a standard requirement of a lender providing financing secured by a mortgage.

During the first quarter, the Quiet Title Team received judgments clearing title to 309 properties and filed 10 additional lawsuits representing 243 properties.

NUISANCE ABATEMENT

Abandoned Properties

The DLBA established its Nuisance Abatement Program (NAP) in February 2014, after the Detroit City Council delegated to the DLBA non-exclusive authority to commence Nuisance Abatement litigation on February 18, 2014 (Council Action Number 23). The criteria for being designated as a NAP-eligible property include that the property is vacant, boarded, and appears to be abandoned or neglected.

The NAP team identifies potential properties using several resources, including city-wide surveys as well as input from the City's Department of Neighborhoods, community groups, and neighbors. Specific locations are then verified by investigators, who place a large notice (poster) on the property.

To achieve proper service of process, the DLBA searches tax, title, and other records for each property to determine current interest holders of record, including owners, mortgage companies, and other lien holders. A NAP civil suit names current owners and other interest holders of record and requests abatement of the nuisance created by the property's condition. Owners or interest holders in a property who fail to respond to the lawsuit or enter into an agreement with the DLBA to abate the nuisance, may lose their ownership rights to the property at a hearing for default judgment.

During the first quarter, the Legal Department placed nuisance abatement notices on 344 properties identified to be vacant and blighted. The NAP Team also filed nuisance abatement lawsuits against 396 vacant and blighted properties in the third quarter. Court proceedings were conducted in remote format, and 52 judgments transferring title to the DLBA were issued as the new filings work their way through the court process. In addition, the NAP Team entered into 319 agreements with private owners to rehabilitate their properties.

NAP agreements continued to be a successful tool in addressing private blight with 30 properties achieving Compliance in the first quarter, including the following examples.



Before and After, renovated as a result of a NAP Abatement Agreement, District 2



Before and After, renovated as a result of a NAP Abatement Agreement, District 3



Before and After, renovated as a result of a NAP Abatement Agreement, District 4



Before and After, renovated as a result of a NAP Abatement Agreement, District 5



Before and After, renovated as a result of a NAP Abatement Agreement, District 6



Before and After, house demolished as a result of a NAP Abatement Agreement, District 7

DRUG HOUSE UNIT

The Drug House Unit (DHU) is a part of the NAP team and represents a joint effort by the Detroit Police Department (DPD) and the DLBA to help stabilize neighborhoods by addressing the use of properties for drug trafficking. The DHU receives weekly emails from DPD reporting properties where officers found drugs and drug paraphernalia during surveillance and raids. Using this information, the DHU determines next steps based on the ownership of the property. If a property is privately-owned, and more than two raids occur within a 12-month period, the DHU may proceed with a lawsuit. If a property is DLBA-owned, the Legal Department's Occupied Property Team determines how to address occupancy at the property based on its internal investigation into the nature of the reported activities.

During the first quarter, DPD reported 49 applicable raids to the DHU. Of these, 41 occurred at privately-owned properties. Only privately owned, single-family residences are eligible for DHU action, so warning letters were sent or are in the process of being sent to these property owners. The remaining eight raids were conducted at DLBA-owned properties and are under investigation by the Occupied Properties Team. No Nuisance Abatement lawsuits were filed for illegal narcotic activity during the first quarter.

OCCUPIED PROPERTIES

There are a variety of reasons why DLBA-owned houses become occupied without authorization. Sometimes, unauthorized occupants are former owners who lost the property to tax foreclosure and never left, others are victims of fraudulent "leases" or "sales", some use a DLBA-owned house for illegal activity, and many others are "squatters" with no connection to a property.

The DLBA receives reports of occupied properties from several sources including neighbors, DLBA employees engaged in sales preparation, and City agencies such as DPD, the Demolition Department, and the Building, Safety Engineering and Environmental Department. Until recently, upon receiving a report of an occupied structure, the Legal Department would open an investigation and move the property toward one of several resolutions. The first step was posting a notice on the property that informs occupants that the house is owned by the DLBA and that anyone living there should contact the DLBA immediately. The ultimate resolutions include the occupants leaving of their own accord, qualified occupants being referred to the DLBA's occupied property sales programs including Buy Back, occupants finding alternative housing with the assistance of the City's Housing and Revitalization Department, or removal through formal court action or DPD intervention.

During the first quarter, this function was largely transferred from the Legal Department to the Planning and Analysis Department. The Legal Department remains available to consult throughout the process and will continue to take the lead when a removal is pursued through formal court proceedings.

Due to the previous closing of courts for civil actions and moratoriums on evictions by various jurisdictions during the pandemic, the DLBA completed minimal removal proceedings during that time. Although these moratoriums have now expired, the DLBA recognizes the public health and safety concerns surrounding removals of occupants during a public health crisis. Accordingly, the DLBA only initiated removals in extremely limited circumstances. During the first quarter, the DLBA initiated no new eviction proceedings nor were any eviction judgments granted.

FREEDOM OF INFORMATION ACT (FOIA) REQUESTS

Under the Michigan Freedom of Information Act (FOIA), MCL 15.231 et seq., all persons, except those who are incarcerated, can submit a FOIA request to the DLBA FOIA Coordinator. During the first quarter, the DLBA received eight new FOIA requests and completed seven, all within the statutory timeframes. One of the requests received was completed during the second quarter, also within the statutory timeframes. The DLBA issued another two responses during the quarter pursuant to a request that requires periodic responses over a six-month period. Both were completed within the statutory timeframes.

ADMINISTRATION & SUPPORT

CUSTOMER SERVICE

The Customer Service Team is the DLBA’s front-line for assisting Detroit residents engaging with the DLBA’s variety of programs and property concerns. The team operates a call center and the organization’s public lobby. Customer Service is fully staffed and trained to provide constituents with personalized service via phone calls, lobby visits and email inquiries. The operational service metrics below highlight the successes resulting from the team’s reorganization and process improvement efforts implemented at the beginning of fiscal year 2023.

