



20 YEARS OF



2003 - 2023







Twenty years ago, Urban Land Conservancy's founders recognized the historical inequities in the metro Denver real estate market.

They realized that a nonprofit with expertise in community-driven, real estate could offer affordability by preserving land or buildings in ways designed to benefit communities.

ULC set out in many of Denver's historically redlined neighborhoods with an "in-placement" strategy to counter involuntary displacement. (See map on p. 12.) In this report, you will read about our impact in many of those neighborhoods.

ULC's success is the result of creativity, flexibility, prompt action and calculated risk. We have been entrepreneurial, nimble and innovative, creating tools critical to our success like the Metro Denver Impact Facility (MDIF), which focuses on combating the real estate affordability crisis in the Denver region by providing access to low-cost capital.

We've built strong partnerships with local neighborhoods, as well as with nonprofit, philanthropic, governmental, financial and real estate organizations. Further, ULC has received generous donations of land and buildings from donors who have trusted us to protect and develop permanently affordable communities.

Denver and the Front Range need affordable housing now more than ever. ULC's place-based approach is one proven solution, and we're working harder than ever to positively impact lives and communities in Colorado. We will continue to lead with our values, including deepening our focus on anti-racist practices and environmental sustainability.

Partnerships with like-minded people and organizations are critical to our success. We hope you'll join us as we continue to create and preserve affordable neighborhoods that are strong, diverse, catalyzing, healthy, vibrant and sustainable. Remember, our success is only ours if it's shared by the community we serve.



Dawn Bookhardt BOARD CHAIR

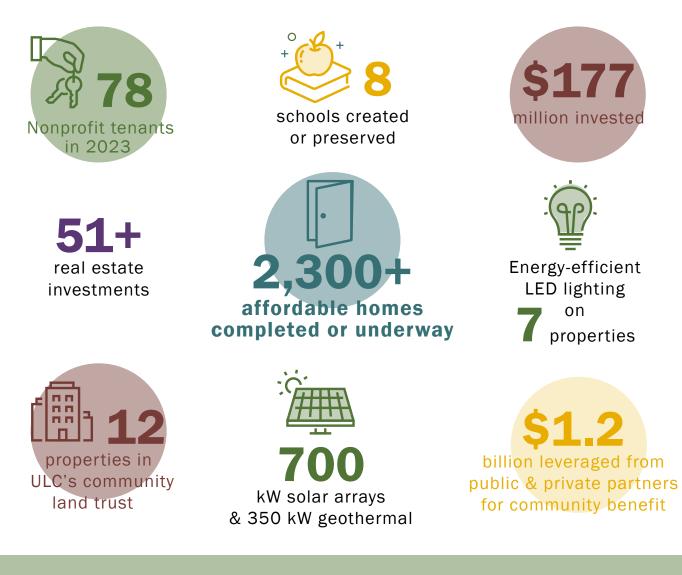
Aaron Miripól PRESIDENT & CEO





Dawn Bookhardt, board chair and Aaron Miripol, president and CEO.

20 YEARS OF IMPACT



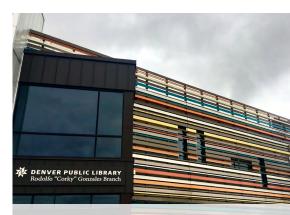
Market rate rents vs. **ULC commercial rents***







Work Options offers free culinary job training at Mosaic Community Campus.



The Rodolfo "Corky" Gonzales Library at ULC's Mile High Vista site.



The Social Enterprise Foundry in Sun Valley gets rooftop solar in 2023.





The Vickers Boys & Girls Club is located at ULC's Holly Square campus in Northeast Park Hill.



ULC staff at a strategic planning event.



ULC partnered with Medici Communities to deliver Evans Station Lofts – 50 affordable homes on RTD's D Line.

