



# FALL QUARTERLY MEETING

October 27 – 28, 2021

Statewide Association of Community and Economic Development Organizations

# AGENDA

- Welcome
- Successful Implementation
- Break
- Brownfields and Demolition
- Break
- Disability Advocates in the Time of COVID
- OCCD Business Meeting

# SUCCESSFUL IMPLEMENTATION

- Ethan Harris, Director of Development, Clark County
- Omar ElhagMusa, EDFP, Senior Lender, IFF

# Successful Implementation

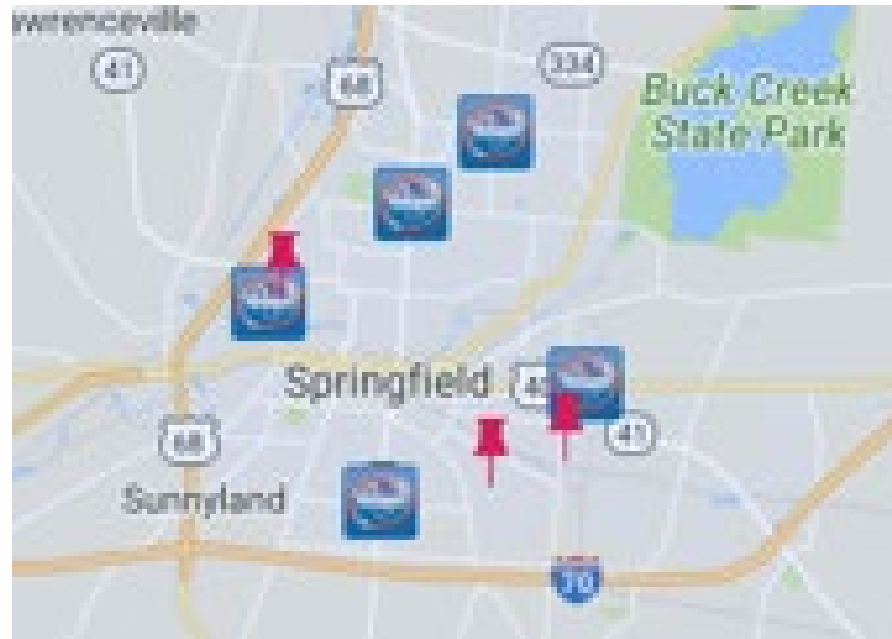
**Ethan Harris**  
**Development Director**





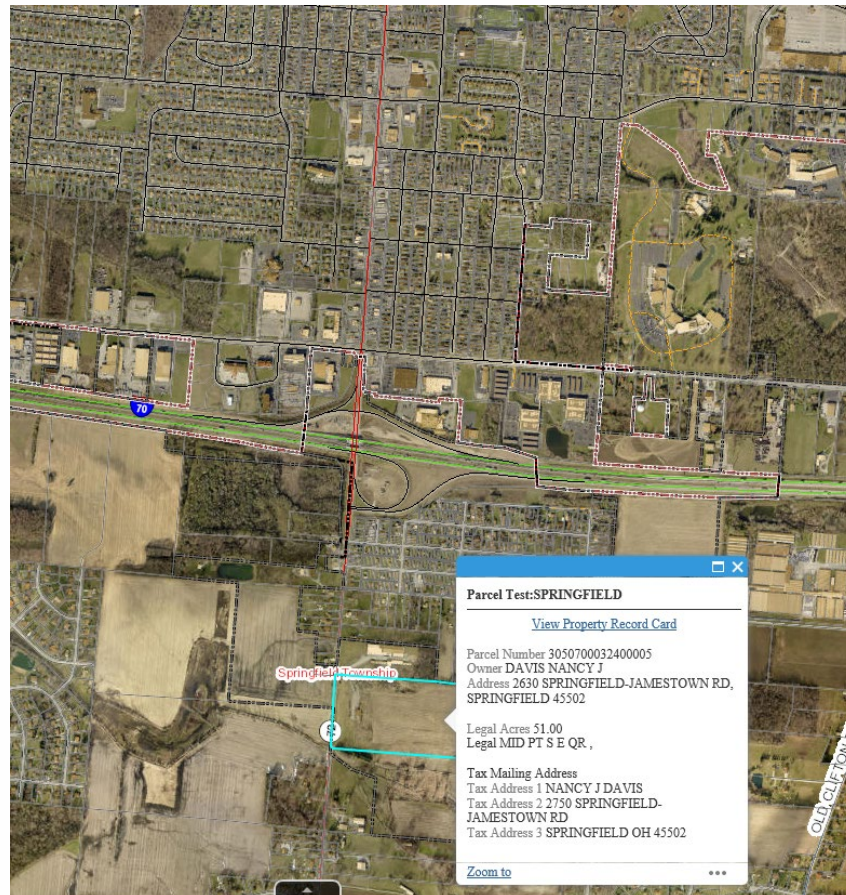
# Springfield's Grocery Saga

In 2015 there were 5 Kroger's and 3 other traditional grocery stores operating in Springfield, serving a City population of 60,000 and a County population of 135,000



# Springfield's Grocery Saga

In the early part of 2018 Kroger was in the due diligence of acquiring property just south of I70 in Springfield Township



# Springfield's Grocery Saga

- By the summer of 2018 Kroger had backed out of the purchase and subsequently closed a Kroger on the North Side
- At the same time Save-A-lot on the West side closed