OPERATIONAL SERVICE METRICS

PHONE CALLS

Phone calls received in Q1 FY24 increased 9.67% from Q4 FY23. The calls answered percentage of total inbound calls decreased slightly to 90.4% in Q1 FY24 compared to 92.7% in Q4 FY23. The abandoned rate percentage increased slightly to 9.6% in Q1 FY24 compared to 7.3% in Q4 FY23. Average call wait time decreased to 3.9 minutes in September compared to August’s 4.3 minutes. Below are graphs illustrating the significant improvements in calls answered over the last 12 months, as well as the shift to answered calls directly with a Customer Service Representative compared to calls via the queue call back and the significant reduction in average wait times to speak to a Customer Service Representative.



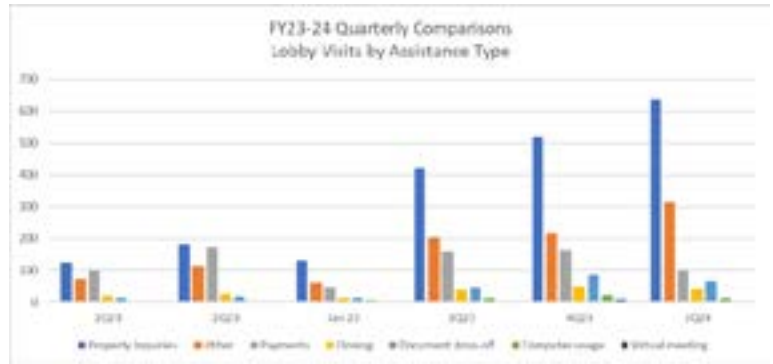
LOBBY VISITS

The Customer Service team assisted 1,179 constituents in Q1 FY24, compared to 1,063 serviced in the previous quarter, representing a 10.9% increase. Customers were mainly assisted with property inquiries, payments, and other concerns.

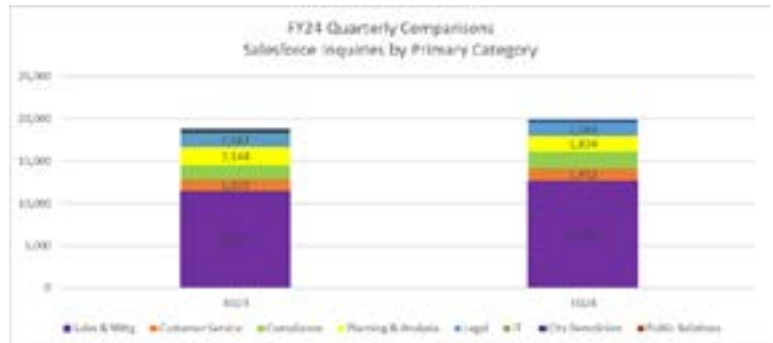


SALESFORCE INQUIRIES

The DLBA received 19,962 Salesforce inquiries in the first quarter FY24, compared to 18,717 in the fourth quarter FY23. Real Estate, Sales & Marketing, Compliance, Customer Service, and Planning & Analysis continued to be the primary categories for inquiries across all districts. The Customer Service team continues to collaborate with program managers, IT, and Public Relations to identify opportunities for reducing inquiries. Below is a graph illustrating the inquiry totals over the past three quarters.



Districts 3,4 and 7 account for 54% of the total inquiries received in the first quarter. The DLBA is collaborating with City Council partners on public outreach programs to provide DLBA program information. The graph illustrates the inquiry totals by district for Q1 FY24.



THE SYSTEM DESIGN TEAM

The System Design Team at the Detroit Land Bank Authority is responsible for managing the organization's information technology and systems. They play a crucial role in supporting the Salesforce database and the website, buildingdetroit.org, which hosts multiple online sales platforms. Additionally, the team offers both day-to-day and strategic IT services to facilitate both in-office and remote work for DLBA employees.

SALESFORCE SUPPORT

The System Design Team is constantly striving to improve the quality of service provided to DLBA's internal, as well as external partners. During this quarter, their focus has been on offering support to various City Departments as we moved towards a Salesforce enhancement. They have conducted training sessions and held information-gathering meetings to identify opportunities for service enhancements for external Salesforce users.

WEBSITE & DATA SUPPORT

The System Design Team also supports the website, buildingdetroit.org, which holds immense importance in the DLBA's mission to revitalize Detroit by repurposing blighted and vacant properties. During the current quarter, the team placed a strong emphasis on enhancing functionality and ensuring the site's stability. This involved implementing security upgrades, refining processes, and updating content.

HUMAN RESOURCES

MICHELE SHELTON
DIRECTOR

The Human Resources Department (HR) is charged with ensuring Detroit Land Bank Authority employees are adequately managed, appropriately compensated, and effectively trained. HR oversees and administers DLBA recruitment and onboarding, payroll, employee-benefit programs, employee relations, and all employee development, engagement, and communications activities.

The mission of the DLBA Human Resources department is to design and implement people practices that improve the employee experience, the organizational capability, and the stakeholder satisfaction.

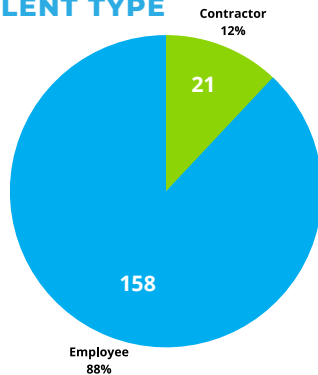
WORKFORCE SNAPSHOT:

STRATEGIC INITIATIVES

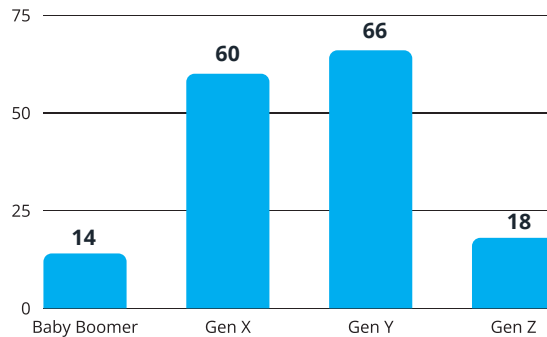
In the first quarter, HR continued to focus on several strategic initiatives including:

Performance Management: Effective performance management is essential for achieving our organizational goals. HR is revamping a performance appraisal system that emphasizes clear goal setting, ongoing feedback, and development planning. We've also invested in training managers to become more effective coaches and mentors, facilitating continuous improvement and alignment with our organization's objectives.