THE "IN-PLACEMENT" SOLUTION

ULC Community Land Trusts

In the United States, land ownership translates to wealth that is transferable between generations. Because of our nation's history of slavery, segregation, Jim Crow, redlining and gentrification, however, the owning and transferring of land — and hence wealth — is largely predicated on race, with the deck stacked against African Americans and other people of color.

The first community land trust in the United States was New Communities, Inc., born out of the southern Civil Rights Movement in 1969. It was a way to establish land access and wealth for African Americans. Communities across the country adopted the model as they realized its potential for preserving land access for generations. Today there are more than 225 community land trusts in the United States. The Urban Land Conservancy Community Land Trust is proud to be one of them.

ULC was founded on the understanding and concern that rapid growth of urban development often leads to the displacement of families in historically underserved communities, and the erosion of community cohesion. Displacement has an impact for generations, depriving people of access to land — and therefore to power, equity and wealth. Like the movement to conserve nature and open spaces that came first, conservation of urban spaces protects land from detrimental ownerships and impacts, for community benefit.

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It's not a fair playing field for people of color now, but that's nothing new.... If we don't level the playing field, it will never get corrected, and the changes will overwhelm the neighborhood.

The late Geraldine "Gerie" Grimes LONGTIME CEO OF HOPE CENTER

Metro Denver and the Front Range have seen decades of rising population, surging property values and escalating rents. To combat these challenges, ULC created an "in-placement" solution. Its nontraditional community land trust preserves affordable real estate, empowers communities and fosters long-term stability. Through this approach, ULC strategically acquires real estate, partnering with nonprofits, developers, neighborhoods, and other mission-aligned organizations to achieve the highest and best use of the improvements, or development rights, for long-term community benefit. Typically, ULC holds the land to counter speculative market-rate developers, partnering with others to create affordable multifamily rental apartments, nonprofit facilities, and other community-serving spaces. Through these partnerships, residents and nonprofits can remain rooted in their neighborhoods, regardless of rising property values.

Many community land trusts in the United States are focused on homeownership in single-family neighborhoods. To address the need for affordable *homeownership* development in Colorado, ULC incubated Elevation Community Land Trust in 2017. It began operating as an independent organization in 2021, and to date has delivered homes in Denver's La Alma Lincoln Park and Five Points neighborhoods, Fort Collins, Durango and more.

ULC's community land trust provides the "in-placement" solution to urban development that empowers communities, fosters stability and ensures that the benefits of land and housing remain accessible to all for generations to come.



Groundbreaking at Mile High Vista. ULC focuses on "in-placement" solutions, meaning the opposite of displacement or gentrification.

ULC's Land Lease

A key component of ULC's approach is the use of its unique land lease a legal mechanism to ensure enduring affordability. ULC engages local communities in planning and strategically using land leases to preserve affordability in neighborhoods facing gentrification and displacement. ULC's land lease involves ULC retaining ownership of land, while offering ownership of the land's improvements (buildings) to organizations that provide a benefit to the community. Conditional use of the land is leased to the building owner for 99 years, with a 99-year renewal option. That means that for 198 years, ULC ensures the land and the buildings on it are used for community benefit.



20 YEARS OF INNOVATION: ACCESS TO CAPITAL

Metro Denver Impact Facility

Funding affordable housing and community space in today's market requires creative solutions. ULC uses innovative funding approaches for maximum impact.

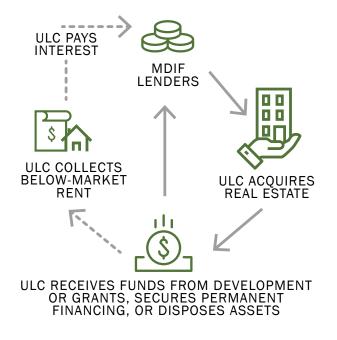
The \$75 million Metro Denver Impact Facility (MDIF) is a revolving source of patient, low-cost capital that aims to combat the region's affordability crisis through the acquisition and preservation of affordable housing, facilities for nonprofits, schools, and spaces that benefit the community.