# Springfield's Grocery Saga

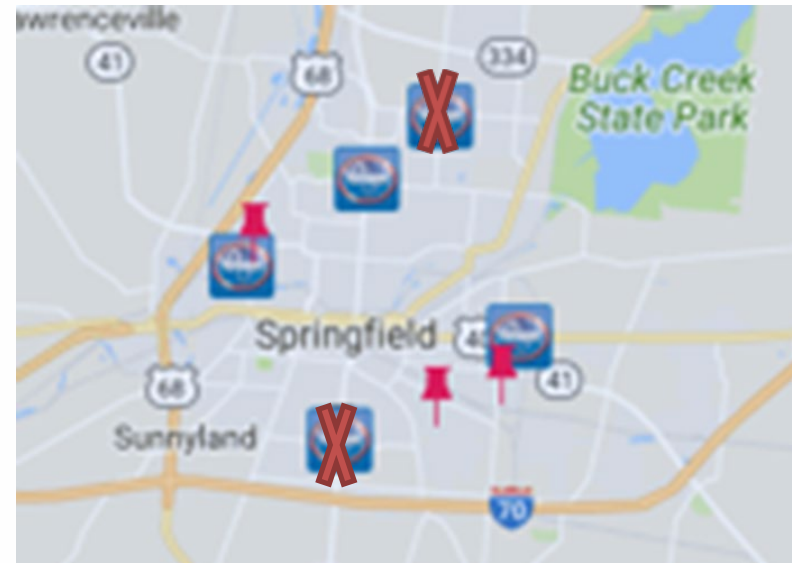
- At the beginning of 2020 Kroger's announced it would be closing the South Limestone Kroger





# Springfield's Grocery Saga

- The closing of the Kroger on S. Limestone led to the creation of a food desert for those neighborhoods south of downtown.



# A community comes together

- A coalition of community members immediately came together.
- The Governor's office got involved.
  - Governor lives south of Springfield and has been known to shop at this Kroger.

# A community comes together

- Had several large community forums to discuss what the community wanted and the best way to address the issue.
  - Kroger executives attended the first meeting
  - Following the first meeting the Land Bank agreed to take donation and manage the building. The City agreed to pay the expenses including 50% of admin.
    - This required significant coordination and time

# A community comes together

- Second meeting was a large community meeting
- Third meeting was a strategic planning session led by Dillin LLC.
  - The “Four Corners Plan” came out of the planning sessions.
  - Visual on next slide, Note visioning



# A community comes together “Four Corners Plan”



RENDERING

# Marketing

- Following the meeting the City entered a joint venture to develop the Four Corners Project.
- The Land Bank continued to manage the property and support the City and Realtor groups for approximately 9 months.

# Marketing

- Local realtor and businessman Sunny Dhingra had a friend that owned several groceries in the Cincinnati area.
- After many months of courting the potential owner/operator he agreed to take on the project.
- The city worked out an Economic Development incentive to redevelop the location.
- On May 28<sup>th</sup> the Land Bank sold the property to GroceryLand. They plan to open this December.



# Key Takeaways

- Must have the right people in place
  - Skilled and collaborative mined team
- Stay positive with the business
- Need a land bank
- Need Financing





# IFF

The Midwest's Leading Community Development  
Financial Institution (CDFI)

Webinar Prepared for:  
OCCD  
Delivered from Columbus, Ohio  
Oct 2021



*Sharing a mission of change*





Vision

At IFF, we believe that every person has the right to a good education, fresh food, health care, and affordable housing, and to grow up in a safe environment, regardless of income level. And we are here to provide you and your organization with the tools and resources to help your community thrive for years to come.

Joe Neri, IFF CEO



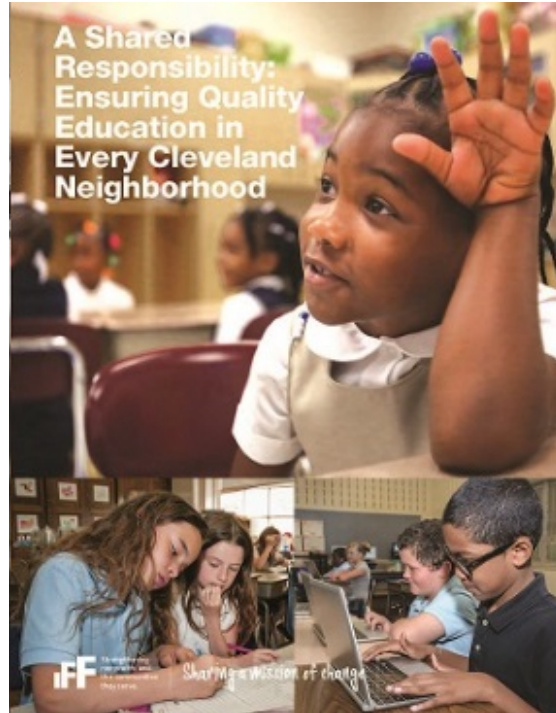


# Capital Solutions



- Accessible capital for nonprofits
- Tailored solutions for community facilities
- 5- to 20-year loans
- Financing from \$10,000 to \$6 million
- New markets tax credits
- Affordable housing loans

# Typical Projects



- Community Development Corp
- Community Health Centers (FQHC)
- Quality Charter Schools
- Affordable Housing
- Early Child Care Centers
- Community Action Agencies
- Mental Health Facilities
- Workforce Development Organizations
- General Human Service Based Organizations

# Real Estate Services



- Affordable facilities planning and project management
- Effective community development
- Housing development services
- Energy-efficient solutions

# Community Strategies



- Proactive community development
- Short- and long-term real estate ownership
- Community conditions analysis
- Stakeholder engagement and relationship building
- Resource marshalling

# Case Studies

## C Fresh Market

A startup grocery store in a food desert

On January 23, 2013 IFF closed on a \$712,121 loan secured by a Mortgage and UCC but that isn't when the story begin.