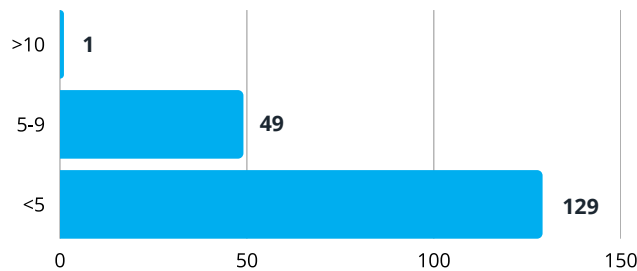
TALENT TYPE



GENERATIONAL DISTRIBUTION



EMPLOYEE LENGTH OF SERVICE



Talent Acquisition: Our recruitment efforts have been intensified to attract top talent. This quarter HR has enhanced its staff to expand our sourcing strategies and reduce time to fill. HR partners with the Communications & Engagement team in leveraging social media and professional networks to identify and engage with potential candidates. Additionally, to continue to streamline our onboarding process and provide a seamless experience for both applicants and managers, HR is participating in the City of Detroit's Green Belt certification program.

Training & Development: Human Resources continues to support management and employee training and development internally with the use of the Paychex Flex Learning Management System and through the coordination of available training offered by the City of Detroit's Office of Talent Development and Performance Management. To further enhance leadership capabilities and drive organizational success, we have introduced separate, specialized training and coaching programs for two critical leadership groups, the executive and senior leadership teams. Each uniquely designed program includes tailored leadership training sessions and one-on-one or group coaching with an experienced executive coach. The programs are designed to equip our executive leaders with the skills and insights necessary to lead at the highest level and drive innovation and alignment and equip senior leaders with the skills necessary to drive change, foster collaboration, and implement short and long-term strategic initiatives. Six (6) executives and nine (9) senior leaders are actively participating in the training through the end of January 2024.

Detroit Land Bank Authority Progress Check

July 2023



Thank you for
your feedback!

Results Summary

Total Respondents:
97/115

Response Rate:
84%

Results Highlights

Strengths:

Responses indicate 25-50% improvement has been observed in all areas.

Opportunities:

Additional organization-wide efforts are needed to improve in all areas with an emphasis on **Organizational Effectiveness** and **Trust**.

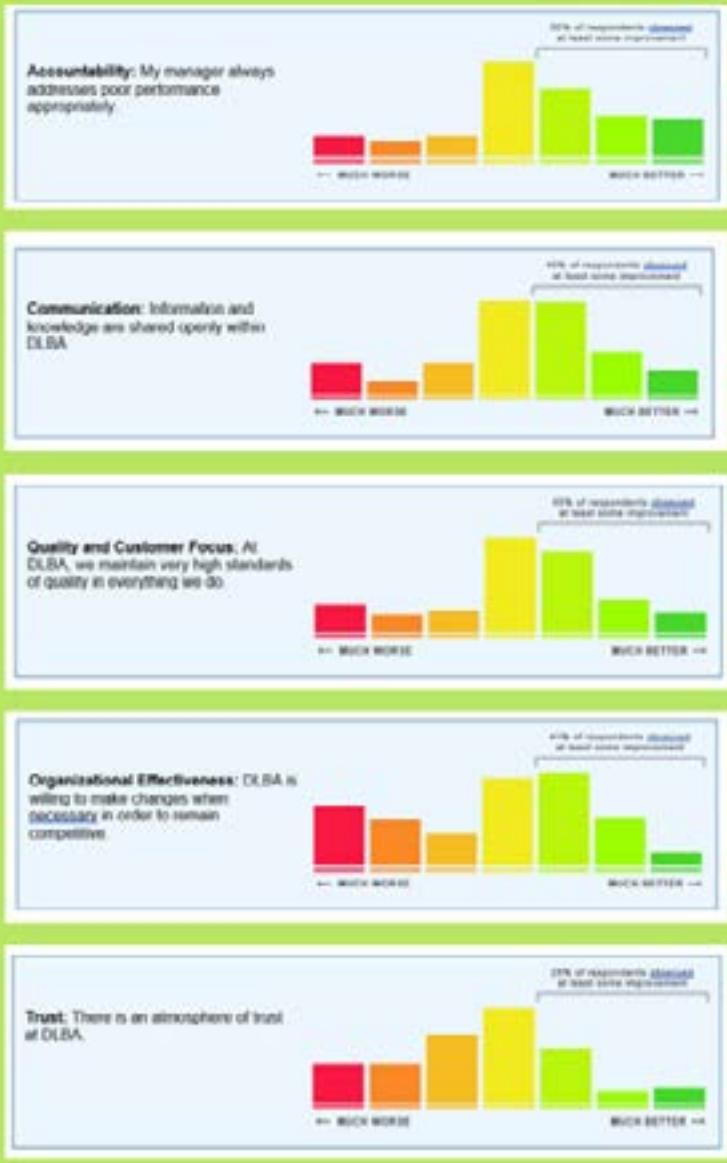
Department specific Progress Check

Timeframe:

October 2023

Next full Employee Engagement survey:

Jan 2024



Employee Engagement Action: Our commitment to fostering a positive workplace culture continues. Three employee-led groups (Employee Advisory Group, Employee Recognition Team, Employee Engagement Champions) have been engaged in activities including identifying DLBA core values, ensuring group interests, ideas and preferences are included in any appreciation and recognition efforts, and supporting the employee engagement progress checks and survey efforts. The organization’s overall engagement strategy has included actions to improve Organizational Effectiveness, Quality & Customer Service, Communication, Accountability, and Trust. In the second quarter, HR will spearhead survey prep activities to launch the organization’s second employee engagement survey in January 2024.

