



# Request for Proposals/ Request for Qualifications

## 2017 Land Bank Impact Study

RFP/RFQ Number: MALB #02-2017

Date Issued: June 6, 2017

Date Due: June 30, 2017

The Michigan Association of Land Banks (MALB) is soliciting from qualified firms to complete an Impact Study associated with Michigan Land Banks.

**Please submit questions via email to:**

**Kelly Clarke, Chair**

**Michigan Association of Land Banks**

[info@milandbank.org](mailto:info@milandbank.org)

**Include Subject Line: MALB#02-2017**

To be considered, proposals must be received in electronic format by **June 30<sup>th</sup>, 2017 5:00pm EST time.**

### **Background**

The Michigan Association of Land Banks (MALB) is a membership organization designed to cultivate the development of knowledge around Land Banking and Land Banking tools in Michigan. Members share information, promote an understanding of Land Banking, and utilize tools in their communities.

In Michigan, the combined use of tax foreclosure reforms of 1999, and the adoption of the Michigan Land Bank Fast Track Act in 2004, has provided the legal foundation for a tax foreclosure and Land Banking strategy to inform vacant and abandoned property disposition. Reimagining and repositioning urban and natural landscapes allows Michigan communities to experience equitable revitalization and economic growth.

Since the start, 40 Land Banks have been established throughout the state of Michigan. These agencies are engaged in a wide variety of activities including demolition, side lot and adopt a lot programs, Land Bank managed redevelopment, and partnership with non-profit and private sector entities for responsible disposition and property redevelopment. Land Banking across the country has become much more prevalent, and Michigan is entering its' second decade of utilizing these organizations. MALB has determined that scholarly independent research which documents the impact of Land Banks is key to communicating this tool to its base of partners and funders. Additionally, as Land Banks in Michigan mature from nascent to more mature organizations, research that explores which Land Bank

programs provide greater or differing impacts related to community size and market conditions will be informative for Land Bank's future strategies both in Michigan and elsewhere. Finally, as Michigan communities begin to see signs of increased market strength, many Land Banks are asking the questions: What's next after demolition? What's next alongside demolition to ensure communities have strategies to reintegrate land into their communities in a positive and impactful manner?

### **Scope of Work**

MALB is requesting proposals for an Impact Study to:

- Understand the various impacts made by Land Banks across the state of Michigan
- Assist the Association and Association members in their efforts to educate and inform the public, partners, funders and legislators regarding the impact of Land Banks and Land Banking tools
- Allow Michigan Land Banks and others to plan future strategies with research based knowledge on opportunities and potential associated with differing Land Bank programs.

MALB has identified the following four priority areas for research:

- 1) Economic Impact  
How has Land Bank activity and programs impacted the local tax base, local real estate values and/or declines in cost of local code enforcement services? Have Land Bank efforts resulted in an increase in permits pulled/improvements made in surrounding properties, a stabilization of property values and/or an increase in investment in the local area?
- 2) Crime and Community Safety  
How has crime and perceptions of safety been impacted in areas that have seen Land Bank activity?
- 3) Quality of Life Impacts  
How do community members feel quality of life has been impacted in areas where significant Land Bank activities have taken place? Do local residents feel Land Bank activities near their homes have had a positive impact on their quality of life?
- 4) Urban Redevelopment and Inclusive Growth  
Many Land Banks have intentional strategies around inclusive and equitable growth as well as a unique tool box to facilitate this trajectory. How have Land Banks shaped their landscapes – particularly with regards to community drive redevelopment?

The above are deemed the most measurable items related to Land Banking efforts. MALB is interested in an exploration or notation of the Health and Safety Impacts of Land Banking Efforts. For example, Land Banks have addressed homes with lead-based paint issues, fire damaged and contaminated structures, and structurally unsound properties.

- Michigan Land Banks have limited resources and are confronted with a variety of property types from industrial, commercial and residential. Respondents should plan to explore differences of impact related to projects that address a variety of different types of properties. This might be done via perception surveys, quantitative data or other methods.
- Michigan Land Banks are also confronted with opportunities to prioritize their work through different channels: by working on scattered properties, concentrating their efforts in small targeted geographies, or investing in larger scale projects. Respondents should plan to research how and if the impacts identified differ when utilizing a county-wide scattered approach versus a targeted geography versus larger redevelopment project focus.
- Land Banks employ a variety of different programs – including demolition, side-lot programs, adopt a lot programs and in some cases redevelopment initiated, facilitated, and even managed by the Land Bank. Respondents should develop a strategy that looks at these different programs and assesses impact across and between program areas.

### **Research Approach**

Both Quantitative and Qualitative Measures are desired. Respondents should explain which measures they plan to employ and how they will approach each topic area. Qualifications and previous research utilizing these methods should be noted in the response.

Respondents should articulate how the research will advance knowledge in the Land Banking field.

Respondents should articulate how the research will assist Land Banks in demonstrating the tangible outcomes/impacts achieved to funders, partners and residents.

Respondents should articulate initial quantitative and qualitative data methods, which may be adjusted after selection and project implementation begins.