ULC President and CEO Aaron Miripol felt ULC needed a new loan facility that would be more flexible, longer term and on a bigger scale. "ULC approached us with this big idea and gave us examples of what they've done with past funds," said Amber Hills, president of FirstBank Southwest. "It's certainly the type of lending we're interested in, where there's demonstrable, positive community impact. We're glad to be a part of how much ULC has accomplished with MDIF."

MDIF is supported through a collective of lenders, led by FirstBank, which committed \$37.5 million in a 10-year revolving credit agreement. Other

MDIF partners include the Colorado Division of Housing, Colorado Housing and Finance Authority, Colorado Health Foundation, Gates Family Foundation, Colorado Trust and Gary Community Ventures.

Metro Denver Impact Facility (MDIF)



Here's how it works: FirstBank's loan is the principal debt and the bank underwrites each acquisition for all the MDIF lenders. As the creator and sole borrower from the facility, ULC oversees the development plan, the

MDIF has funded more than 15 ULC properties.

Find out which ones on pg. 12 and learn more about them at: urbanlandc.org/metro-denver-impact-facility structure of permanent financing, and the disposition of acquired properties. In most cases, ULC retains ownership of land through a 99-year land lease.

MDIF achieves below-market interest rates by blending discounted bank funds (driven by the Community Reinvestment Act of 1977) with extremely low-cost nonprofit, public and philanthropic dollars. This funding

Black Resilience in Colorado (BRIC) Loan Program

While ULC has been innovative in finding new forms of financing for its own efforts, it also knows that systemic barriers to accessing capital still exist for many organizations, especially nonprofits that serve the Black community.

The BRIC fund began in 2020, offering grants to Black-led and -serving nonprofits to cover costs associated with operations, employee retention, rent and utilities.

In 2021, ULC and BRIC partnered to launch the BRIC Loan Fund. This fund offers low-interest loans to support capital projects and other improvements for qualifying nonprofits across the seven-county Denver region. Since 2021, the BRIC Loan Fund has loaned more than \$175,000.

structure allows for loan terms of up to seven years and up to a 90% loan-tovalue ratio.

MDIF has funded 40% of ULC-owned properties, to the tune of \$81 million. Innovative financing methods like MDIF and others – such as the \$15 million regional TOD Fund and the \$10 million Calvert Facility Fund - allow ULC to deliver on its mission and make a difference in the lives of thousands of Coloradans.

" Working with nonprofit organizations of color for over 25 years.



I have witnessed the stress and financial challenges they endure while working to address the needs of their communities. Access to capital ensures a nonprofit can bring their vision to fruition and have the flexibility to meet unforeseen critical needs. Our partnership with ULC provides unprecedented access to capital opportunities for Black-led and -serving nonprofits.

LaDawn Sullivan DIRECTOR OF BRIC FUND

IMPACT SPOTLIGHT: NORTHEAST PARK HILL

Holly Square

One of ULC's most impactful community land trust investments was the redevelopment of Holly Square in the historically Black neighborhood of Northeast Park Hill. Once a vibrant community hub, the Holly Square Shopping Center was destroyed by arson in 2008.

The following year, ULC, in partnership with Denver's Office of Economic Development, acquired the 2.6-acre site to redevelop it for community use. For ULC. it was essential to ensure that the Black community would lead the reimagining of the site to ensure it fulfilled the neighborhood's needs and vision. ULC, The Denver Foundation's Strengthening Neighborhoods Program, the Hope Center and others formed the Holly Area Redevelopment Project (HARP). HARP gathered input from local residents and hired a local. Black-owned

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The Jack A. Vickers Boys & Girls Club at the Nancy P. Anschutz Center has become a beacon of hope, health and growth. The resources and opportunities kids and teens access would otherwise not be readily available to them if not for the partnership with ULC. The Denver Foundation, the City and County of Denver and HARP. We see our work as leveling the playing field so that all kids have equitable access to the opportunities they need to pursue great futures.



