

*ULI Colorado presents...*

# Equitable Development

Sharing Best Practices in Development  
that Benefit Everyone.



Colorado

# Welcome!

A few logistical details before we jump in:

Audience will be muted throughout the session.

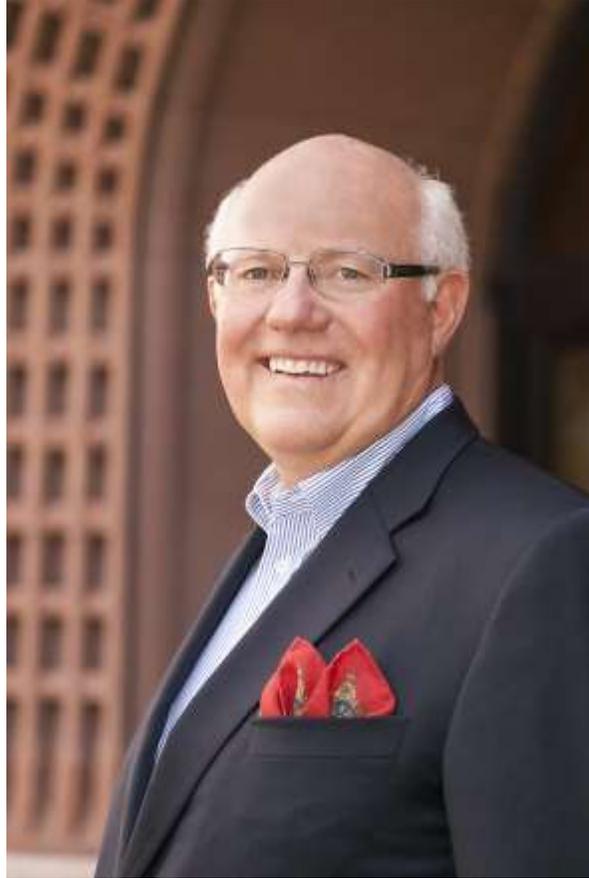


Submit questions using the Q&A function.



This is being recorded and will be available after the event.





**Mike Zoellner**  
Managing Partner  
ZF Capital  
Chair, ULI Colorado

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# Today's Agenda:

**10 am:**

Welcoming Remarks

**Mike Zoellner**, Managing Partner, ZF Capital, Chair, ULI Colorado  
**Amy Hansen**, Shareholder, Polsinelli

**10:10 – 10:40 am:**

Keynote remarks

**Prentiss Dantzler**, Assistant Professor of Urban Studies, Georgia State University

**10:40 – 10:45 am:**

Announcement from Explorer Chairs

**10:45 – 11:45 am:**

Panel Conversation, including:

**Mark Marshall**, Urban Land Conservancy (Moderator)

**Erin Clark**, Urban Land Conservancy

**Kim Desmond**, City and County of Denver

**Mark Falcone**, CEO, Continuum Partners

**Haroun Cowans**, Five Points Development Corporation

**Jose Esparza**, West Community Economic Development Corporation

**11:45 am – 12 pm:**

Conversational Breakout Groups & Rapid-fire Takeaways

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**Amy Hansen**  
Shareholder  
Polsinelli

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years of client service



**170**

services/industries



**Prentiss Dantzler**  
Assistant Professor  
of Urban Studies  
Georgia State University

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# Equitable Development?

**Prentiss A. Dantzler, Ph.D.**

Assistant Professor

Urban Studies Institute

Andrew Young School of Policy Studies

Georgia State University

@DocDantzler

**We're doing it #thestateway**



***“And one day we must ask the question, ‘Why are there forty million poor people in America? And when you begin to ask that question, you are raising questions about the economic system, about a broader distribution of wealth.’ When you ask that question, you begin to question the capitalistic economy. And I’m simply saying that more and more, we’ve got to begin to ask questions about the whole society...”***

- Speech to Southern Christian Leadership Conference, Atlanta, Georgia, August 16, 1967.

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- Housing as a Human Right
- Housing as not just a Physical Object
- Place Matters
- Racial Capitalism

Hi,  
I am looking for another house to purchase in the neighborhood.  
I noticed your house at 636 S 54th St  
and it looks like a good fit.  
If you are looking to sell, I would love the opportunity  
to make you an offer. Please give me a call or  
text at your convenience.

NO POSTAGE  
NECESSARY  
IF MAILED  
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UNITED STATES  
PO Box 28  
PHILADELPHIA, PA 19138

**WE'LL BUY YOUR HOME TODAY!!!**

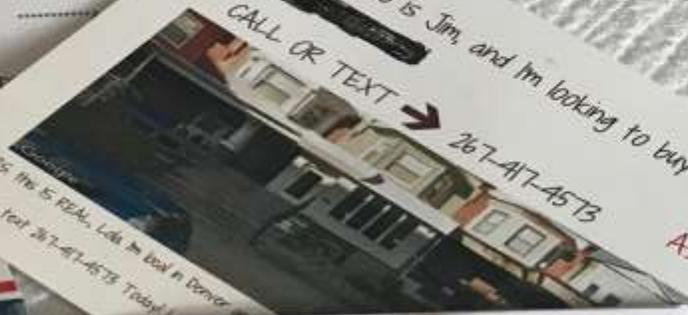
- ✓ No Fees
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- ✓ No Obligation
- ✓ Any Area-Any Condition
- ✓ Behind on Payments
- ✓ Little or No Equity
- ✓ Facing Foreclosure



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215-344-7571

Dear Lola  
My name is Jim, and I'm looking to buy your property at  
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CALL OR TEXT → 267-417-4573  
AS-IS ALL CASH



P.S. We are looking for Lola in Denver  
Call or Text 267-417-4573 Today!

**"Just Sell it As-Is!!"**  
Are You Interested in Selling this House? You can "Just Sell"  
[REDACTED] 43-2604

215-608-0975  
January

Dear Lola,  
My name is Mark and I'm looking to buy your  
property at [REDACTED]  
Call us at 215-608-0975 AS-IS ALL CASH



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Investments (D.E.I.)  
weeks ago I mailed  
because my offer is  
needs work:  
v is the BEST  
e than usual for  
working. Since

house if You Can --  
house, complete the renovation project  
e next Philadelphia Spring Real Estate  
I later, I'll have to tighten up on my offer  
on, even with a renovated house, will  
get to find a buyer. So you see, the best

Dear Lola White,  
I am looking for more properties to buy in your  
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and it looks like a great fit.  
If you've thought about selling, give me a call!

