GREATER SYRACUSE
LAND BANK

Minutes
Greater Syracuse Property Development Corporation
Special Meeting of the Board of Directors
8:00 AM Tuesday, March 30, 2021
Via Zoom

Board Members Present: Patrick Hogan, Mike LaFlair, Nancy Quigg, Jonathan Link Logan,
Board Members Absent: El Java Abdul Qadir
Others Present: Katelyn Wright, John Sidd, Luke Avery-Dougherty, Patty Mills, Keeley Hines, Jacob Skeval, Beatriz Haces, Terri Luckett

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I. Call to order

Mr. Hogan called the meeting to order at 8:19 A.M.

II. Roll Call

Mr. Hogan noted that all board members except Ms. Abdul Qadir were present.

III. Proof of Notice

Mr. Hogan confirmed that public notice of the meeting had been adequately posted.

IV. New Business

A. Approve Annual Report

Mr. Hogan asked if Ms. Wright needed to elaborate on anything. She just noted that by voting for this the board is affirming that they agree with the evaluation on pages 34-35 of the report. Nancy Quigg moved to approve the annual report to the ABO. Mike LaFlair seconded this motion. **ALL BOARD MEMBERS PRESENT VOTED UNANIMOUSLY TO APPROVE THE LAND BANK'S ANNUAL REPORT TO THE ABO.**

B. Approve Audited Financial Statements.

The audit committee having just reviewed the financial statements and recommending their approval by the full board, Mike LaFlair moved to approve the audited financial statements. Jonathan Link Logan seconded this motion. **ALL BOARD MEMBERS PRESENT VOTED UNANIMOUSLY TO APPROVE THE AUDITED FINANCIAL STATEMENTS.**

C. Authorize Sale of 545-47 Park Ave.

Ms. Wright explained that Mr. Page asked the Land Bank to acquire this lot so that he could get some additional space to install off-street parking for his adjacent rental property. She noted that they would have to split it between his property and his daughter's property on the other side so that each will have legal off-street parking. She noted the total sales price would be $977.

Mike LaFlair moved to authorize the Land Bank to sell 545-47 Park Ave to Gary Page and Meghan Page for a total of $977. Nancy Quigg seconded this motion. **ALL BOARD MEMBERS PRESENT VOTED UNANIMOUSLY**

TO AUTHORIZE THE LAND BANK TO SELL 545-47 PARK AVE. TO GARY PAGE AND MEGHAN PAGE FOR A TOTAL OF $977.

D. Authorize Sale of 263-65 W. Kennedy Street

Ms. Wright explained that in the past when they have fully renovated property, they've proactively sought the board's authorization to accept an offer from a qualified buyer, so that the buyer doesn't have to wait several weeks for the next board meeting. She explained that they are listing this house for $134,900 and if someone comes in with a pre-approval and is willing to owner-occupy for five years, they'd like to be able to accept that offer quickly. She noted that the board would still have to vote to ratify that contract when they next meet to affirm that they don't have any personal or professional relationship with the buyer.

Jonathan Link Logan moved to authorize the Land Bank staff to accept the first offer at or above asking that comes in from a buyer with financing approved and who agrees to live there for five-years. Nancy Quigg seconded this motion. **ALL BOARD MEMBERS PRESENT VOTED UNANIMOUSLY TO AUTHORIZE LAND BANK STAFF TO ACCEPT THE FIRSTS OFFER AT OR ABOVE ASKING, WITH FINANCING APPROVED, AND WHO AGREES TO LIVE THERE FOR FIVE–YEARS.**

E. Authorize the Land Bank to accept 500-02 Gifford via donation

Ms. Wright explained the unusual circumstances surrounding this property, the adjacent property the Land Bank recently acquired from HHQ, and the store next door. She explained why it makes sense for the Land Bank to acquire this lot on the corner and that the owner is willing to donate it, but he owes $2,400 in back taxes. She indicated that the current owner did not realize he still owned the lot and says he cannot afford to pay the back taxes. She asked if the board would consider taking it with the liens or whether we ought to wait for the City to foreclose.

After some discussion, the board agreed that they should not take ownership with the tax liens in place and they encouraged Ms. Wright to ask the City to commence foreclosure.