A new 35,000 square foot facility was built for a Top Value grocery store that closed in 2004, less than two years after it opened. Our customer looked into why they didn't succeed. They believed Top Value did not succeed because it was not in tune with its low income clientele, marking up prices of their goods in order to pay down their large \$7.5MM in debt. This created an issue with the community, further exacerbated by a lack of community outreach, which led to boycotting of the store.





## The City of Des Moines ended up with the 35,522 square foot building

- The City split the building into two commercial condos
- 12,800 sf was sold to the Community Foundation of Greater Des Moines
- A local Community College opened a new center in the building which helps 4,000 people a year link with local businesses, education providers and community support groups to help working families obtain livable wage jobs.



## Here is what our customer did:

- Held several community meetings seeking input on their business plan for the store
- A special emphasis was placed on ethnic and international groceries. These items were intended to target the unique, diverse and complex demographics of the area.
- Our customer obtained 22,722 sq. ft. using 20,687 for the grocery store and the remaining 2,035 for two commercial leases.





## Community Support was more than words

- The Community College that acquired the space next door pledged to refer people to the new grocery store for shopping.
- The Community Foundation provided a \$100K interest-free loan to the owner of the grocery store to provide enough financing to get the store open.
- The local YMCA held classes in collaboration with the C-Fresh calling it a Healthy Living Program to help people make wise food selections and how to prepare healthy meals.
- Local food suppliers and a dietician from the local hospital were found who also helped shoppers in how to prepare healthy meals.



## The Customer had two tenants

The tenants provided the cash for tenant fit up. Both tenants were expanding into this area; that is they weren't startups. The tenants were in place and paying \$36K a year. They had leases at closing.

- One was a Jewelry store. Full disclosure; he owned 70% of C-Fresh. He operated some jewelry stores and decided to expand into this facility.
- A small Nail Salon business opened in 1,150 square feet.



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## Sources and Uses

- Total maximum debt was \$966K or \$47 per square foot with debt payments less than 2% of sales.
- They had \$732K for inventory and start up costs. They projected a net cash loss of \$177K in the first 12 months of operations.
- They had a Line of Credit available to help with cash flow management.
- The owner had \$1.3MM in cash

### Sources/Uses:



<u>Project Costs</u>	<u>\$ Amount</u>	<u>Sources of Funds</u>	<u>\$ Amount</u>
Acquisition Reimbursement	500,000	Owner's Equity – Simon	1,346,000
Leasehold Improvements	460,000	Secured Lines of Credit	254,000
New Equipment	300,000	IFF Loan*	712,121
Used Equipment	200,000		
Origination Fee (1%)	7,121		
Soft Costs (incl. 5% contingency)	45,000		
Cash Flow – for start-up & operations	732,559		
Capitalized P&I Payments – 12 months	67,441		
Total	\$2,312,121	Total	\$2,312,121

## The Market plan was thorough:

- They looked at community demographics
- Visited other stores in the community
- Met with people in the community and surveyed over 300 residents
- They looked into why the previous store closed
- Obtained three market analyses along with their own research.

### Sources/Uses:



<u>Project Costs</u>	<u>\$ Amount</u>	<u>Sources of Funds</u>	<u>\$ Amount</u>
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Total	\$2,312,121	Total	\$2,312,121

### The Management Team had lots of diverse experience:

- The 70% owner and guarantor acted as the General Manager. He had 24 years of experience as an entrepreneur with his jewelry business.
- A Manager and 20% owner had 10 years of experience in managing five stores including starting a new one.
- A Manager and 10% owner had 14 years of experience working in large, 70,000 sq. ft. stores.
- Another Manager had 40 years experience in operating a family owned grocery store
- An Account Manager with 35 years of experience oversaw the HR, payroll and accounting



## So how did the store operate in the first few years?

- In the first year they had \$5.4MM in sales while the budget was \$4.7MM; however the margin was 24.7% and not the 28% budgeted. They lost \$137K on a cash basis.
- Sales continue to grow beyond their projections from \$4.5MM to \$9.9MM but the margins were about 22%. Still enough net income to service debt and have some excess cash for the owners.
- In the final reporting year with IFF they had 10.3MM in sales but the margin was only 19% which resulted in a loss. The lease income was sufficient for the owners to realize a small profit.

## Any updates?

- They refinanced their IFF loan with a bank
- The Community Foundation of Greater Des Moines decided to relocate and sold their unit to C-Fresh for \$700K in December 2018.

## Lessons Learned that helped make this work:

1. Low debt
2. Lots of cash for inventory, initial losses and time to make adjustments
3. Good variety of people with experience in management positions
4. Support from the community.
5. Very thorough market plan with information from several sources