- \* Get cash in 30 Days or LESS
- \* No More Repairs
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Call Me Today!  
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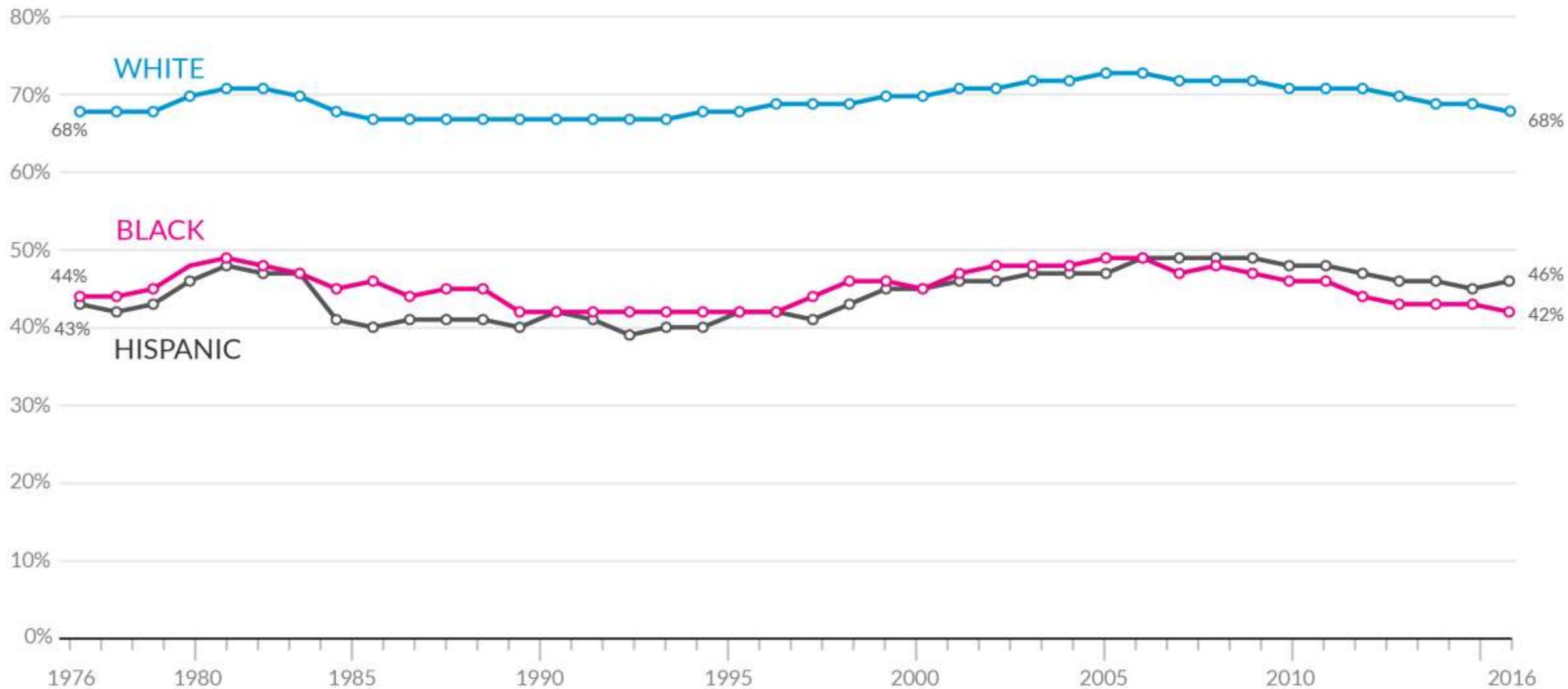
Property Buyer Connect  