F. Contract for Mowing Services

Ms. Wright explained that they issued an RFP for mowing contractors and received multiple responses outlined in their agenda packet. She recommends they contract with the three lowest bidders, who are all MBEs. Jonathan asked whether mowing less frequently would result in increased overgrowth charges. Ms. Wright did indicate that they've discussed the once/month mowing plan with vendors and that they and their machines can handle doing it once a month, but she hopes that the City budget vote will go their way in May and they can stick to an every two week schedule.

Jonathan Link Logan moved to authorize the Land Bank to contract with the four lowest bidders for lawn mowing services. Nancy Quigg seconded this motion. **ALL BOARD MEMBERS PRESENT VOTED UNANIMOUSLY TO AUTHORIZE THE LAND BANK TO CONTRACT WITH THE THREE LOWEST BIDDERS FOR LAWN MOWING SERVICES.**

G. Contract for 9 demolitions funded by County CARES funds

Ms. Wright indicated that they'd put 11 properties out to bid, hoping that since some were located right next door to each other that they could stretch $250,000 that far. However, many of these are large Southside properties and they can only afford to do 9 ½ with this funding. She indicated that when another source is secured they will award the 10th job and spend down these funds, covering the remainder of that job with the next source. She went on to explain that this funding can only be used for demolitions that will soon be replaced with affordable housing, so they are focusing on RNI sites. Since they weren't able to award the bundle of 11 to the lowest bulk bidder, it makes sense to break up the bids to the lowest bidder on each house. Scanlon was low bidder on seven homes, Crisafulli was the low bidder on one, and Sessler was the low bidder on another.

Mike LaFlair moved to authorize the Land Bank to contract for nine demolitions. Jonathan Link Logan seconded this motion. **ALL BOARD MEMBERS PRESENT VOTED UNANIMOUSLY TO AUTHORIZE THE LAND BANK TO CONTRACT WITH THE LOWEST BIDDERS FOR NINE DEMOLITIONS.**

V. Discussion

Architectural Salvage Update

Ms. Wright explained some of the architectural salvage and deconstruction projects that they have undertaken in the past and lessons they learned from that. The land bank currently does very limited architectural salvage and sells it on consignment through a store in Ithaca called Significant Elements and the Land Bank nets 20-50% of the retail sales price. She and Daniel Stazzone have been exploring the idea of doing more salvage and selling it directly here in Syracuse.

This would require they devote time and money to finding a retail location and eventually hire someone to staff the store. However, the Land Bank could keep 100% of the sales proceeds instead of the 20-50% that we currently net and it would keep the material in Syracuse, making it more available for our buyers who are renovating other Land Bank houses. They will also need labor to do the salvage work and she has been working with A Tiny Home for Good on this. They have a network of volunteers who help them build houses and not enough construction projects to keep them all busy. They are interested in doing some of this salvage work and they can provide the labor, transportation, and GL insurance. In exchange, the Land Bank would offer them 20-25% of the sales revenue on items that they have salvaged.

She went on to explain that Sara Johnson, who runs Significant Elements, is willing to help the Land Bank refine their business plan (as an hourly consultant) and that she and Daniel have a bit more research to do before they're ready to 'launch,' but that she wanted to see if this is something the board would want to proceed with. Jonathan Link Logan enthusiastically agreed that he would prefer to keep this material in Syracuse where it can be reused in other Land Bank houses. He also asked if it might make sense to co-locate with the ReStore if we can't find our own retail space and that might be a way to tap into their existing customer base. Nancy Quigg suggested we could do online sales in the meantime, too. Mike LaFlair stated that it makes sense from a branding and marketing perspective because we could advertise for the Land Bank and get our name out there tied to something positive. Jonathan Link Logan suggested they could display posters in the store advertising the other good work the Land Bank does and use this as a tool to spread the word about the Land Bank.

Katelyn reminded the board members of upcoming meeting dates:

- April 1, 11:00 AM – Continue Annual Report to Common Council
- April 14, 9:00 AM – Annual Report to County Legislature
- April 20, 8:00 AM – Regular Board meeting
- April 20, 10:00 AM – Stickley House Tour; 438 Columbus Ave; Syracuse NY 13210

VI. Adjournment

Jonathan Link Logan moved to adjourn the meeting. Nancy Quigg seconded his motion. **ALL BOARD MEMBERS UNANIMOUSLY VOTED TO ADJOURN AT 8:57 A.M.**