# Smart Development CDC



# Smart Development LLC

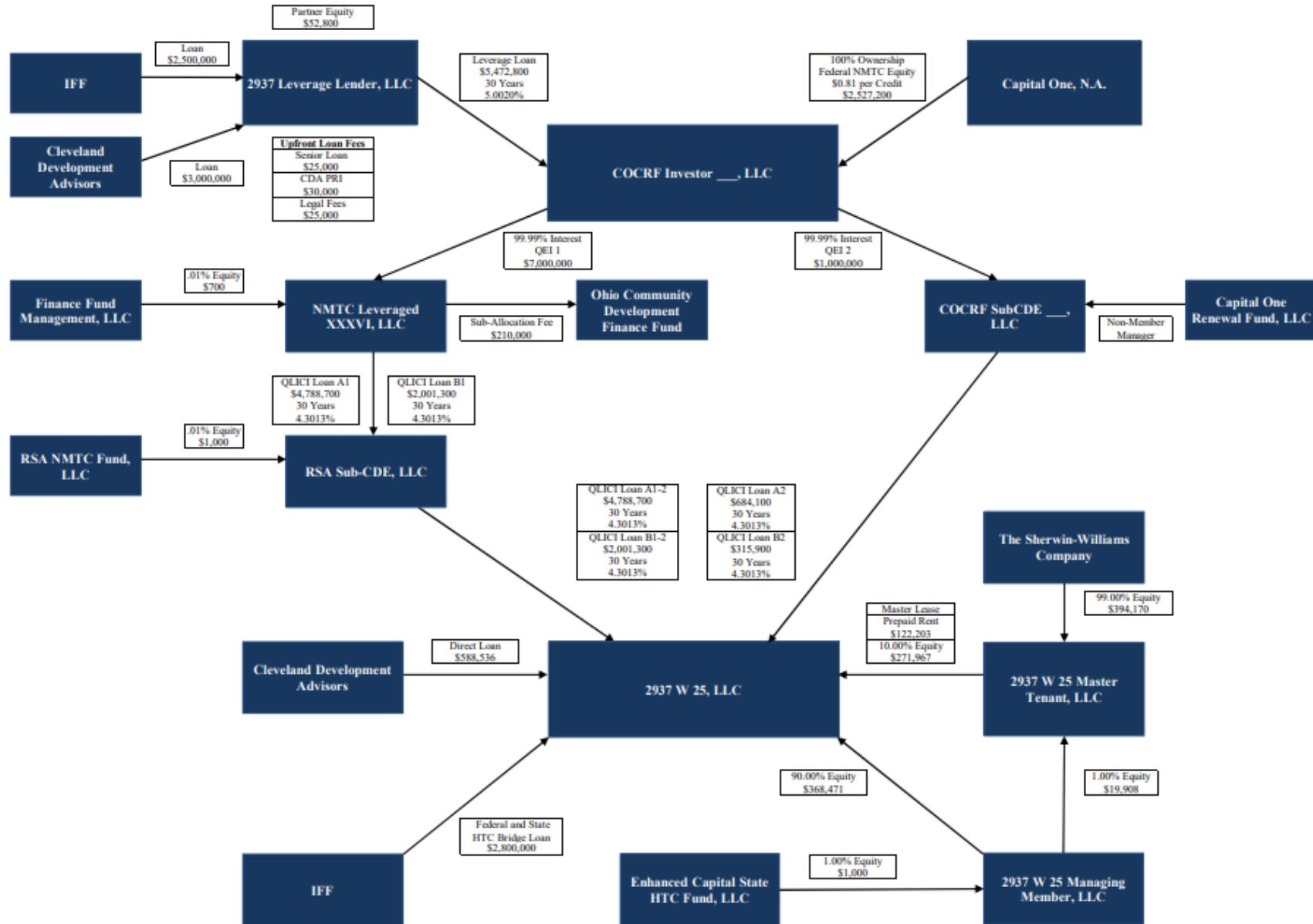
## 16 units

Total Cost	Developer Equity	City of Cleveland HTF	Developer Grant Equity	Perm Lender	TOTAL LINE COST	PER UNIT COSTS
\$ 1,553,309.60	\$ 450,982	\$ 600,000	\$ 95,000	\$ 406,328	\$ 1,552,310	\$ 97,019

# Pivot Center



2937 W 25, LLC  
FINANCIAL FORECAST  
SUPPLEMENTAL SCHEDULE OF FORECASTED FLOW OF FUNDS - CLOSING



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**COCRF INVESTOR \_\_\_, LLC**  
**FORECASTED SOURCES AND USES OF CASH**  
**FOR THE PERIOD FROM OCTOBER 15, 2019 TO OCTOBER 15, 2026**

	<i>2.5 Months</i>								<i>9.5 Months</i>		
	2019	2020	2021	2022	2023	2024	2025	2026	Total		
<b>SOURCES:</b>											
Federal NMTC Equity	\$ 2,527,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,527,200		
Additional Contributions from Investor	1,517	7,187	7,187	7,187	7,187	7,187	7,187	5,690	50,328		
Leverage Loan	5,472,800	-	-	-	-	-	-	-	5,472,800		
Operating Distributions from NMTC Leveraged XXXVI, LLC	50,568	239,534	239,534	239,534	239,534	239,534	239,534	189,777	1,677,551		
Dividends from COCRF SubCDE ___, LLC	5,708	27,036	27,036	27,036	27,036	27,036	27,036	21,404	189,328		
Beginning Cash Balance	-	2	9	16	23	31	38	45	-		
<b>TOTAL SOURCES</b>	<b>\$ 8,057,793</b>	<b>\$ 273,759</b>	<b>\$ 273,766</b>	<b>\$ 273,773</b>	<b>\$ 273,781</b>	<b>\$ 273,788</b>	<b>\$ 273,795</b>	<b>\$ 216,916</b>	<b>\$ 9,917,207</b>		
<b>USES:</b>											
QEI to NMTC Leveraged XXXVI, LLC	\$ 7,000,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,000,000		
QEI to COCRF SubCDE ___, LLC	1,000,000	-	-	-	-	-	-	-	1,000,000		
Leverage Loan Interest Payments	57,792	273,750	273,750	273,750	273,750	273,750	273,750	216,719	1,917,010		
Ending Cash Balance	2	9	16	23	31	38	45	197	197		
<b>TOTAL USES</b>	<b>\$ 8,057,793</b>	<b>\$ 273,759</b>	<b>\$ 273,766</b>	<b>\$ 273,773</b>	<b>\$ 273,781</b>	<b>\$ 273,788</b>	<b>\$ 273,795</b>	<b>\$ 216,916</b>	<b>\$ 9,917,207</b>		