1735 Market Street Suite A #294  
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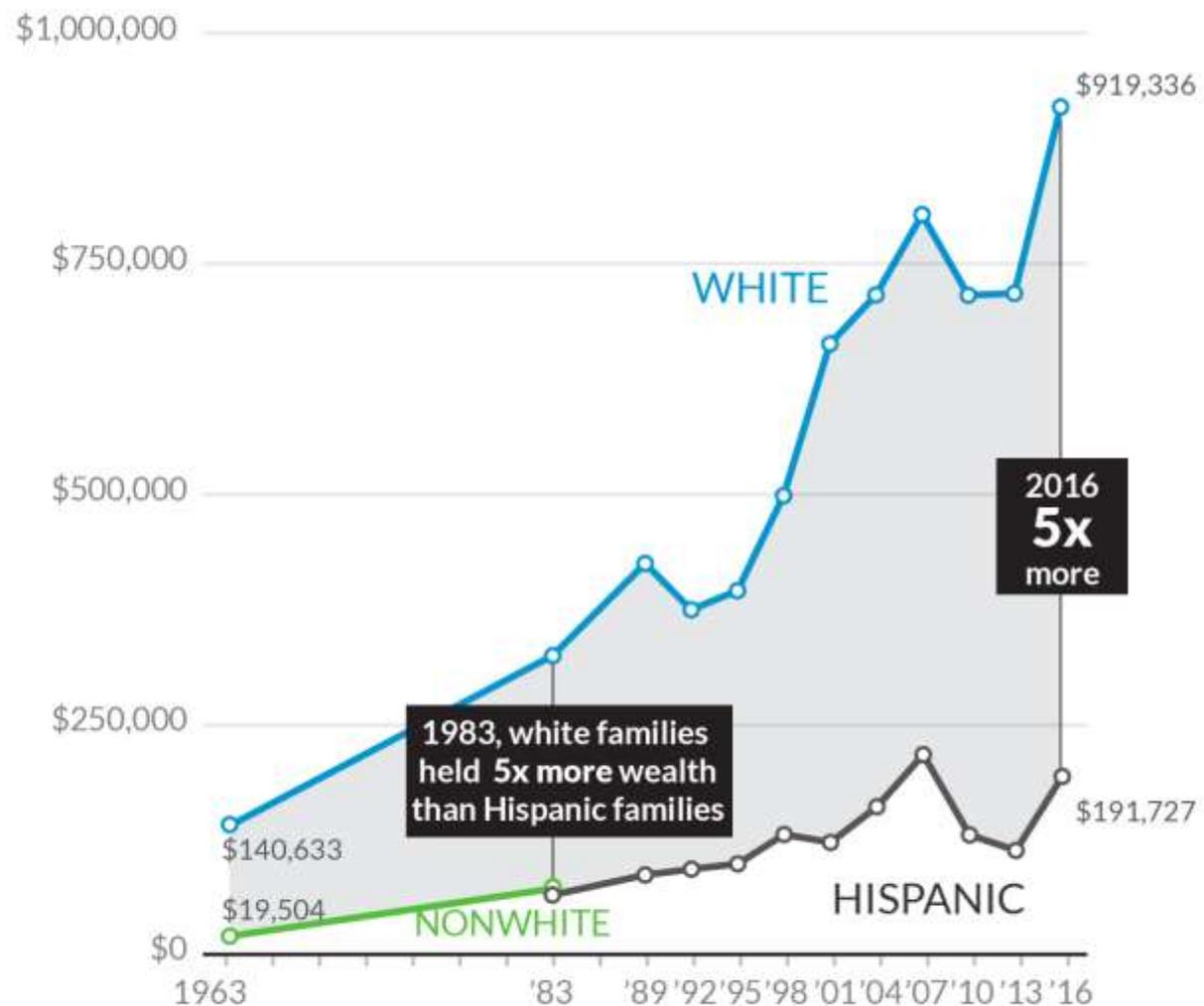
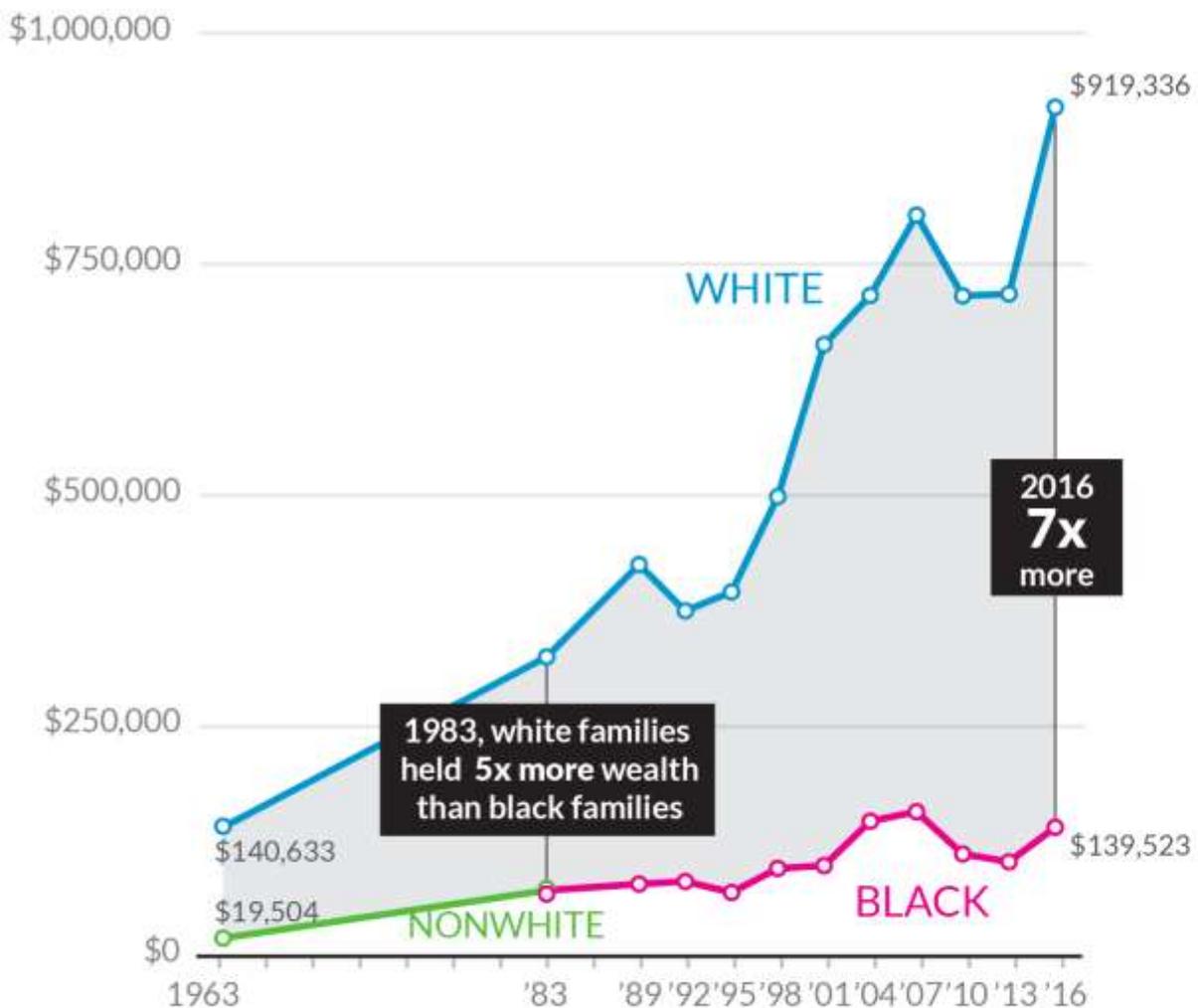
# Homeownership Rate by Race/Ethnicity, 1976-2016