October 2023
DETROIT LAND BANK
EDMONTON
Building Careers.org

DLBA DIGEST HR EDITION

Employee Health & Safety

EMPLOYEE ASSISTANCE PROGRAM
Health Management Systems of America (HMSA)
TOLL-FREE: 800-347-7290
WEBSITE: www.my-life-resources.com
USERNAME: hmsa
PASSWORD: myresources

Always Availat Always Free Always Confidential

COVID-19 Updated Information
Detroit continues to be green, the lowest community level for COVID cases. Prevention is key in maintaining low case numbers and here are a few ways to stay up to date:
Frequently Wash Your Hands Stay Up To Date On Vaccines Stay Home if You Are Sick
Max.Zimels@dlba.com

Human Resources Department: Who Should I Connect With?

Area	HR	Legal	Finance	Operations	Marketing	IT	Facilities	Security
Recruitment	Yes	No	No	No	No	No	No	No
Employee Relations	Yes	No	No	No	No	No	No	No
Compensation & Benefits	Yes	No	Yes	No	No	No	No	No
Training & Development	Yes	No	No	No	No	No	No	No
Performance Management	Yes	No	No	No	No	No	No	No
Employee Wellness	Yes	No	No	No	No	No	No	No
Employee Safety	Yes	No	No	No	No	No	No	No
Employee Grievance	Yes	No	No	No	No	No	No	No
Employee Discipline	Yes	No	No	No	No	No	No	No
Employee Termination	Yes	No	No	No	No	No	No	No
Employee Onboarding	Yes	No	No	No	No	No	No	No
Employee Exit Interview	Yes	No	No	No	No	No	No	No
Employee Record Keeping	Yes	No	No	No	No	No	No	No
Employee Self-Service	Yes	No	No	No	No	No	No	No
Employee Payroll	Yes	No	Yes	No	No	No	No	No
Employee Timekeeping	Yes	No	Yes	No	No	No	No	No
Employee Absence Management	Yes	No	Yes	No	No	No	No	No
Employee Health Insurance	Yes	No	Yes	No	No	No	No	No
Employee Life Insurance	Yes	No	Yes	No	No	No	No	No
Employee Disability Insurance	Yes	No	Yes	No	No	No	No	No
Employee Retirement	Yes	No	Yes	No	No	No	No	No
Employee 401(k)	Yes	No	Yes	No	No	No	No	No
Employee 403(b)	Yes	No	Yes	No	No	No	No	No
Employee 529	Yes	No	Yes	No	No	No	No	No
Employee Health Savings Account	Yes	No	Yes	No	No	No	No	No
Employee Flexible Spending Account	Yes	No	Yes	No	No	No	No	No
Employee Dependent Care	Yes	No	Yes	No	No	No	No	No
Employee Child Tax Credit	Yes	No	Yes	No	No	No	No	No
Employee Child Care Tax Credit	Yes	No	Yes	No	No	No	No	No
Employee Child Tax Credit	Yes	No	Yes	No	No	No	No	No
Employee Child Care Tax Credit	Yes	No	Yes	No	No	No	No	No
Employee Child Tax Credit	Yes	No	Yes	No	No	No	No	No
Employee Child Care Tax Credit	Yes	No	Yes	No	No	No	No	No
Employee Child Tax Credit	Yes	No	Yes	No	No	No	No	No
Employee Child Care Tax Credit	Yes	No	Yes	No	No	No	No	No
Employee Child Tax Credit	Yes	No	Yes	No	No	No	No	No
Employee Child Care Tax Credit	Yes	No	Yes	No	No	No	No	No

Important Dates & Reminders

- Oct 13th, 27th - DLBA October pay dates
- Oct. 27th - Refrigerator clean-out all floors
- Oct. 31st - Volunteer with "Halloween in the 2"

Reminders:

- Engagement Pulse Checks:** Last chance! survey teams on action plan progress prior to the January 2024 Employee Engagement Survey.
- Self-check-ins:** users required in the month of September; please check in now with your manager if you have not.

DLBA Career Opportunities
Click here to view all openings.

Inclusion Corner

- October 3rd - 7th - Mental Health Awareness Week
- Oct 4th - 8th - Autism Month
- Oct 16th - Indigenous Peoples Day
- Oct 19th - 19th Lesbian, Gay, Bisexual & Transgender Awareness Week
- Oct 24th - Oshash
- Oct 31st - Halloween Day
- October 31 - 31st Breast Cancer Awareness Month

DLBA Perks!!
Working Advantage is carrying scary good offers - Click Here!

COVID 19 PROTOCOLS

Prevention Methods
Wash your hands frequently
Stay up to date on your booster vaccines.
Host gatherings outdoors.
Improve ventilation when possible.

You've Been Exposed, What's Next?
Get tested 5 days after being exposed, sooner if you develop symptoms.
If you develop symptoms, stay home until you are symptom-free.

Testing Positive
Order Free COVID Tests
Communicate your situation with HR right away!
STAY HOME - while symptoms are present. If no symptoms - return to office after 5 days.
To prevent the spread of all infections, please remain home when you are sick.

Welcome Detroit Challenge Fellows!
Henry Zhou - Finance
Andria Riggs - Legal
Julie Healey - Planning and Analytics
Kimberly Swickard - Real Estate
Tari Schneider - Real Estate
Justin Jeffers - Finance
Call Bilovoly - Human Resources

Welcome to New Employees!