<i>Sources</i>	<b>Post Closing</b>		
	<b>Closing</b>	<b>10/16/2019 -</b>	<b>2018 Total</b>
	<b>10/15/2019</b>	<b>12/31/2019</b>	
Federal NMTC Equity	\$ 2,527,200	\$ -	\$ 2,527,200
Leverage Loan	5,472,800	-	5,472,800
Operating Distributions from NMTC Leveraged XXXVI, LLC	-	50,568	50,568
Beginning Cash Balance	-	1,001,517	-
<b>Total Sources</b>	<b>\$ 8,001,517</b>	<b>\$ 1,052,086</b>	<b>\$ 8,052,086</b>
<i>Uses</i>	<b>Post Closing</b>		
	<b>Closing</b>	<b>10/16/2019 -</b>	<b>2018 Total</b>
	<b>10/15/2019</b>	<b>12/31/2019</b>	
QEI to NMTC Leveraged XXXVI, LLC	\$ 7,000,000	\$ -	\$ 7,000,000
Leverage Loan Interest Payments	-	57,792	57,792
Ending Cash Balance	1,001,517	994,294	994,294
<b>Total Uses</b>	<b>\$ 8,001,517</b>	<b>\$ 1,052,086</b>	<b>\$ 8,052,086</b>

# The Well CDC



	Budget	% of Total	*Stress Test 2%	200 bp Rate Shock
<b>SUPPORT AND REVENUE</b>				
Government grants and contracts	\$0	0.00%		
Rents Received	\$361,020	105.38%		
Vacancy (5%)	(\$18,419)	-5.38%		
Other	\$0	0.00%		
Total Support and Revenue	<u>\$342,601</u>	<u>100.00%</u>	<u>\$336,488</u>	<u>\$342,601</u>
<b>EXPENSES</b>				
Salaries and benefits	\$0		\$0	\$0
Occupancy	0		0	0
Interest	0		0	0
Depreciation	0		0	0
Other	204,120		204,120	204,120
Total Expenses	<u>\$204,120</u>		<u>\$204,120</u>	<u>\$204,120</u>
Net Surplus/(Deficit)	\$138,481		\$132,368	\$138,481
Add: Interest	\$0		\$0	\$0
Depreciation	0		0	0
Other - Debt Payment Included in Expenses	56,794		56,794	56,794
Cash Flow for Debt Service	<u>\$195,275</u>		<u>\$189,162</u>	<u>\$195,275</u>
IFF debt service (\$11,031/month)	132,368 (#)		132,368	150,176
Other debt service (\$4,733/month)	<u>56,794 (#)</u>		<u>56,794</u>	<u>56,794</u>
Total Debt Service	<u>\$189,162</u>		<u>\$189,162</u>	<u>\$206,970</u>
<b>DEBT SERVICE COVERAGE</b>	<b>1.03</b>		<b>1.00</b>	<b>0.94</b>

## Why IFF?

- Complement to existing CDFI and bank resources
  - [www.ohiocdfi.org](http://www.ohiocdfi.org)
- Lending available statewide
- Program available across all nonprofit sectors as types serving low-income individuals and/or disadvantaged communities
- **Standard program is not appraisal based**



# Facilitated Dialog



**Omar Elhagmusa**

Senior Lending Officer

[oelhagmusa@iff.org](mailto:oelhagmusa@iff.org)

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**15-Minute Break**  
**Next Session begins at**  
**10:15 a.m.**

**October 27, 2021**

Statewide Association of Community and Economic Development Organizations

# BROWNFIELDS AND DEMOLITION

- Craig Kasper, PE, Executive Vice President, Hull & Associates LLC
- Aaron Clapper, MPPA, Senior Manager – Outreach & Projects, Greater Ohio Policy Center
- Jenny Carter-Cornell, APR, Funding Practice Leader, Hull & Associates LLC
- Steven Gross, CPG, VAP CP, Principal, Hull & Associates LLC





# OHIO'S NEW BROWNFIELD FUNDING INSIGHTS TO HELP YOU GET READY NOW!

*Ohio Conference of Community Development  
Fall Virtual Meeting  
October 27, 2021*

**HULL**  
Environment / Energy / Infrastructure



# WELCOME

## **Welcome & Introductions**

- Craig Kasper, PE, Hull & Associates, LLC

## **New State Brownfield Remediation and Demolition Funding Programs**

- Aaron Clapper, MPPA, Greater Ohio Policy Center
- Jenny Carter-Cornell, APR, Hull & Associates, LLC

## **Case Studies**

- Steven Gross, CPG, VAP CP, Hull & Associates, LLC

## **Questions/Discussions**





# EVERY COMMUNITY HAS BROWNFIELDS





# WHAT A BROWNFIELD CAN BECOME





Craig Kasper, PE  
Hull & Associates, LLC



Aaron Clapper, MPPA  
Greater Ohio Policy Center



Jenny Carter-Cornell, APR  
Hull & Associates, LLC



Steven Gross, CPG, VAP CP  
Hull & Associates, LLC



# New State Brownfield Remediation and Demolition Funding Programs



Aaron Clapper, MPPA, Greater Ohio Policy Center  
Jenny Carter-Cornell, APR, Hull & Associates, LLC