Source: Urban Institute calculations from Current Population Survey 1976-2017. 1976-2014 values from Census Historical Household Surveys, Table HH-5. 2015-16 values from Census Annual Statistics 2016, Table 22.

Notes: White homeownership rate includes Hispanic whites. The 2016 homeownership rate for non-Hispanic whites is 72 percent.

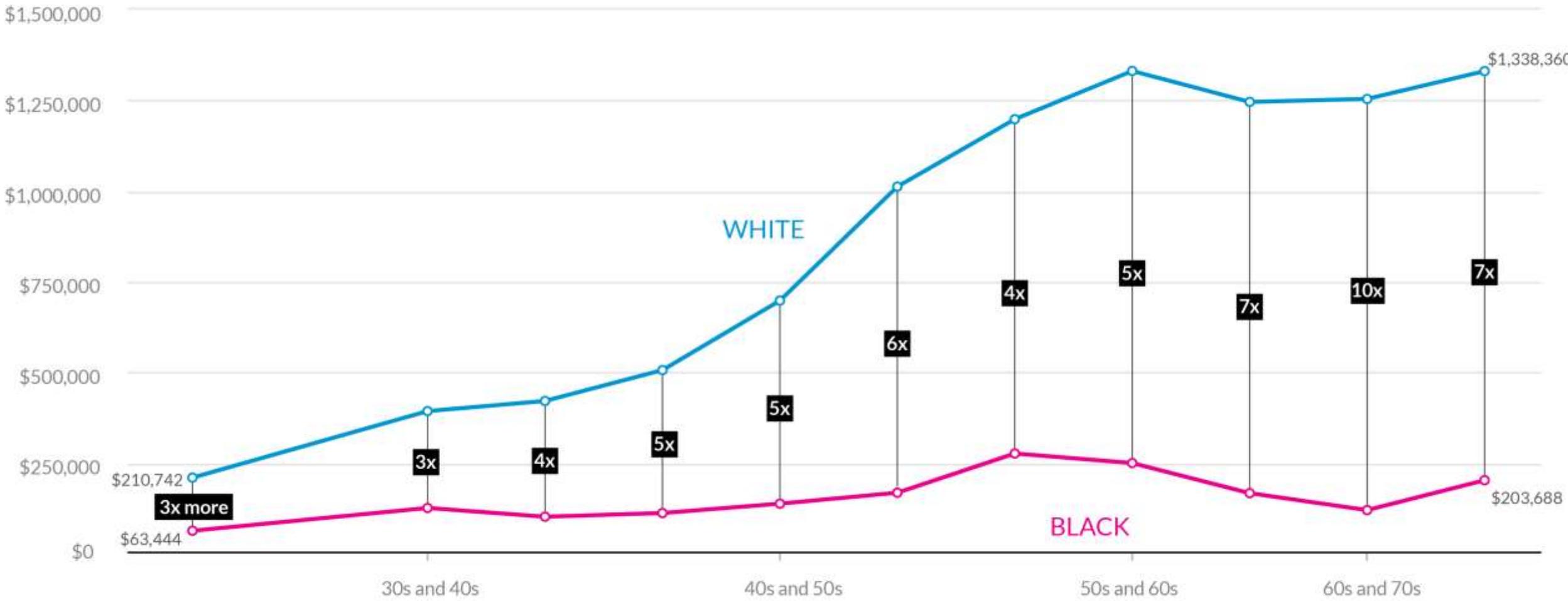
# Average Family Wealth by Race/Ethnicity, 1963-2016



Source: Urban Institute calculations from Survey of Financial Characteristics of Consumers 1962 (December 31), Survey of Changes in Family Finances 1963, and Survey of Consumer Finances 1983-2016.

Notes: 2016 dollars. No comparable data are available between 1963 and 1983. Black/Hispanic distinction within nonwhite population available only in 1983 and later.

# Average Family Wealth for Those Born 1943-51 by Race



Source: Urban Institute calculations from Survey of Consumer Finances 1983-2016.

Notes: 2016 dollars. Hispanic sample size too small to show. Age is defined as the age of the household head. In 2016, these people were ages 65-73; in 1983, they were ages 32-40.

# How long will it take black families to catch up with white wealth?

BY AIMEE PICCHI

AUGUST 9, 2016 / 1:47 PM / MONEYWATCH



- Over the past 30 years, the average wealth of White families has grown by 84%—1.2 times the rate of growth for the Latino population and three times the rate of growth for the Black population. If the past 30 years were to repeat, the next three decades would see the average wealth of White households increase by over \$18,000 per year, while Latino and Black households would see their respective wealth increase by about \$2,250 and \$750 per year.
- If average Black family wealth continues to grow at the same pace it has over the past three decades, it would take Black families 228 years to amass the same amount of wealth White families have today. That's just 17 years shorter than the 245-year span of slavery in this country. For the average Latino family, it would take 84 years to amass the same amount of wealth White families have today—that's the year 2097.



- Communities are Intentionally Planned
- Debates on Housing Stem From Other Debates
- Preference for Homeowners Versus Renters
- Equitable Housing Policies



- **Communities are Intentionally Planned**
- Debates on Housing Stem From Other Debates
- Preference for Homeowners Versus Renters
- Equitable Housing Policies

# What is **Affordable Housing**?



The government says housing is “affordable” if a family spends **no more than 30%** of their income to live there.



# Renter-Occupied Housing Units: 50 Pe...

Change data

☆ ⓘ ACS 2017 (5-Year Estimates)

How has it changed over time?

3 yr period

5 yr period



by Tract



as Shaded Area



Renter-Occupied H...



30% 50% 75%

Satellite view



Social Explorer

Show tooltip on

Hover

# Total Population: Hispanic or Latino

Change data

☆ ⓘ ACS 2017 (5-Year Estimates)

How has it changed over time?

3 yr period

5 yr period



by Tract



as Shaded Area



Total Population: H...



Satellite view



Total Population: Black or African Ame...

Change data

☆ ⓘ % ACS 2017 (5-Year Estimates)

How has it changed over time?