August
Lafonda Bannhart
Dennis Chapman
Matthew Langston
Brandon Butler

September
Devic Cossetelle
Kennedy Sanders
Bethan Brown
Julie Kozakovsky
Amani Kurell
Erik Martinez
Vanessa Hildrey

Employee Communications: Our Human Resources department is actively focused on enhancing employee communications. Effective communication is the cornerstone of a healthy workplace, and we recognize its importance in fostering transparency and trust. To improve employee communications we are partnering with the Communications and Engagement team to maximize the use of our internal communication channels. Human Resource also publishes a monthly HR edition of the DLBA Digest curated with the most relevant and timely information for team members.

Each of these initiatives reflects our dedication to creating a workplace that not only attracts top talent but also nurtures their growth, keeps them engaged and aligns their efforts with our organizational objectives. We are committed to maintaining a dynamic HR strategy that evolves with the changing needs of our workforce and the ever-evolving business and community landscape.

OPERATIONS & FINANCE

REGINALD SCOTT
CHIEF OPERATING OFFICER
& CHIEF FINANCIAL OFFICER

The Detroit Land Bank Authority Finance Department continues to operate in a transformative manner fully supportive of the DLBA sales programs. The Finance Department also includes Operations which allocates resources to the ever-evolving operational functions that support the internal operations of the organization. Operations includes IT Support and Data Systems, Procurement and Property Maintenance. Overall, Finance & Operations combines fiscal stability while ensuring the operational effectiveness of the organization.

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As of July 1, 2023 the Detroit Land Bank Authority adopted an annual budget for the fiscal period FY24. The budget attached for your review highlights multiple revenue sources and related expenses in core function areas.

FY24 OPERATING BUDGET

The Detroit Land Bank Authority FY24 budget represents projections, and it is important to highlight the assumptions within this budget. It is projected that structure sales revenue will continue to decline due to the shrinking structure inventory available for sale. Simultaneously, it is anticipated that vacant land sales and economic development projects will result in an increase in revenue. 5/50 Revenue is also expected to increase during the current fiscal year due to the ongoing reconciliation of tax payments due to the Detroit Land Bank Authority from the County and Assessor Office.

AUGUST 2023 INCOME STATEMENT

Through August of FY23, Total Income is trending in a positive direction with sales revenue generated from lot and structure sales. The positive revenue trend was due to the increase in vacant land sales with a slight peak in structure sales. Additionally, marketed property sales and project sales have also increased through the 1st quarter of the current fiscal year.

As of August 31, 2023, YTD structure sales are \$1.9M with over \$115,000 in sales discounts for purchasers. Auction sale discounts have decreased due to the reduction in Auction structure listings.

YTD expenditures through Q1 are aligned with FY23 budget projections. Expenditures were higher than budgeted in professional services due to timing of annual expenditures paid during the 1st quarter. These expense categories will be continually monitored.

AUGUST 2023 BALANCE SHEET

The Balance Sheet ended strong with a working capital ratio showing that the DLBA's current assets exceeded current liabilities by 5.8 times.

- Restricted cash of \$3.5M remains for private donor donations where obligations have not been fulfilled.
- \$6.4M remains in unearned revenue for HHF maintenance fees and survey.
- Designated cash from private donors and contractual obligations amounted to \$4.8M (Rehabbed Programs).
- Fixed Income Securities balance as of August 2023 amounted to \$10.6M.
- Since 2017, \$2M has remained in a restricted account for the NAP - 113000 Westcore Land.

EXHIBIT A

DETROIT LAND BANK AUTHORITY					
DLBA					
BUDGET FY24					
	PROGRAM	FUNDER	2024 FY BUDGET - PROPOSED	ELIMINATIONS	2024 FY BUDGET - PROPOSED
INCOME					
440000 - City Revenues	General		-	-	-
City of Detroit			11,000,000.00	-	11,000,000.00
471000 - Fee Revenue (Quiet Title, Title Search, Deed Recording)			100,000.00	-	100,000.00
Community Partners	Community Partners		35,000.00	-	35,000.00
Economic Development	Economic Development		100,000.00	-	100,000.00
472000 - Side Lot Sales	Side Lots		2,245,000.00	-	2,245,000.00
473000 - Structure Sales			85,000.00	-	85,000.00
Auction Sales (711 units x \$4,500)	Auction		3,199,500.00	-	3,199,500.00
Own it Now (1400 units x \$2,054)	Direct Sales		2,875,600.00	-	2,875,600.00
Occupied Properties	Occupied Properties		50,000.00	-	50,000.00
Rehabbed Sales			250,000.00	-	250,000.00
Community Partners	Community Partners		446,301.39	-	446,301.39
City Projects	Economic Development		425,000.00	-	425,000.00
477000 - Legal Recoveries			10,000.00	-	10,000.00
478000 - House Showing Fees			15,000.00	-	15,000.00
479000 - Pre-Inspection Fee	Auction		75,000.00	-	75,000.00
481000 - Interest Income			75,000.00	-	75,000.00
493000 - S/50 Revenue			2,250,000.00	-	2,250,000.00
Interdepartmental			-	-	-
Interdepartmental Transfer - Disp/Ops			7,395,865.94	(7,395,865.94)	-
			-	-	-
HHF Property Maintenance RND4			17,400.00	-	17,400.00
HHF Property Maintenance RND5			469,650.00	-	469,650.00
TOTAL INCOME			31,119,317.33	(7,395,865.94)	23,723,451.39
EXPENSES					
TOTAL SALARIES & WAGES			11,664,662.46	-	11,664,662.46
TOTAL EMPLOYMENT TAXES & BENEFITS			2,974,488.93	-	2,974,488.93
TOTAL FACILITIES EXPENSES			1,932,000.00	-	1,932,000.00
TOTAL ADMINISTRATIVE EXPENSES			1,487,000.00	-	1,487,000.00
TOTAL PROFESSIONAL SERVICES			1,545,000.00	-	1,545,000.00
TOTAL PROGRAM EXPENSES			11,516,165.94	(7,395,865.94)	4,120,300.00
TOTAL MISCELLANEOUS / CAPITALIZED EXPENSES			-	-	-
TOTAL EXPENSES			31,119,317.33	(7,395,865.94)	23,723,451.39
NET PROFIT / LOSS			(0.00)	-	(0.00)