Erin Porteous CEO. BOYS & GIRLS CLUB OF METRO DENVER



ULC's land lease helps to keep costs low for the Boys & Girls Club nonprofit.



The Vickers Boys & Girls Club offers an annual membership of \$2.



The club provides after-school and summer programs.



reported feeling emotionally safe at the Vickers Boys & Girls Club

planning group, Community by Design, to help architect the Holly Square redevelopment.

Today, after nearly \$15 million in direct investment, this site is once again a thriving neighborhood hub designed by and for the Northeast Park Hill community.

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Owning our building has been a Community member receiving game changer. We entered into a lease with purchase option with ULC in January 2020 and by March, the pandemic shuttered everything. Because we owned our facility, we were able to step forward in service that would never have been allowed to at our former location. Today we are becoming a community hub, regularly hosting health education events, screenings and community meetings. We're proud to be viewed as a trusted and safe space for the Black community. 33

Deidre Johnson CEO AND EXECUTIVE DIRECTOR, CENTER FOR AFRICAN AMERICAN HEALTH



It is home to the Boys & Girls Club, an outdoor gathering space complete with solar evening lighting, and the Center for African American Health, which purchased its building from ULC in 2021.

Not only did the investment in Holly Square help heal the loss of an important neighborhood landmark, but it now supports the expansion of services to underserved children, teens and the Black community, providing residents with a safe place to learn, grow, gather and succeed. To ensure the neighborhood's vision will live on, ULC holds the land in a 99-year land lease which will continue to provide affordable spaces for nonprofit partners.



services at the Center for African American Health at Holly Square.







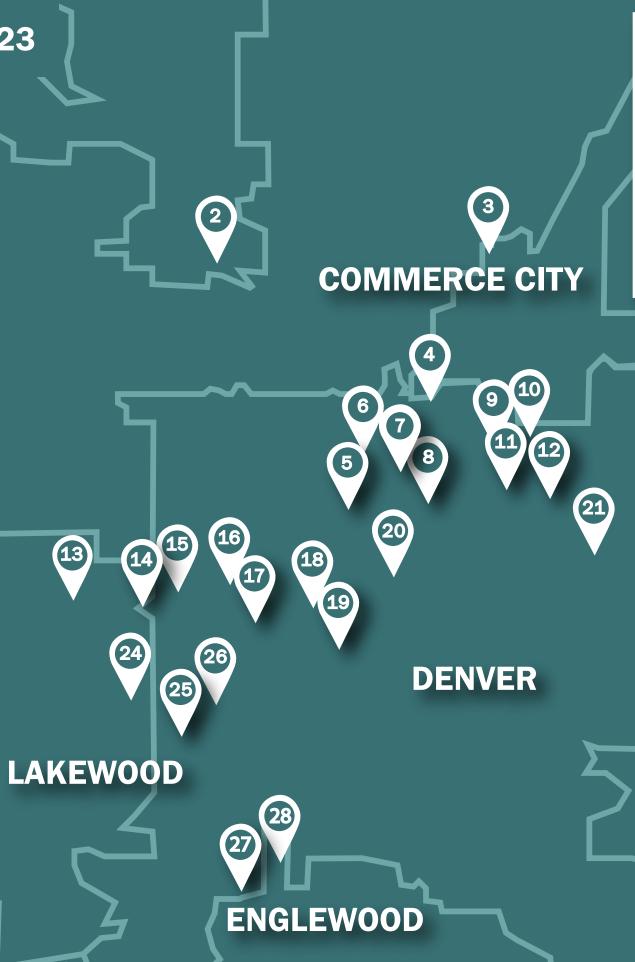
Mapped properties are either ULC-owned, in a ULC land trust, or in other ways compelled by ULC to provide community benefit. To view ULC's complete portfolio since 2003, visit urbanlandc.org.

Map Key

- * MDIF funded
- Affordable housing (current & future)
- Commercial space
- Education
- Campus

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IMPACT REPORT



IMPACT SPOTLIGHT: WEST COLFAX

Mile High Vista



Avondale <mark>re</mark>sident in his apartmen<mark>t</mark> at Mile High Vista.