### **Deliverables & Timeline**

#### Case Studies

Respondents should familiarize themselves with the Michigan Land Banks listed on the MALB website, and plan to complete case studies exploring different approaches and programs with three to four Land Banks identified by MALB in consultation with the successful respondent. Due to the volume of Land Banks in Michigan and the desire to explore different programs and approaches in depth, a selection of small to mid-size Land Banks is in the process of being identified. These agencies have not been formally researched to date. So far, Kalamazoo County Land Bank Authority (mid-size), Calhoun County Land Bank Authority (mid-size), and Benzie County Land Bank Authority (small) have been secured as case study geographies and will have staff available throughout the study for assistance. One additional small land bank may be included if travel logistics and budget permits. It is expected that in-depth analysis of impact across one or more priority areas will take place in each of these geographies. Recognizing that data may be more accessible in some areas than others, and certain programs may be more prevalent in some geographies than others, respondents will work with MALB to identify which programs qualify for in-depth analysis in the case study geographies.

## Literature Review of Michigan Land Bank Studies and Macro-Analysis

There are several existing studies that were completed in Genesee County, Ingham County and more recently Kent County. Respondents should plan to complete a literature review of these studies and to provide some macro analysis from this work. Respondents should plan for additional macro analysis of Michigan Land Banks and their activities that can be obtained by electronic surveys sent to MALB members. MALB will provide email contact information for this purpose. References to existing formal studies on Michigan Land Banks that have been researched are included in this RFP for reference. MALB desires research which will allow Michigan Land Banks to utilize the lessons learned and results garnered. This information will be helpful for local partners and the broader Land Banking community throughout the country.

### **Timeline**

The Michigan Association of Land Banks is holding a Leadership Summit October 2<sup>nd</sup> and 3<sup>rd</sup> 2017 in Battle Creek, Michigan, and would like to have some initial results available for this summit. The final document will need to be completed within four to six weeks of the Summit by mid December 2017.

Please provide a timeline for start of the study and key milestones.

### **Cost/Budget**

Please provide a breakdown of the proposed hourly fees for the study, along with researchers that will be assigned and their roles. Please provide your best estimate of how many hours would be needed for a study of this sort.

### **Qualifications**

Respondents must demonstrate the following qualifications:

- Specific knowledge of Land Banks and Land Banking
- Proven professional expertise and experience producing well researched studies
- Professional qualifications demonstrating training in fields relevant to conducting a high quality professional study
- Proven ability to produce studies that are digestible for a wide audience.

### **Resources**

MALB website – [www.milandbank.org](http://www.milandbank.org)

Center for Community Progress: <http://www.communityprogress.net>

Ingham County Study – <http://community-wealth.org/sites/clone.community-wealth.org/files/downloads/report-borowy-et-al.pdf>

Kent County Study –

<http://kclba.org/wp-content/uploads/2012/05/MSU-LPI-Community-Impact-Assessment.pdf>

Genesee County Studies –

<http://msutoday.msu.edu/news/2017/well-kept-vacant-lots-can-help-reduce-crime/>

## **PROPOSAL CONTENT REQUIREMENTS**

Provide a ½-page abstract of your project and its objectives, and then address each of these points in order:

- 1) List the name, phone number, address, and electronic contact information for all researchers and collaborators involved in the project. Identify the primary researcher. State total proposed cost.
- 2) Describe the Research Approach to this project. What is your methodology for this project? Include details of the approaches planned.
- 3) Describe familiarity with Land Banks, Land Banking and revitalization of weak market properties and geographies.
- 4) How do you anticipate the research will be presented? What is the format and length likely to be? How digestible will it be to various audiences from practitioners, funders to the public to other researchers
- 5) Provide a timeline or calendar of important milestones.
- 6) What are your qualifications to do this work? What previous experience do you have in conducting similar research? Include the qualifications of any researchers or producers with whom you are collaborating. Please provide a 1- or 2-page CV or resume for major participants only (include in the appendix).
- 7) Please provide three references with contact information and services provided.
- 8) What are your proposed fees? Document hourly fees and a reimbursement schedule for travel costs. Provide your best estimate of the number of hours required.
- 9) Provide website links, or attach relevant previous research papers that demonstrate your capacity to complete this project.

## **SUBMISSION REQUIREMENTS**

Make sure to supply the name, address, e-mail address, and telephone number for the principal investigator for the project.

1. MALB reserves the right to not accept a proposal into competition if it deems that the proposal was not responsive or not completed in accordance with the requirements. MALB reserves the right to award or not award the project.
2. 12-point font must be used for all text in the proposal.
3. Number the pages of your proposal and limit it to 15 pages.
4. Submit your proposal via e-mail as an attachment in a Word document or PDF format to include all elements in a single document. Please call or e-mail if you need to make arrangements to submit via other types of electronic or mail delivery.
5. Proposals must be received by 5pm EST on **June 30<sup>th</sup>, 2017**.

## **REVIEW**

Proposals will be reviewed by a joint panel of MALB's Education and Executive Committee.

The following criteria will be used to evaluate research proposals:

1. Presents clear objectives demonstrating that the project will foster enhanced knowledge of programmatic impacts and provide data that will assist Land Banks to demonstrate these impacts to their partners
2. Qualifications of the Researcher Team for this project.
3. Uses a scientifically sound methodology appropriate to meeting project objectives.
4. Proposal is well-written and clear; follows the requirements in the Request for Proposals including page limits; demonstrates the conceptual adequacy of the project, and presents a realistic timeline for each of the project's activities.
5. Presents a well-justified and detailed project budget, indicating fees associated with carrying out the project's objectives

## **IF YOUR PROPOSAL IS SELECTED**

MALB requires that successful respondents sign a grant contract before initial payment. This research is largely funded with a grant from the Michigan Land Bank Fast Track Authority (MLBFTA), which is reimbursable in nature. Monthly invoices for completed work accompanied with status reports will be

submitted for reimbursement to MLBFTA. Upon receipt of funds from MLBFTA, MALB will reimburse the selected entity.