# NEW STATE FUNDING – WHAT WE KNOW



## **Brownfield Remediation Program**

- ❑ \$350 million for remediation of brownfield sites
  - \$1 million per county: \$88 million
  - No match required
  - Reserved for one calendar year
- ❑ Remaining funds available on a first-come, first-served basis
  - Requires 25% match



## **Building Demolition & Site Revitalization Fund**

- ❑ \$150 million for demolition of commercial and residential buildings & nearby revitalization
  - \$500,000 per county: \$44 million
  - No match required
  - Reserved for one calendar year
- ❑ Remaining funds available on a first-come, first-served basis
  - Requires 25% match

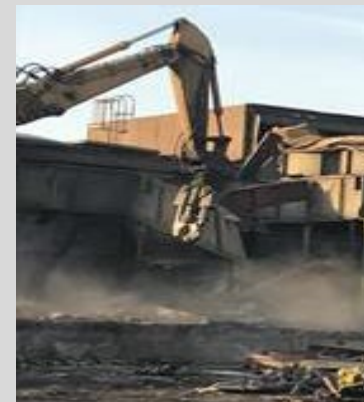
# NEW STATE FUNDING – WHAT WE KNOW



## Brownfield Remediation Program

- “Remediation of brownfield sites”

**Brownfield:** abandoned, idled, or under-used industrial, commercial, or institutional property where expansion or redevelopment is complicated by known or potential releases of hazardous substances or petroleum. (ORC Section 122.65)



## Building Demolition & Site Revitalization Fund

- “Demolition of commercial and residential buildings & revitalization of surrounding properties on sites that are not brownfields”

**Demolition:** Razing, disposal, and recycling of onsite structures including subsurface structures, removal and disposal of asbestos-containing materials, general waste, and universal waste. Demolition does not include any action to contain, remove, or dispose of hazardous substances or petroleum at a brownfield. (CORF Policies, 03-06-2013)



# NEW STATE FUNDING – WHAT WE KNOW



**Brownfield  
Remediation Program**



**Building Demolition &  
Site Revitalization Fund**

**ODOD will lead both programs**  
**Must be able to accept grants within 180 days of signing into law**

# NEW STATE FUNDING – WHAT WE DON'T KNOW

**Application Release Date**  
**Eligible Applicants**  
**Eligible Properties**  
**Amount Available Per Project**  
**Eligible Activities for Funding**  
**Eligible Match**  
**Match Look Back Potential**  
**Application Complexity**  
**Award Determination Process**

# NEW STATE FUNDING – WHAT WE THINK MIGHT HAPPEN



## **Brownfield Remediation Program**

- ❑ Anticipate that it will look similar to the former Clean Ohio Revitalization Fund Program, but more streamlined



## **Building Demolition & Site Revitalization Fund**

- ❑ Could be focused on the more traditional residential/commercial demolition program

# NEW STATE FUNDING – WHAT WE THINK MIGHT HAPPEN

## County-Reserved Funds

- ❑ Funds must be requested (or awarded?) within one calendar year from the date of the appropriation
  - We currently understand that to be July 1, 2022
- ❑ If not secured in time, funds will move to the statewide competition account



# NEW STATE FUNDING – WHAT WE THINK MIGHT HAPPEN

## **Brownfield Remediation Program**

- ❑ Eligible Applicants
  - Townships, municipal corporations, counties, port authorities, conservancy districts, land banks
- ❑ Eligible Development Partners
  - Non-profits, for-profits, park districts



## **MUST HAVE CLEAN HANDS!**

Entities that caused or contributed to the contamination at the property are not eligible applicants, nor may they enter into an agreement with a third party to apply on their behalf.



# NEW STATE FUNDING – WHAT WE THINK MIGHT HAPPEN

## **Brownfield Remediation Program**

### ☐ Eligible Properties

- Must be a brownfield – industrial, commercial, or institutional property
- Contiguous parcels
- Applicant must have legal access
- Program will likely require a VAP NFA and Covenant Not to Sue
  - Will BFPD be incorporated with its passage last year?



### ☐ End Uses

- Redevelopment Ready? Known End User? Sustainable Projects Use?
- Flexibility with end use to be community-responsive



# NEW STATE FUNDING – WHAT WE THINK MIGHT HAPPEN

## **Brownfield Remediation Program**

- ❑ Amount of Funding Per Project
  - \$1 million - \$3 million under CORF

## **Brownfield Assessment Program?**

- ❑ Amount of Funding Per Project
  - \$300,000/\$200,000 under COAF

## **Building Demolition & Site Revitalization Fund**

- ❑ Amount of Funding Per Project
  - TBD



# NEW STATE FUNDING – WHAT WE THINK MIGHT HAPPEN

## Brownfield Remediation Program

### ❑ Potential Eligible Costs

- Acquisition, demolition, cleanup/remediation, infrastructure
  - Removal and disposal of Regulated Asbestos Containing Material (RACM) are likely eligible costs
  - Could see limitations to acquisition and infrastructure amounts
  - The last program didn't allow acquisition and infrastructure costs for redevelopment ready projects



### ❑ Potential Ineligible Costs

- Vertical construction likely won't be allowable again
- Off-property improvements

# NEW STATE FUNDING – WHAT WE THINK MIGHT HAPPEN

## Brownfield Remediation Program

- ❑ Eligible Match
  - Assessments (if not funded through program), environmental insurance, clearance, acquisition, demolition, cleanup/remediation, infrastructure
    - Allowed state-sourced funds to be used as matching in past



## IDEAL TO HAVE MATCH LOOK BACK

A lookback period (~2-3 years) for prior eligible match investments will be an important component for many projects!