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ULC was tackling affordable housing before gentrification came to the neighborhood, knowing it eventually would. West Colfax has always been diverse in culture and ethnicity, but Mile High Vista and the Irving development allow for income diversity too.



Dan Shah

EXECUTIVE DIRECTOR, COLFAX BUSINESS IMPROVEMENT DISTRICT



In 2011, ULC purchased two acres of land at Colfax Avenue and Irving Street because of its proximity to amenities, schools and transit — specifically the high-frequency Colfax bus line and RTD's W Line light rail corridor. ULC knew the fast-gentrifying neighborhood needed community-serving spaces and more affordable housing to anchor longtime residents to the land.

Because Colfax was a main corridor through Denver before I-70 was built, the land at Mile High Vista had decades of pollution. Using city and federal grant dollars and low-interest debt, ULC funded an extensive brownfield cleanup as well as an underground stormwater detention vault for waterquality management, improving the environmental landscape and paving the way for redevelopment.

The development direction of Mile High Vista has adapted to the changing needs of the neighborhood. Today, Mile High Vista features the Rodolfo "Corky" Gonzales Library and the Avondale Apartments — 80 affordable one-, two- and three-bedroom apartments, plus commercial space, developed by Del Norte Neighborhood Development Corporation. All homes at Avondale are set aside for residents earning below 60% of area median income (AMI).

Up next for Mile High Vista is the Irving at Mile High. ULC was awarded low-income housing tax credits to deliver 102 permanently affordable apartments to households making 20-80% AMI. BIPOC-led Studio Completiva is ULC's longtime architecture partner on the project. Housed on-site, Studio Completiva is focused on complementing the Avondale design and adding energyefficient upgrades, ensuring future residents have access to sustainability offerings not typically available to affordable-housing residents.

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ULC has this broader perspective when it comes to neighborhood revitalization and really works with the community to understand what is right for them. They are one of the few who have done redevelopments that are more than just affordable housing. I personally championed this development when I was at the city because it took a site that was underutilized and turned it into a valuable resource.

BETH TRUBY

FORMER NEIGHBORHOOD DEVELOPMENT PROGRAM MANAGER, CITY AND COUNTY OF DENVER





IMPACT SPOTLIGHT: WESTWOOD

Thriftway Pocket Park & Meade Street Gardens

Over the years, the Westwood neighborhood in Denver has faced neglect and disinvestment. It has historically lacked infrastructure — including transit, basic amenities, access to healthy food and safe spaces. In the majority-Latino neighborhood, 62% of families speak Spanish at home and 30% of the population still lives in poverty.

ULC began a long-term partnership with the Morrison Road corridor's BuCu West Development Association in 2009 to co-create community-driven solutions that ULC could support through its real estate expertise and resources.



Inda, outreach coordinator and community promotora at Re:Vision, educates visitors on traditional mole ingredients.



Re:Vision Mole Festival 2023.



ULC delivered Thriftway Pocket Park in response to community input.



Cultura Chocolate is located at the Re:Vision RISE Westwood campus.

The Thriftway Building on Morrison Road in Westwood was once a place that provided goods and services; over time, it was abandoned, and Westwood residents identified it as an unsafe site. With support from the Trust for Public Land, ULC bought the building in 2014 and demolished it. Westwood Unidos, a Latino resident collaborative, led a visioning process that found the community was eager for spaces for healthy activities and congregation. Thus, in 2017, ULC built and opened the Thriftway Pocket Park with a futsal court and playground. Anchoring a park in Westwood has spurred investment nearby, including high-density affordable housing and a future city rec center. The community will drive ULC's long-term plans for the site.