FY24 Budget

Income Statement Detailed (Actuals)

9/12/2023 2:39 PM

Company Name: **Detroit Land Bank Authority**
 As of Period Ending: **2024/002**
 Report Status: **Draft**

General Ledger Account	Current Period	Actual YTD
Income		
445000 - 5/50 Proceeds	128,143.77	128,143.77
50/50 Proceeds	128,143.77	128,143.77
479000 - Pre-Inspection Fee	4,965.00	12,340.00
Closing Refunds	4,965.00	12,340.00
490000 - Donated Goods and Services	5,700.00	16,550.00
Donated Goods and Services	5,700.00	16,550.00
478000 - House Showing Fees	2,135.00	4,060.00
House Showing Fees	2,135.00	4,060.00
498000 - Inter-Department Revenue	616,322.16	1,232,644.34
Inter-Company Revenue	616,322.16	1,232,644.34
465000 - Impairment of Inventory	(85,850.00)	(145,300.00)
466000 - Cost of Inventory	(107,400.00)	(113,300.00)
Inventory Impairment	(193,250.00)	(258,600.00)
480000 - Other Income	70.00	20,105.00
481000 - Interest Income	13,723.04	26,526.18
483000 - Unrealized Gain (Loss) on Investments - FTB	33,587.77	62,590.21
483001 - Unrealized Gain (Loss) on Investments - Huntington	14,173.13	24,433.79
484000 - Investment Income FTB	(4,331.43)	(4,311.63)
Other Income	57,222.51	129,343.55
471000 - Fee Revenue	6,122.00	35,074.82
Quiet Title Fees	6,122.00	35,074.82
472000 - Side Lot Sales	176,553.58	325,395.48
Side Lot Sales	176,553.58	325,395.48
473000 - Structure Sales	1,112,478.12	1,932,211.62
Structure Sales	1,112,478.12	1,932,211.62
473600 - City Employee Discount	(27,250.00)	(49,100.00)
473700 - Projects Discount	(5,692.67)	(16,340.60)
473800 - Homebuyer Counseling Discount	(3,000.00)	(34,840.00)
473900 - Refunds	(7,895.00)	(13,905.00)
Discounts	(43,837.67)	(114,185.60)
460000 - Gain (Loss) on Sale of Property	0.00	(50,107.97)
Gain (Loss) on Sale of Property	0.00	(50,107.97)
432000 - HHF Maint. Fee	0.00	487,050.00
Government Revenues	0.00	487,050.00

477000 - Legal Recoveries	0.00	1,540.00
Legal Recoveries	0.00	1,540.00
450000 - Private Grant Revenues	0.00	50,107.97
Private Grant Revenues	0.00	50,107.97
Income	1,872,554.47	3,931,567.98
Income	1,872,554.47	3,931,567.98
Expenses		
610000 - Rent Expense	80,784.43	162,817.90
630000 - Prop/Liability Insurance	256.25	256.25
640000 - Building Repairs and Maintenance	471.00	471.00
650000 - Parking	40,905.00	84,710.00
Facilities Costs	122,416.68	248,255.15
702000 - Advertising & Marketing	4,836.52	6,069.77
705000 - Telephone & Internet Expense	16,117.85	24,824.44
715000 - Office Supplies	4,431.67	6,640.31
717500 - Printing	1,983.41	18,196.17
720000 - Postage and Delivery	5,012.50	11,805.58
725000 - Equipment & Leases	523.79	523.79
730000 - IT Hardware	4,825.82	4,955.82
735000 - Conferences & Meetings	3,748.58	3,867.47
736000 - Software Licenses	11,104.34	6,912.22
741000 - Recruitment	558.99	1,821.98
742000 - Meals	2,071.90	5,542.65
745000 - Memberships & Licenses	17,576.83	33,513.27
746000 - Mileage	710.59	1,094.68
755000 - Depreciation Expense	4,807.68	10,439.79
765000 - Bank Fees	189.96	379.89
770000 - Miscellaneous Expense	266.56	1,191.56
General Admin Costs	78,766.99	137,779.39
931000 - Inter-Departmental Expense	616,322.16	1,232,644.34
Inter-Company Expense	616,322.16	1,232,644.34
510000 - Salaries & Wages	902,302.24	1,676,705.45
520000 - Employment Taxes	67,736.52	134,845.57
530000 - Employee Benefits	159,719.71	319,596.32
Personnel Costs	1,129,758.47	2,131,147.34
820000 - Legal	11,797.50	25,797.50
830000 - IT and Website	10,380.40	20,951.68
860000 - Contract Staff	53,983.54	104,163.38
880000 - Site Investigators	114,258.00	10,270.00
890000 - Other Professional Services	44,597.36	(5,456.17)
Professional Services	235,016.80	155,726.39