# Case Studies



Steven Gross, CPG, VAP CP  
Hull & Associates, LLC

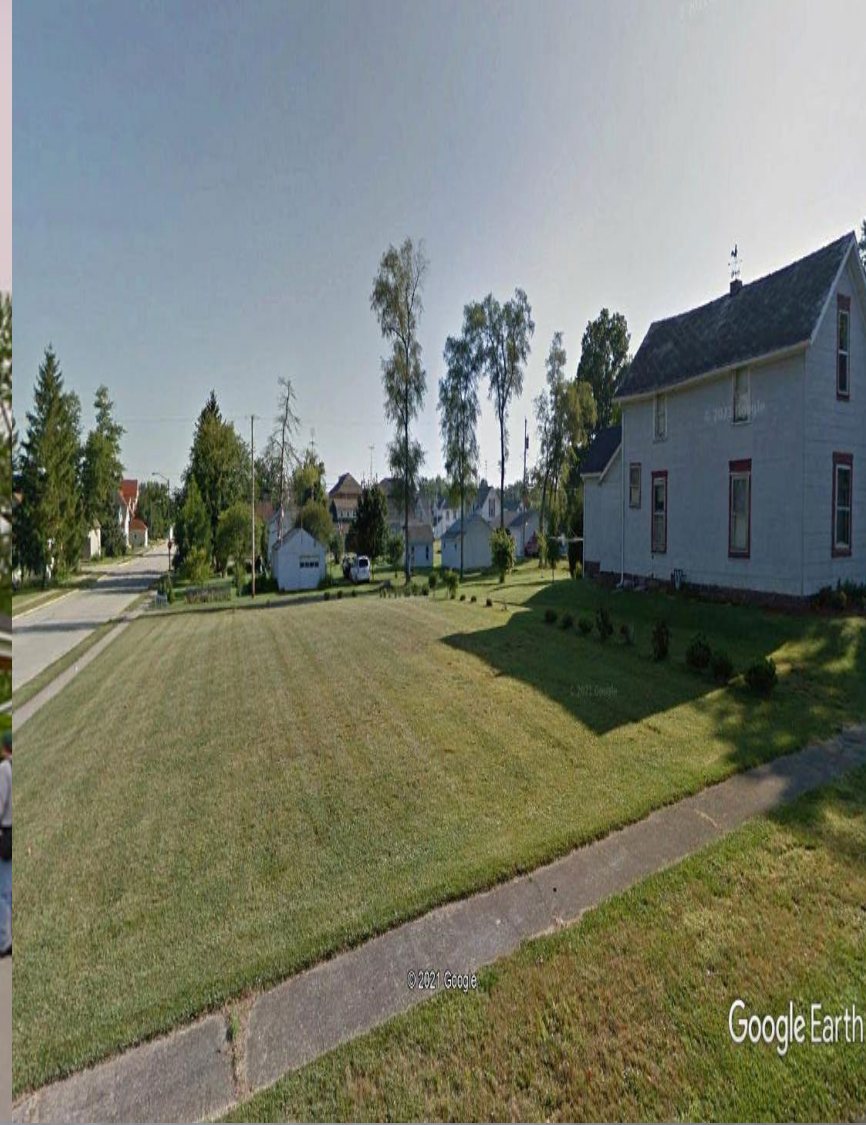


# SMALL TOWN BICYCLE FRAME FINISHING SITE





# SMALL TOWN BICYCLE FRAME FINISHING SITE





# CITY OF URBANA





# FORMER JOHNSON MFG. & Q3 INC.





# FORMER MANUFACTURING SITE FOR PUBLIC USE





# CITY OF LANCASTER





# FORMER ANCHOR HOCKING PLANT 2





# FORMER ANCHOR HOCKING PLANT 2





# FORMER FRICK GALLAGHER





# FORMER FRICK GALLAGHER



# NEW STATE FUNDING – GET READY NOW!

## **Brownfield Remediation Program\***

- ☐ Prepare:
  - VAP Phase I Property Assessment
  - VAP Phase II Property Assessment
  - Asbestos Survey
  - Remedial Action Plan
  - Cost Estimates
  - Infrastructure Improvement Plans and Estimates (if applicable)
  - Project Area Survey w/Legal Description
  - Potential End Use Details, Concept Plan
- ☐ Acquire Property, Establish Purchase Agreement or Gain Legal Access
- ☐ Plan for Development Partner/End User Agreements
- ☐ Secure Local Input and Support
- ☐ Gather Prior Expenses Documentation



\* This is not comprehensive and reflects items needed for prior programs that we think most likely will be needed with the new applications.