In 2022, ULC collaborated with local nonprofit Re:Vision to bring affordable commercial space to Re:Vision's RISE Westwood campus, where Re:Vision develops resident leaders, cultivates community food systems, and has catalyzed access to organic, nutritious produce. RISE Westwood is home to eight Latino-owned small businesses and three other nonprofits. The new housing development will join Re:Vision's community center, artisan retail space, culinary space, and urban farm to form Meade Street Gardens, a place where residents will find opportunities to thrive in food, health, and economic abundance for generations to come.





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We worked with ULC to create a partnership involving the community to have more of a sav in future public projects. As much as ULC is a leader in preserving real estate for nonprofits and keeping it affordable across the city, they're also great partners. They leverage their reputation to keep fighting for Westwood and when the community advocated for the Thriftway site to be used for something better, ULC heard, and now it's a neighborhood park.

José Esparza EXECUTIVE DIRECTOR, BUCU WEST

IMPACT SPOTLIGHT: CAMPUSES

The possibilities are endless

Campuses allow communities to reimagine how to engage with existing buildings, with an abundance of options on expansive acreage. For ULC, acquiring campuses means preserving historic buildings, architecture and land – but it also means connecting surrounding communities, giving people new ways to feel welcome in their own neighborhoods. The size of a campus allows for more communitydesigned spaces, giving local residents who wouldn't normally have access to services and features the ability to participate and benefit. Most ULC campus properties are protected under ULC land leases.



Mosaic Community Campus.

30 ACRES

2 ACRES

13 ¹/2 ACRES

Mosaic Community Campus

2 ¹/₂ ACRES Holly Square

48 TOTAL CAMPUS ACRES IN ULC'S LAND TRUST

Tennyson Center for Children

Tennyson Center for Children in north Denver has a more than 100year history serving Colorado's most vulnerable children and families. The acquisition of Tennyson Center was ULC's first real estate transaction. In 2005, a local foundation purchased the historic four-acre campus and donated it to ULC to ensure the center's preservation and continued use as a school. Tennyson Center occupies a full block in the West Highland neighborhood, where property values have escalated dramatically. In 2011, ULC sold the campus back to Tennyson Center for the original purchase price, with a provision that ensures its continued use for education.

Today, Tennyson Center provides child and family therapy, parenting support, behavior management and more. The combination of social, emotional, behavioral and academic learning helps 92% of Tennyson students return to their neighborhood schools. ULC purchased and preserved the property without taxpayer dollars, illustrating how ULC is able to maintain vital real estate for community benefit. Tennyson Center was the first of many commitments that ULC made to education and historic preservation, demonstrating how a nonprofit could compete in a for-profit real estate market.



Oxford Vista

The Oxford Vista campus in southwest Aurora has more than 158,000 square feet within its 10 buildings, including dormitories, a recreation center with a pool, free-standing cottages, a gym, an auditorium, a large commercial kitchen and more.

In 2018, Excelsior Youth Center donated the 30-acre campus to ULC to ensure the property remains under the ownership of a mission-minded organization that would preserve the campus for educational and community use.

Local nonprofit Family Tree leases four buildings from ULC and provides housing and wraparound services for families experiencing homelessness. Today, in three of the buildings, Family



Knowing that there is a pathway for us to own the title and deed to the buildings we are leasing is something we certainly want. It will be instrumental in us being able to serve more families who need support.

Scott Shields CEO OF FAMILY TREE

Tree operates an early childhood center and provides office space for partner organizations serving families. The fourth will include residential space for families experiencing homelessness.

The Divine Dynasty Youth Center also operates on the campus. Divine Dynasty promotes character-building, teamwork, continued education, community involvement and healthy choices for youth.

In the next few years, ULC will partner with these and other organizations to further development of the campus for affordable housing, community services and more.



Family Tree GOALS clients attend a ribbon cutting. Photo credit Heather M. Smith.

To demonstrate its commitment to Oxford Vista tenants, in 2019 ULC launched an ambitious effort to update heating, cooling and environmental systems that were original to 1968. The energy-efficiency and renewable energy upgrades include a 440-kilowatt solar array and a geothermal heating and cooling system to serve 85,000 square feet of office and dormitory space. This portion of the campus is now operating at net-positive electric, meaning the renewable energy sources provide more than enough energy to power the building. The surplus electricity is sold back to the utility company.