902000 - Program Rental / Lease	2,500.00	5,000.00
912100 - Exterior Debris Removal	3,151.40	3,151.40
912101 - Debris Relocation (Exterior)	940.00	940.00
912105 - Vehicle Removal	0.00	0.00
912201 - Debris Relocation (Interior)	0.00	877.50
912300 - Miscellaneous Debris Removal	125.00	125.00
912301 - Debris Removal and Proper Disposal	10,979.75	10,979.75
912400 - Board-Ups	8,287.20	8,017.20
912403 - Board Up - Entry Door (Plywood)	317.10	207.10
912408 - Board Up - Standard Opening (SecureView)	3,080.00	5,950.00
912411 - Install Hasp & Padlock	3,895.00	3,470.00
913000 - Court Filing Fees	10,164.20	26,583.84
914000 - Credit Card Processing	10,511.82	21,012.22
915200 - Other Surveys	0.00	0.00
915400 - Abatement Remediation	35,926.75	0.00
916000 - Homeowner Counseling	2,040.00	180.00
917000 - Inspections	29,982.00	34,367.00
917002 - Property Inspection (Exterior)	2,455.00	1,505.00
918100 - Tree Maintenance	2,625.00	5,406.00
918200 - Tree Removal	17,319.94	14,819.94
918300 - Lawn Maintenance	13,590.00	28,365.00
918500 - Cleaning Services	0.00	0.00
918600 - Maintenance Supplies	989.00	1,691.01
923000 - Title Expenses	6,594.20	(134,999.40)
923500 - Utilities - Program	8,280.16	8,453.01
925000 - Property Tax for Closing	1,697.60	32.53
925500 - Security	5,638.25	6,144.22
Program Expense	181,089.37	52,278.32
Expense	2,363,370.47	3,957,830.93
Expenses	2,363,370.47	3,957,830.93
Net Income	(490,816.00)	(26,262.95)
Net Income %	(26.21%)	(0.67%)

Balance Sheet Detailed

9/12/2023 2:39 PM

Company Name: **Detroit Land Bank Authority**

As of Period Ending: **2024/002**

General Ledger Account	Current Period	Last Period	Change
Current Assets			
110000 - Fifth Third Bank	0.00	0.00	0.00
110100 - Fifth Third Bank Auction Saving	1,298,679.91	1,298,732.52	(52.61)
110200 - Fifth Third Bank Auction Checking	627,275.69	627,284.19	(8.50)
110300 - Fifth Third Bank DLBA CDC	0.00	0.00	0.00
110400 - Fifth Third Bank Demo Checking	2,284.24	(5,086.91)	7,371.15
110500 - Fifth Third Bank DLBA CDC	0.00	0.00	0.00
110600 - Fifth Third Bank Payroll	907,782.91	921,779.18	(13,996.27)
110700 - Fifth Third Bank Main	7,315,285.41	7,220,146.16	95,139.25
111000 - Liberty Bank - Sales Inc - 1466	50.00	50.00	0.00
111100 - Liberty Bank - Loan Fund - 1547	1,403,590.10	1,403,590.10	0.00
111200 - Liberty Bank - Demo Fund - 1555	51,492.03	51,492.03	0.00
111300 - Liberty Bank - Pilot Sale	0.00	0.00	0.00
111400 - Liberty Saving - Designated Cash	319,033.86	319,033.86	0.00
111500 - Liberty Bank - Non RHI BACKSTOP	161,873.59	161,873.59	0.00
111600 - Liberty Bank - Non RHI Loan Fund	381,387.69	381,387.69	0.00
111700 - Liberty Bank - QLID	2,688,883.63	2,794,193.29	(105,309.66)
113000 - Cash Escrow Account: Westcor Land	2,000,000.00	2,000,000.00	0.00
115000 - Fifth Third Restricted Cash	3,553,937.77	3,550,838.04	3,099.73
115100 - Fifth Third Bank Money Market	561.36	4,892.79	(4,331.43)
115200 - Fifth Third Bank Fixed Income Securities A	0.00	0.00	0.00
115300 - Fifth Third Bank Fixed Income Securities B	0.00	0.00	0.00
115400 - Fifth Third Bank Fixed Income Securities C	7,185,776.34	7,152,188.57	33,587.77
116000 - Huntington - Main	7,664,479.06	8,186,415.29	(521,936.23)
116100 - Huntington - Payroll	1,780,478.81	3,162,429.64	(1,381,950.83)
116200 - Huntington - Auction Checking	660,960.32	736,751.62	(75,791.30)
116300 - Huntington - Auction Savings	7,021,956.64	5,672,876.82	1,349,079.82
117000 - Huntington Bank Fixed Income Securities A	3,105,316.25	3,091,143.12	14,173.13
120000 - Petty Cash	0.00	0.00	0.00
125000 - LandArc Property Management Co	0.00	0.00	0.00
Cash And Cash Equivalents	48,131,085.61	48,732,011.59	(600,925.98)

141500 - Acc'd Accounts Receivable - Non HHF	2,429,318.12	2,302,362.73	126,955.39
142000 - DO NOT USE - Rent Receivable - DO NOT USE	0.00	0.00	0.00
143000 - DO NOT USE - Land Contract Receivable - DO NOT USE	0.00	0.00	0.00
144000 - Intrafund A/R from HHF Demo Cash	0.00	0.00	0.00
144100 - Intrafund A/R from Non-HHF Cash Movement	0.00	0.00	0.00
144500 - Interfund A/R from HHF Demo Cash	0.00	0.00	0.00
145000 - Grants Receivable HHF	0.00	0.00	0.00
146000 - Allowance for Doubtful Accounts	0.00	0.00	0.00
Accounts Receivable	3,270,125.35	3,143,169.96	126,955.39
131000 - Due from Detroit Land Bank CDC	0.00	0.00	0.00
Due from Land Bank to CDC	0.00	0.00	0.00
150000 - Pre-Paid Expenses	532,403.70	220,936.47	311,467.23
155000 - Pre-Paid Expenses (Register of Deeds)	2,000.00	2,000.00	0.00
Prepaid Expenses	534,403.70	222,936.47	311,467.23
160000 - Inventory - Structures	3,907,900.00	4,108,500.00	(200,600.00)
160100 - Inventory - Rehabbed & Ready	1,760,528.33	1,676,282.67	84,245.66
160200 - Inventory - NSP	632,508.91	632,508.91	0.00
160300 - Inventory - Accessory Structure	133,750.00	122,000.00	11,750.00
160400 - Inventory - Side Lots	6,285,200.00	6,283,900.00	1,300.00
160500 - Inventory - Rehab & Ready – B of A	447,321.90	447,321.90	0.00
160600 - Inventory - Dispo Fitzgerald	85,895.50	85,895.50	0.00
160700 - Inventory - Dispo Whitebox	1,850.00	1,850.00	0.00
160800 - Inventory - Dispo Jefferson-Chalmers	111,080.97	111,080.97	0.00
162000 - Inventory - Wayne County - Right of Refusal	82,065.95	82,065.95	0.00
Property Held for Resale	13,448,101.56	13,551,405.90	(103,304.34)
180100 - Purchases in Progress	1,000.00	1,000.00	0.00
Purchases in Progress	1,000.00	1,000.00	0.00
Current Assets	65,384,716.22	65,650,523.92	(265,807.70)
Current Assets	65,384,716.22	65,650,523.92	(265,807.70)
Fixed Assets			
170000 - Furniture and Fixtures	392,581.00	392,581.00	0.00
170500 - Equipment	542,627.59	542,627.59	0.00
171000 - Software	533,061.55	533,061.55	0.00
171500 - Vehicles	47,813.00	47,813.00	0.00
175000 - Accumulated Depreciation	(1,441,744.23)	(1,436,936.55)	(4,807.68)
Fixed Asset	74,338.91	79,146.59	(4,807.68)
Fixed Asset	74,338.91	79,146.59	(4,807.68)
Fixed Assets	74,338.91	79,146.59	(4,807.68)
Other Assets			
	0.00	0.00	0.00
	0.00	0.00	0.00
Other Assets	0.00	0.00	0.00
Total Assets	65,459,055.13	65,729,670.51	(270,615.38)