3 yr period

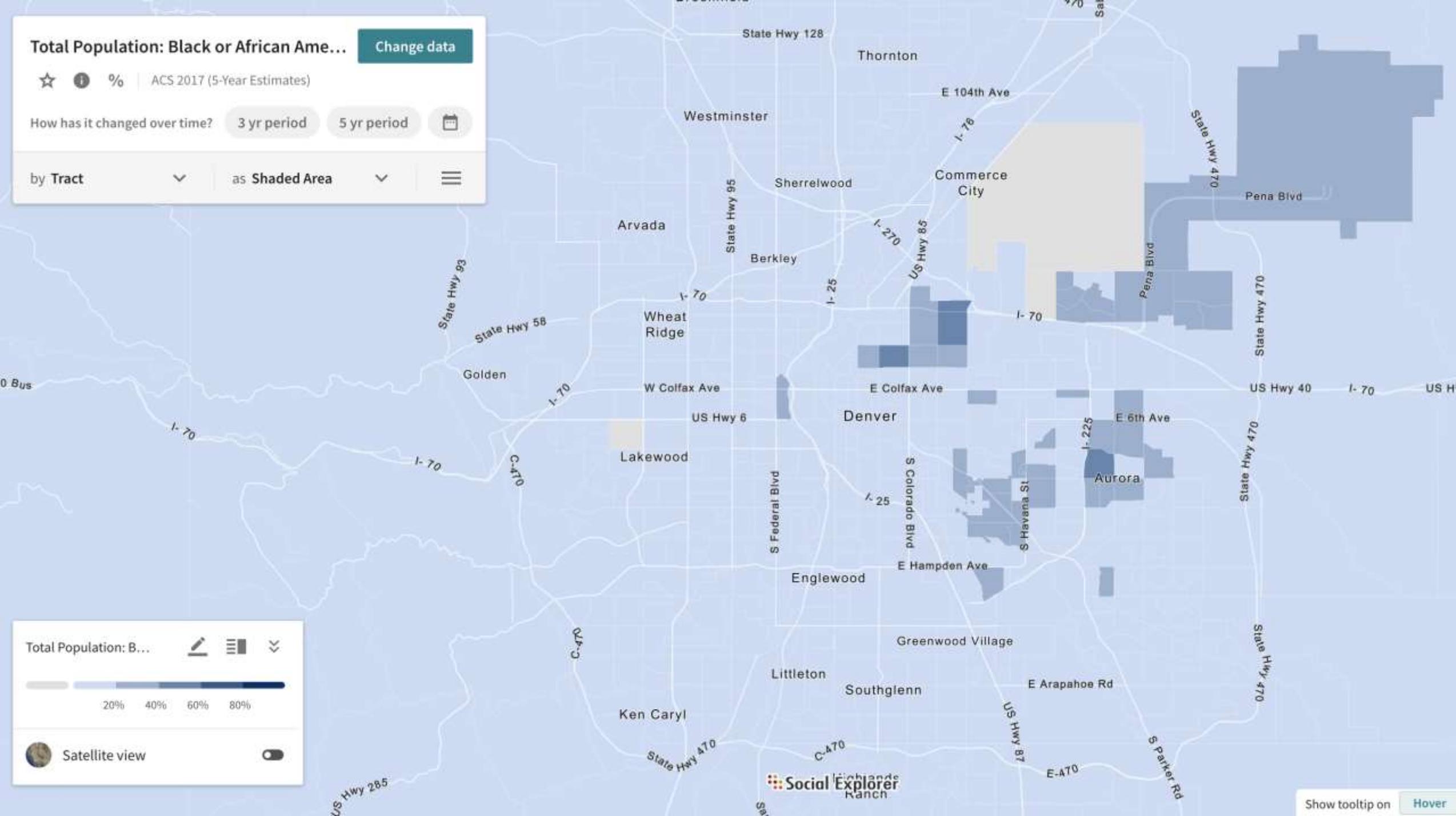
5 yr period



by Tract



as Shaded Area



Total Population: B...



20% 40% 60% 80%



Satellite view



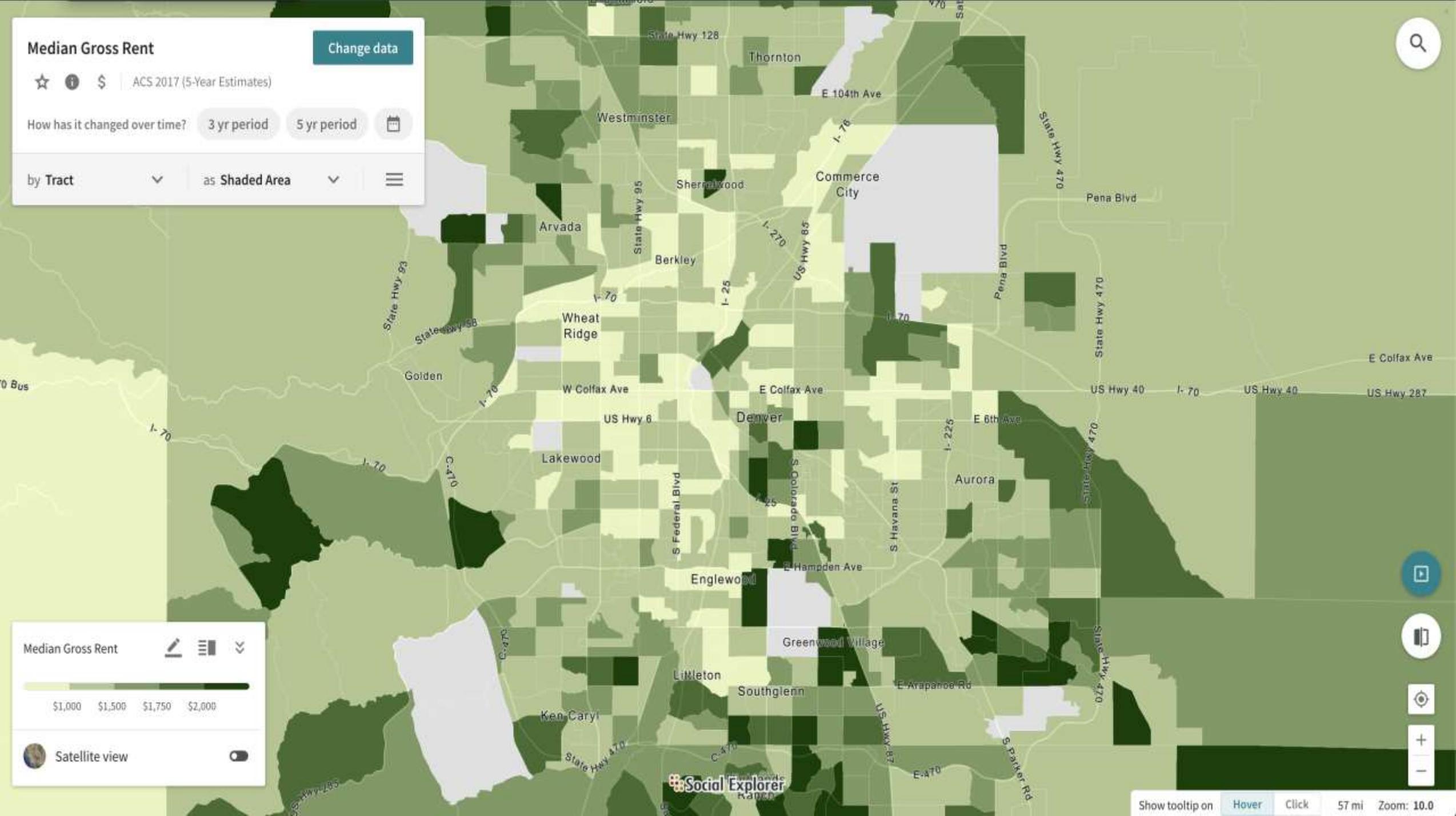
# Median Gross Rent

Change data

☆ ⓘ \$ ACS 2017 (5-Year Estimates)