Solar panels at Oxford Vista

Loretto Heights

The 72-acre Loretto Heights campus in Harvey Park South occupies one of the highest pieces of ground in Denver. It was home to various schools and universities for more than a century until 2015 when declining enrollment shuttered the campus. Westside Investment Partners bought the campus in 2018, and has sold parts of it to community-minded organizations including ULC and the City and County of Denver.

In 2022, the local nonprofit Commún approached ULC about buying Machebeuf Hall at Loretto Heights. Commún runs programs focused on mental health, job training, youth development, urban agriculture and more. Commún's fiscal sponsor - the Barton Institute for Community Action, led by a former ULC board member – advocated for ULC's assistance in securing the 40,000-square-foot Machebeuf Hall as a future community center and hub for Commún's varied programs.

Commún now has control of Machebeuf Hall through a multi-year lease and an option to purchase the building. Commún is focused on ensuring its programs and spaces — including Machebeuf Hall's renovations – are being designed by residents who live and work in the surrounding community and know firsthand the issues affecting their neighborhoods. It was this commitment to community leadership that motivated ULC to partner with Commún.



members gather at Machebeuf Hall on the Loretto Heights campus.

This space will allow us to expand our programming and services. We have goals to grow our mental health programming, job training, community organizing and our donation-based grocery store. There is also a commercial kitchen, so we plan to offer a small, food-business incubator and a job-training coffee shop for teenagers. "

Margaret Brugger EXECUTIVE DIRECTOR, COMMÚN



Mosaic Community Campus

What today is known as the Mosaic Community Campus occupies 25 acres at the edges of the South Park Hill and East Colfax neighborhoods. Originally the Colorado Women's College, then the University of Denver's law school, and later Johnson and Wales University, the campus features historic buildings and generous green spaces.



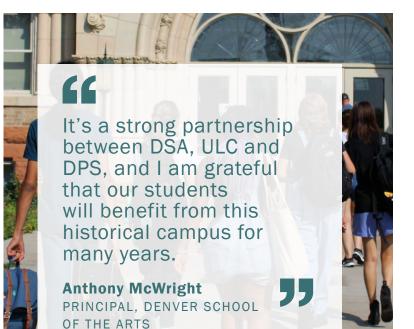
Denver School of the Arts students performing at the Mosaic Block Party.

The Mosaic Community Campus is one of ULC's most ambitious acquisitions to date. It involved navigating complex logistics with Denver Public Schools (DPS) and the Denver Housing Authority (DHA) – each of which now owns a portion of the campus. Ultimately the partners agreed that although they would own different parts of the site, Mosaic would operate as a true campus without fences.

Driving the concept was Denver School of the Arts (DSA) Principal Anthony McWright. McWright saw value in repurposing existing educational space to increase DSA's enrollment and help diversify its

student body – all at a quarter of the cost of building a new campus. ULC bought the entire campus and immediately sold the south campus to DHA and the west campus to DPS. ULC retained the east campus, encompassing 13.5 acres of land and seven buildings. ULC retains ownership of the east campus land under the buildings via land leases, giving ULC the right to dictate the use of the buildings for community benefit. Nonprofit affordable housing developer Archway Communities bought four east-campus buildings from ULC and is converting 400 dorm rooms into 154 permanently affordable apartments. The private K-8 St. Elizabeth's School and the nonprofit smallbusiness incubator Kitchen Network are leasing the remaining three buildings.

With a unique blend of educational, housing, workforce-development and economic development services and programs, the campus now opens its doors to a wide range of neighborhood residents who previously never visited it.





Dawn Bookhardt BOARD CHAIR

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MISSION

ULC preserves, develops, stewards and manages permanently affordable real estate to positively impact lives and communities in Colorado.



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