# QUESTIONS/DISCUSSION



Craig A. Kasper, PE  
(614) 793-8777  
ckasper@hullinc.com

Aaron Clapper  
(740) 221-9584  
aclapper@greaterohio.org

Jenny Carter-Cornell, APR  
(567) 200-4355  
jcornell@hullinc.com

Steven Gross, CPG, VAP CP  
(614) 362-7432  
sgross@hullinc.com

[www.ohiobrownfields.com](http://www.ohiobrownfields.com)



**HULL**  
Environment / Energy / Infrastructure

**HULL**  
Environment / Energy / Infrastructure





**15-Minute Break**  
**Next Session begins at**  
**11:30 a.m.**

**October 27, 2021**

Statewide Association of Community and Economic Development Organizations

# DISABILITY ADVOCATES IN THE TIME OF COVID

- Mara Layne, Maximum Accessible Housing of Ohio (MAHO)
- Beth Glas, Anderson Center for Accessible Living

# DISABILITY ADVOCACY IN THE TIME OF COVID-19

Beth Glas & Mara Layne

MAXIMUM ACCESSIBLE HOUSING OF OHIO



## WHO WE ARE

Maximum Accessible Housing of Ohio (MAHO) advances accessibility, independence, and inclusion in homes and communities.

We fulfill our mission through two programs:



The [Anderson Center for Accessible Living](#) promotes accessibility—in our homes and in our communities—through education and advocacy.



The [Vistas Apartment Communities](#) provide accessible and affordable housing in Northeast Ohio.

# ADVOCACY BASICS



- Disability inclusion
  - Individuals with disabilities have the opportunity to participate in every aspect of life to the fullest extent possible.
- Access
  - Effective communication
  - Accessible architecture and infrastructure
  - Accommodations
- Etiquette
  - [Unitedspinal.org](http://Unitedspinal.org)
  - Change with society
  - NEVER ASSUME





## FULL ACCESS VS ADA ACCESS

Designed with people with disabilities in mind

Function BEFORE Form

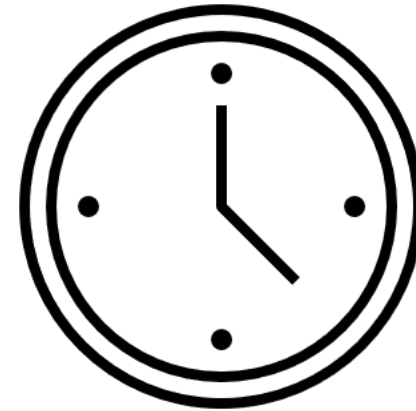
Investing in the future needs of a population

Going beyond the standard requirements



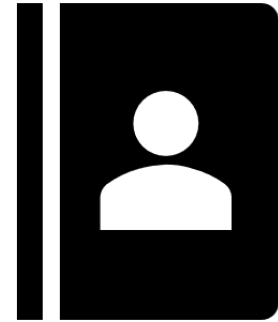
## CHANGES DUE TO COVID-19

- Time
  - Communicate early and often
  - Extending deadlines
  - Shorter content



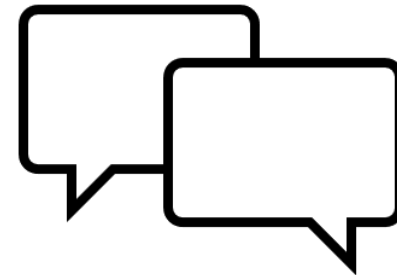
## CHANGES DUE TO COVID-19

- Preemptive Accommodations
  - Utilize registration!
    - “Do you have any accessibility needs?”
    - “Do you need accessibility accommodations?”



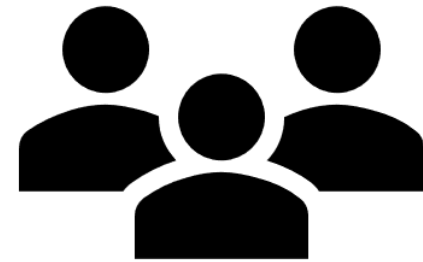
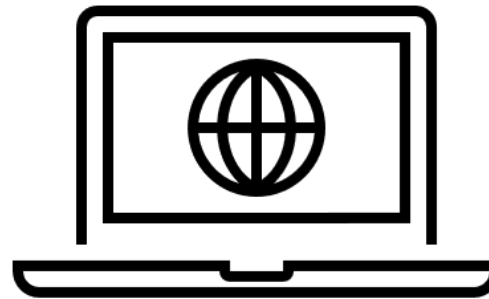
## CHANGES DUE TO COVID-19

- Language
  - Disability services or Accessibility services?
  - Modification or Accommodation?



## CHANGES DUE TO COVID-19

- Location
  - Hybrid IS the new normal
  - Invest in flexibility





QUESTIONS?

CONTACT US!

Beth Glas, Vice President

Mara Layne, Outreach Coordinator

Email: [Anderson@mahohio.org](mailto:Anderson@mahohio.org)

Phone: 216.231.0990

Visit: [Maxhousing.org](http://Maxhousing.org)



# Business Meeting

October 27, 2021

Statewide Association of Community and Economic Development Organizations

# OCCD BUSINESS MEETING

- Call to Order
- Committee Reports
  - Membership – Dawn Fish
  - Sessions & Training – Terri Fetherolf
  - State Programs – Nikki Reese
  - Legislative – Steve Torsell
  - Finance – Dawn Fish



# OCCD BUSINESS MEETING

- Opportunity for Engagement
  - Strategic Plan Committee/Subcommittees
  - OCCD Standing Committees
    - Membership
    - Sessions & Training Programs
    - State Programs
    - Legislative
    - Finance

*If you are interested  
in participating in one  
of the committees,  
please contact  
Patricia Richards at  
[office@occd.org](mailto:office@occd.org)*

# OCCD BUSINESS MEETING

- OCCD Foundation
  - Lucie McMahon
- Adjournment



**Thank you for attending the  
OCCCD Fall Quarterly Meeting.**

*You will receive an email invitation for Day 2  
later this afternoon.*