How has it changed over time? 3 yr period 5 yr period 📅

by **Tract** ▼ as **Shaded Area** ▼ ☰



## Median Gross Rent



\$1,000 \$1,500 \$1,750 \$2,000



Satellite view



# Gini Index

Change data

☆ ⓘ ACS 2018 (5-Year Estimates)

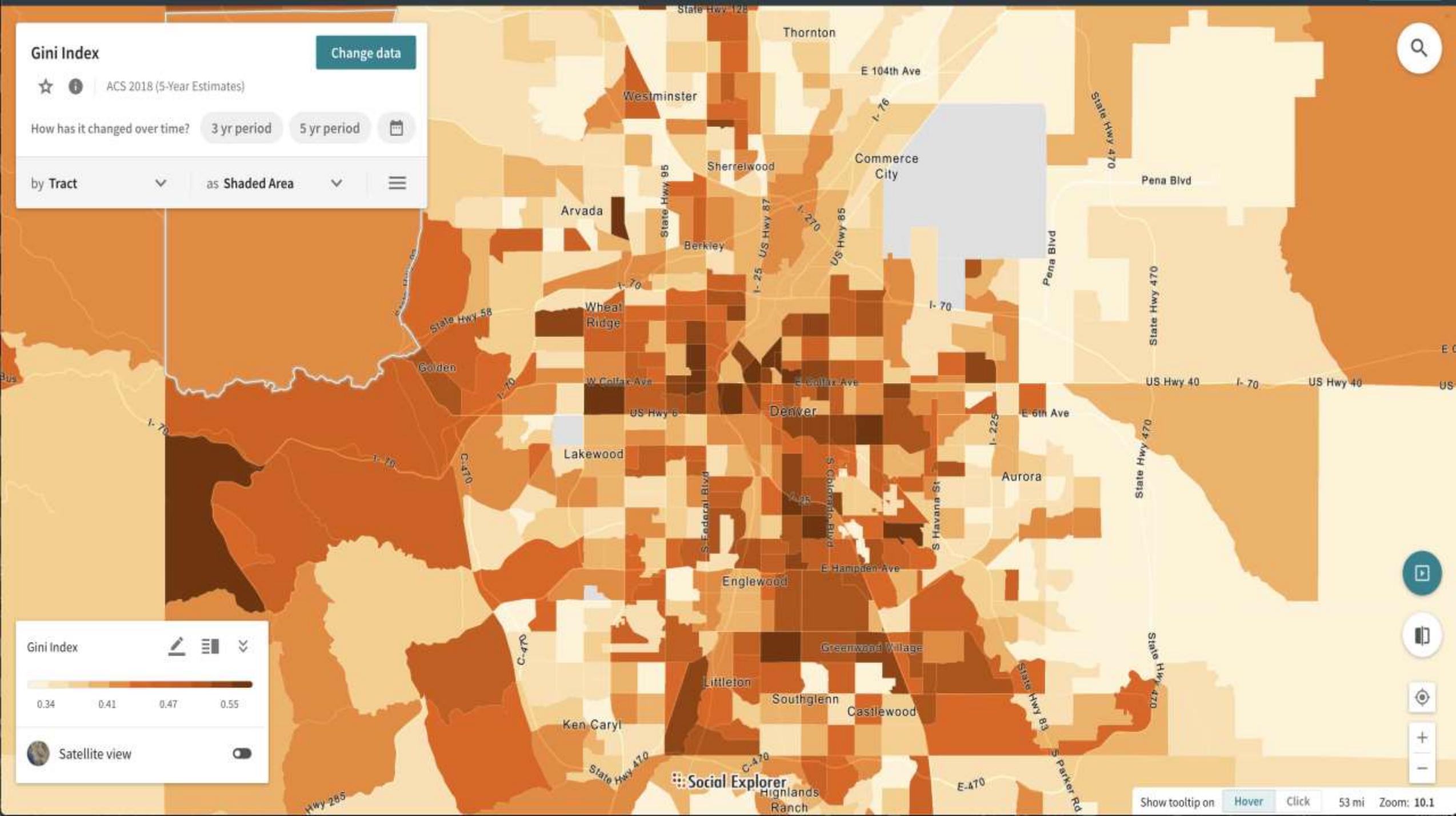
How has it changed over time? 3 yr period 5 yr period 

by Tract  as **Shaded Area**  

Gini Index   



 Satellite view 





## Interlocking Themes of Dispossession and Displacement

Jim Crow

Segregation

Mass  
Incarceration

Suburbanization

Economic  
Isolation

Housing  
Mobility  
Programs

Foreclosures

NIMBYism

Gentrification

Evictions

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WHY

is this  
happening?



- (Re)urbanization of Capital and People
- Provision of Cheap Credit
- Intra-Society Inequality

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- Communities are Intentionally Planned
- **Debates on Housing Stem From Other Debates**
- Preference for Homeowners Versus Renters
- Equitable Housing Policies

# Arguments of Deservedness



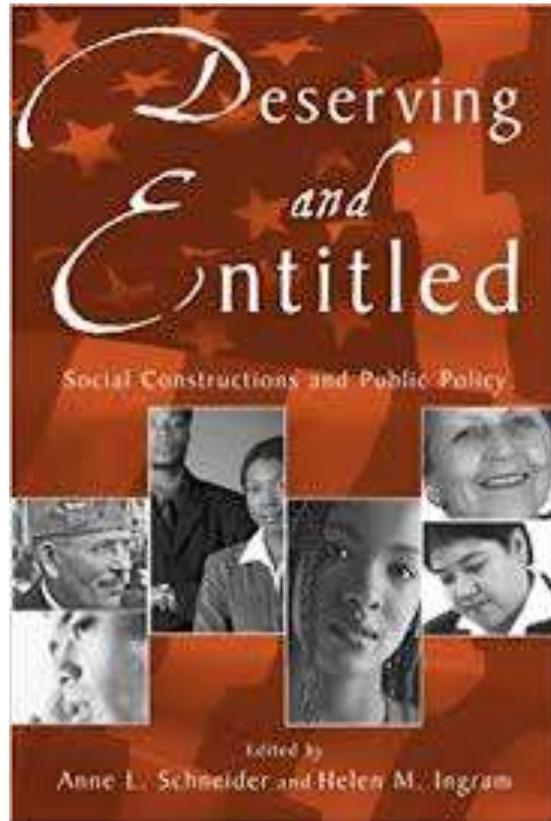
**FIGURE 1**  
**Social Constructions and Political Power: Types of Target Populations**

|       |        | Constructions  |  |
|-------|--------|--|--|
|       |        | Positive   | Negative   |
| Power | Strong | <b>Advantaged</b><br>The elderly<br>Business<br>Veterans<br>Scientists | <b>Contenders</b><br>The rich<br>Big unions<br>Minorities<br>Cultural elites<br>Moral majority |
|       | Weak   | <b>Dependents</b><br>Children<br>Mothers<br>Disabled                   | <b>Deviants</b><br>Criminals<br>Drug addicts<br>Communists<br>Flag burners<br>Gangs            |