Current Liabilities

225000 - Credit Card Liabilities	0.00	0.00	0.00
Other Current Liability	0.00	0.00	0.00
Other Current Liability	0.00	0.00	0.00
210000 - Accounts Payable	446,323.53	342,763.66	103,559.87
212000 - Acc'd Pay - DLBA	0.00	0.00	0.00
213000 - Intrafund A/P to HHF Restricted Cash	0.00	0.00	0.00
213100 - Intrafund A/P from Non-HHF Cash Movement	0.00	0.00	0.00
213500 - Interfund A/P to Auction Sales Cash	0.00	0.00	0.00
Accounts Payable	446,323.53	342,763.66	103,559.87
240000 - Accrued Expenses - HHF	0.00	0.00	0.00
240500 - Accrued Expenses - Non HHF	9,906.00	11,965.00	(2,059.00)
240600 - Accrued Expenses - Closing Liabilities	0.00	0.00	0.00
Accrued Expenses	9,906.00	11,965.00	(2,059.00)
230000 - Payroll Liabilities	0.00	1,210.69	(1,210.69)
231000 - Employee benefits payable	0.00	0.00	0.00
232000 - Employee benefits payable _ Aflac	0.00	0.00	0.00
245000 - Accrued Wages	623,691.42	513,150.98	110,540.44
Accrued Payroll	623,691.42	514,361.67	109,329.75
290000 - City of Detroit - Demo Adv Funds	0.00	0.00	0.00
Demo Advance Fund	0.00	0.00	0.00
214000 - Due to Detroit Land Bank CDC	0.00	0.00	0.00
Due to CDC from Land Bank	0.00	0.00	0.00
241000 - Land Contract - Liabilities	0.00	0.00	0.00
Land Contract	0.00	0.00	0.00
243000 - QOL Loan - City/Detroit -Blight	0.00	0.00	0.00
Line of Credit - City of Detroit	0.00	0.00	0.00
250000 - Short Term Loan Payable	2,000,000.00	2,000,000.00	0.00
Other Current Liability	2,000,000.00	2,000,000.00	0.00
216000 - Rent Deposits	0.00	0.00	0.00
Rent Deposits	0.00	0.00	0.00
242000 - Auction Website Deposits	50,720.00	53,030.00	(2,310.00)
242200 - Direct Sales Website Deposits	233,190.00	221,510.00	11,680.00
242500 - Community Partners Deposits	0.00	0.00	0.00
242600 - Economic Development Deposits	0.00	0.00	0.00
242800 - Buy Back Program Deposits	0.00	0.00	0.00
Sales Deposits	283,910.00	274,540.00	9,370.00
260000 - Unearned Revenue	6,460,242.59	6,460,242.59	0.00
261000 - Other Deferred Liabilities	0.00	0.00	0.00
262000 - Escrow Deposit Payables	2,000,000.00	2,000,000.00	0.00
Unearned Revenue	8,460,242.59	8,460,242.59	0.00
Current Liability	11,824,073.54	11,603,872.92	220,200.62
Current Liabilities	11,824,073.54	11,603,872.92	220,200.62

290500 - Rehabbed & Ready Loan - DO NOT USE	0.00	0.00	0.00
Loan - Rehabbed and Ready	0.00	0.00	0.00
Long Term Liability	0.00	0.00	0.00
Long Term Liabilities	0.00	0.00	0.00
Total Liabilities	11,824,073.54	11,603,872.92	220,200.62
Equity			
320000 - Fund Balance - Nonspendable	12,565,515.51	12,565,515.51	0.00
Fund Balance - Nonspendable	12,565,515.51	12,565,515.51	0.00
310000 - Fund Balance - Unassigned	5,994,994.69	5,994,994.69	0.00
Fund Balance - Unassigned	5,994,994.69	5,994,994.69	0.00
Equity	18,560,510.20	18,560,510.20	0.00
Equity	18,560,510.20	18,560,510.20	0.00
Retained Earnings			
310100 - Retained Earnings	33,155,445.84	33,155,445.84	0.00
	33,155,445.84	33,155,445.84	0.00
	33,155,445.84	33,155,445.84	0.00
Retained Earnings	33,155,445.84	33,155,445.84	0.00
Historical Profit Not Brought Forward	1,945,288.50	1,945,288.50	0.00
Current Year Profit and Loss	(26,262.95)	464,553.05	(490,816.00)
Total Equity	53,634,981.59	54,125,797.59	(490,816.00)
Total Liabilities and Equity	65,459,055.13	65,729,670.51	(270,615.38)



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