- Anne Schneider & Helen Ingram. (1993). *Social Construction of Target Populations: Implications for Politics & Policy*.
- Benefits Vs Burdens



# Programs and Policies Are Socially Constructed



“Property ownership and good citizenship are closely associated in American governance. Not only has the government awarded property to help create the kinds of citizens it wants, it has withheld property from those constructed as undesirable.” (pg. 4)

# The Suburbs Aren't Getting Abolished, But Maybe They Should

*An obscure housing regulation is supposedly ravaging the suburbs. It's not.*

By **Jeff Andrews** | Aug 4, 2020, 10:18am EDT



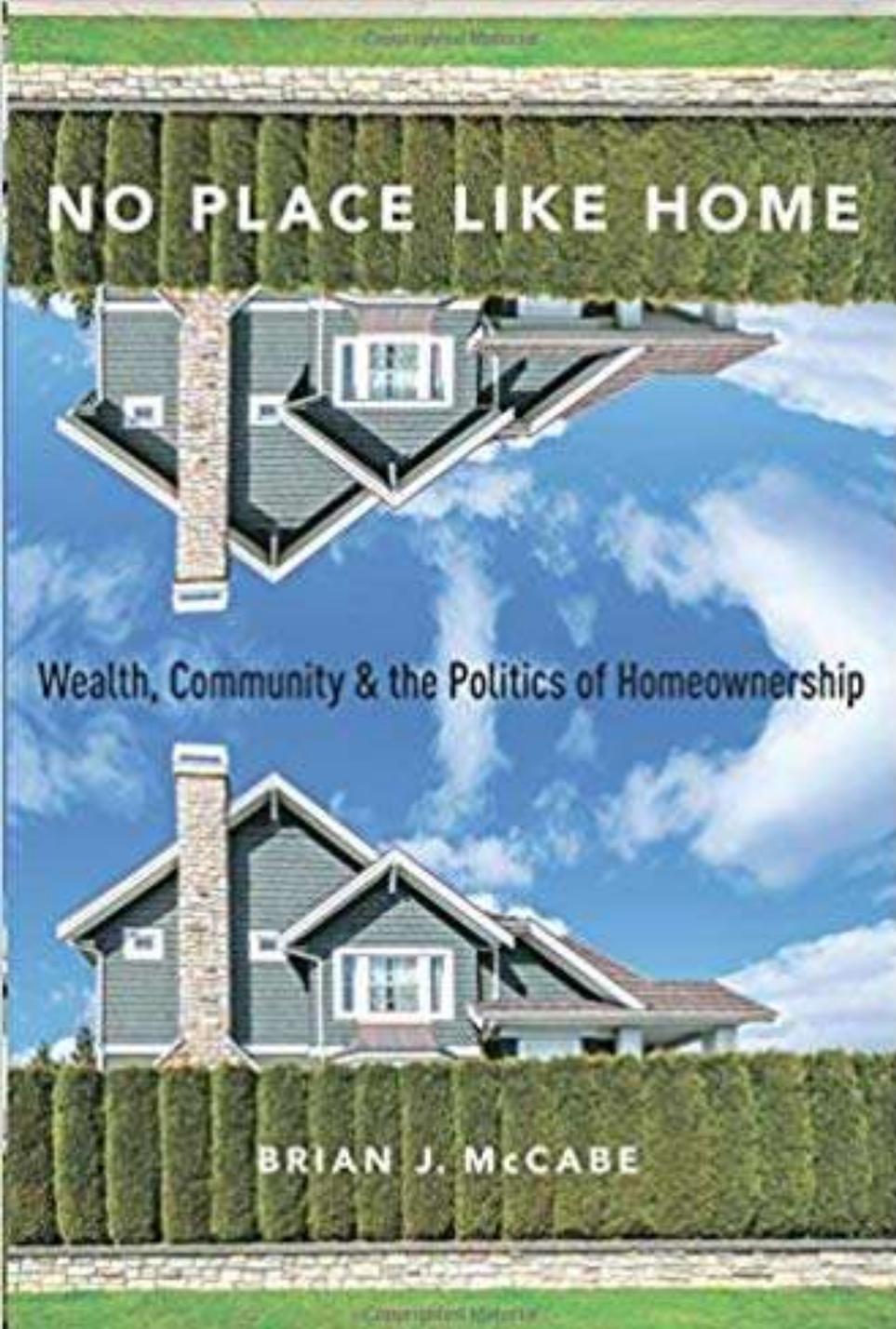
Shutterstock



- Communities are Intentionally Planned
- Debates on Housing Stem From Other Debates
- **Preference for Homeowners Versus Renters**
- Affordable Housing?







# Ideology of Homeownership

- Questions of "Good" Citizenship
- Transformed Property into Asset Building
- Overemphasis on Property Values
- Protection from the "Other"
- Neighbor Against Neighbor

Geographical changes

# American poverty is moving from the cities to the suburbs

*The suburban poor are increasingly likely to be white or Hispanic*



Print edition | Special report >

Sep 26th 2019





- Communities are Intentionally Planned
- Debates on Housing Stem From Other Debates
- Preference for Homeowners Versus Renters
- **Equitable Housing Policy**



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# Policy Levers for Equitable Housing Practices



- Affordable Housing\*
- Rent Control
- Tenant Protection Laws
- Inclusionary Zoning
- Mixed Income Communities
- More Housing Assistance
- Community Land Trusts\*
- Land Banks
- Low Income Housing Tax Credit
- Furthering Fair Housing Rules
- Community Participation\*





- CLTs are non-profit entities that maintain land holdings “in trust” on behalf of community in perpetuity.
- Even though the land is held collectively, property on the land is owned individually
  - Separating land ownership from building ownership
- Limited Equity Ownership
  - Rates at which property can be resold are capped to keep housing affordable

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- Long-term strategy to maintain housing in changing neighborhoods
- Resistant to processes of gentrification
  - LIHTC
  - New Markets Tax Credit programs
  - CDBG
  - HOME
  - Project-Based Section 8
  - Tax increment financing programs
  - Inclusionary Zones
  - Housing Trust Funds

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- Stronger focus on “third spaces” for interaction
  - Political and Cultural Displacement
- Decouple institutional power from neighborhood dynamics
  - Coalition Building and Institutional Partnerships
- Force market-actors to intentionally engage communities
  - Community Benefit Agreements

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# Lessons for Housing Advocates

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- No one policy can solve the housing crisis
- Policies need to target individuals, neighborhoods and the housing system in tandem
- Solving vs Alleviating the Problem
- Rethink the Role of Government in Housing Provisions

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# Conclusion



NATIONAL LOW INCOME  
HOUSING COALITION

**URBAN**  
INSTITUTE

ELEVATE · THE · DEBATE

**SHELTERFORCE**

The Original Voice of Community Development

- Housing as a Human Right
- Housing as not just a Physical Object
- Place Matters
- Racial Capitalism



***“We must recognize that we can’t solve our problem now until there is a radical redistribution of economic and political power... this means a revolution of values and other things. We must see now that the evils of racism, economic exploitation and militarism are all tied together... you can’t really get rid of one without getting rid of the others... the whole structure of American life must be changed. America is a hypocritical nation and [we] must put [our] own house in order.”***

***• Report to SCLC Staff, May 1967.***

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# Thank You!

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Prentiss A. Dantzler, Ph.D.  
Assistant Professor  
Urban Studies Institute  
Email: [pdantzler@gsu.edu](mailto:pdantzler@gsu.edu)  
Twitter: @DocDantzler





**Bill Mahar**

Principal, Norris Design

Explorer Committee Co-chair

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# **A few words from ULI Colorado's Explorer Committee Co-Chairs:**

- ✓ **Please stick around for continued conversation and reflection in brief breakout group sessions.**
  - ✓ **For every person to participate, a \$10 will be donated to our friends at Habitat for Humanity**
    - ✓ **We hope you enjoy the upcoming panel!**
-



## **Mark Marshall**

Director of Real Estate

Urban Land Conservancy

DEI Advisory Chair

(Panel Moderator)

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# Meet Our Panelists



**Mark Marshall**  
Director of Real Estate  
Urban Land Conservancy  
(Moderator)



**Erin Clark**  
VP of Master Site  
Development  
Urban Land  
Conservancy



**Kim Desmond**  
Director, Mayor's Office  
of Social Equity and  
Innovation, City and  
County of Denver



**Mark Falcone**  
CEO/Founder  
Continuum Partners  
LLC



**Haroun Cowans**  
Managing Director  
Five Points  
Development  
Corporation



**Jose Esparza**  
Executive Director  
West Community  
EDC

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Urban Land Conservancy

---



E 49th Ave

N High St

Race St

Viro St

Viro St

Elyria Park

Colorado Construction Institute

Atlas Construction Supply

E 48th Ave

E 48th Ave

E 48th Ave

E 48th Ave

e



Main Reception - Rendering



## Vina Apartments

150 Permanently Affordable Homes

45 units up to 30% of AMI

30 units up to 50% of AMI

75 units up to 80% of AMI

24,500sf Health Clinic

5,000sf Neighborhood-Serving Retail



# 48th & Race – Community Benefits Agreement

- Partners
  - GES Coalition
  - Project VOYCE
  - Center for Community Wealth Building
  - Elyria and Swansea Neighborhood Association
- Key Terms
  - 21-Member Advisory Committee
  - Tenant Pipeline Coordination
  - Donation to neighborhood legal defense fund
- Covenants = Promises to the Neighborhood
  - 51% of all new housing affordable to households earning 80% of AMI or below
  - Creation of 26 new permanent jobs (51% held by or marketed to low-moderate families)

**Kim Desmond**

Director

Mayor's Office of Social Equity and Innovation  
City and County of Denver

---

**Mark Falcone**  
CEO, Founder  
Continuum Partners LLC

---

**Haroun Cowans**  
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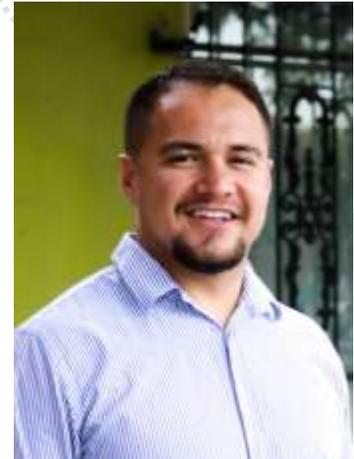
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Corporation



**Jose Esparza**  
Executive Director  
West Community  
EDC

# Q&A

Please begin to enter your questions in the “chat box” feature, and our panel will do their best to address them towards the end of the program.

Thank you!

# Meet Our Panelists



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Director of Real Estate  
Urban Land Conservancy  
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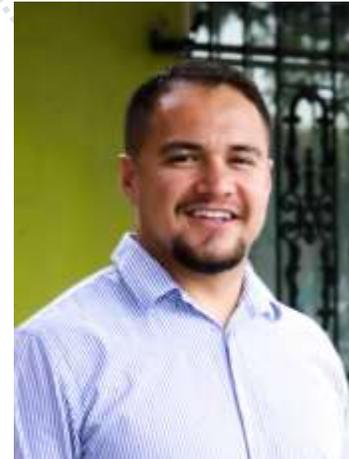
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Corporation



**Jose Esparza**  
Executive Director  
West Community  
EDC



## **Michele Raftery**

Principal, 4240 Architecture

Explorer Committee Co-chair



# **Please wait one moment while we open our breakout rooms...**

## **Facilitators:**

Jordan Block (HDR), Mike Zoellner (ZF Capital), Tyler Erickson (McWhinney), Elena Scott (Norris Design), Bill Mahar (Norris Design), Michele Decker (4240 Architecture)

## **Discussion Questions:**

- 1) What is your biggest takeaway or reflection from today's panel?
  - 2) What are you looking forward to in 2021? Anything is an improvement from 2020, right?!
-



# THANK YOU!

**ULI Colorado**  
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Denver, Colorado 80202

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(303) 893-1760