



DEVELOPMENT DAY

HLB Annual Builder & Developer Procurement

www.houstonlandbank.org



Housing



Parks &
Public Spaces



Conservation &
Resiliency



Economic
Development



Food Access
Solutions



HLB BUILDER: 5TH WARD REDEVELOPMENT CORPORATION

**SINCE 1999, OVER 300 LAND BANKS
HAVE BEEN CREATED NATIONWIDE**



LAND BANKS RESPOND TO THE



COMMUNITIES THEY SERVE.

HOW LAND BANKS WORK

Acquisition

Land banks acquire vacant, abandoned, or tax-delinquent properties through foreclosure, donation, or purchase.

Transfer

Land banks transfer properties to new owners for productive use aligned with community goals.



Clear Title

They resolve complex title issues that often prevent redevelopment of problem properties.

Rehabilitation

Properties may be demolished, rehabilitated, or held for future development based on community needs.

PATHWAY TO RFQ SUCCESS

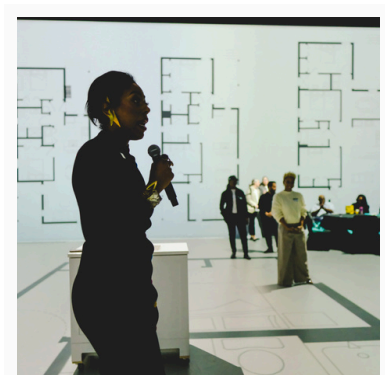
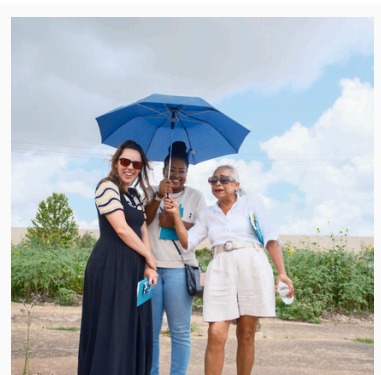
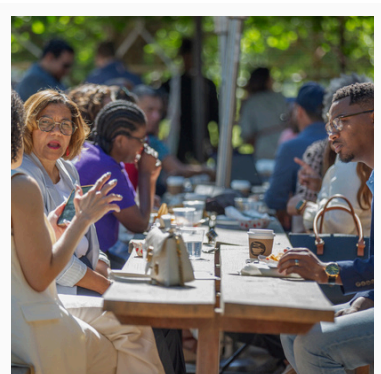
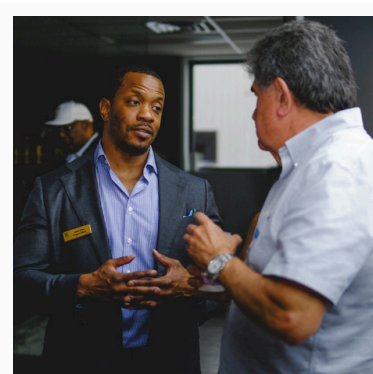
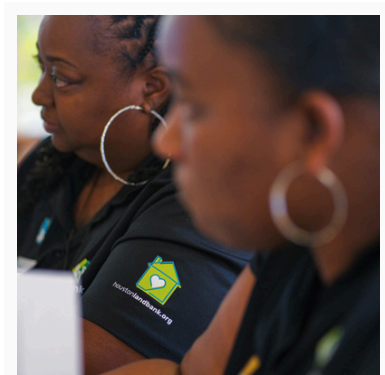
Sign up to be notified when
Builders /Developers RFQ is live
October 10, 2025



Submit qualifications and supporting documents
for desired Builder Category by the deadline
No Later than November 7, 2025 5pm CST

Review all RFQ requirements
and identify any items that
you need further clarity on.
Deadline for written Q & A
submission
October 24, 2025

Builder RFQ Board Consideration &
Notification of Eligibility
December 2025



Our Story

1999 - The City of Houston establishes the Land Assemblage Redevelopment Authority (LARA) to initiate the transformation of tax-foreclosed properties into affordable housing.

2018 - The Houston Land Bank (HLB) is formed as a Local Government Nonprofit Corporation, taking over from the LARA program to continue the conversion of properties into affordable housing while expanding its focus on community-driven objectives.

2021 - The enactment of Texas Senate Bill 1679 enhances the authority of land banks like HLB, enabling them to acquire and redevelop properties more effectively, clear titles, maintain properties as tax-exempt, and access various funding sources.

2022 - The HLB fund is established as a 501(c)(3) Nonprofit Organization to diversify funding sources for HLB.

Our focus areas:



Housing



Parks &
Public Spaces



Conservation &
Resiliency



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Development



Food Access
Solutions



Our Mission

The Houston Land Bank's mission is to strategically acquire, dispose of, and steward vacant, abandoned, and damaged properties, convey them to productive use, and catalyze transformative community and economic development for the City of Houston.



Acquires Vacant
Abandoned
Delapidated Land



Maintain
Property



Facilitate Development
by Partners



Our Impact

over
1000

Affordable
homes sold
since 2001

over

\$125 Mil

in property value
reactivated since
2018

over

\$3 Mil

to support local
minority & small
business since
2018

over

\$5 Mil

in land subsidies to
builders and developers
since 2018

HLB PROFESSIONAL SERVICES

Pre-Development

- 

Community Engagement
- 

Market & Feasibility Studies
- 

Land Assemblage & Banking
- 

Proforma Analysis
- 

Environmental Review & Screening
- 

Master Planning

Construction & Disposition

- 

Master Developer
- 

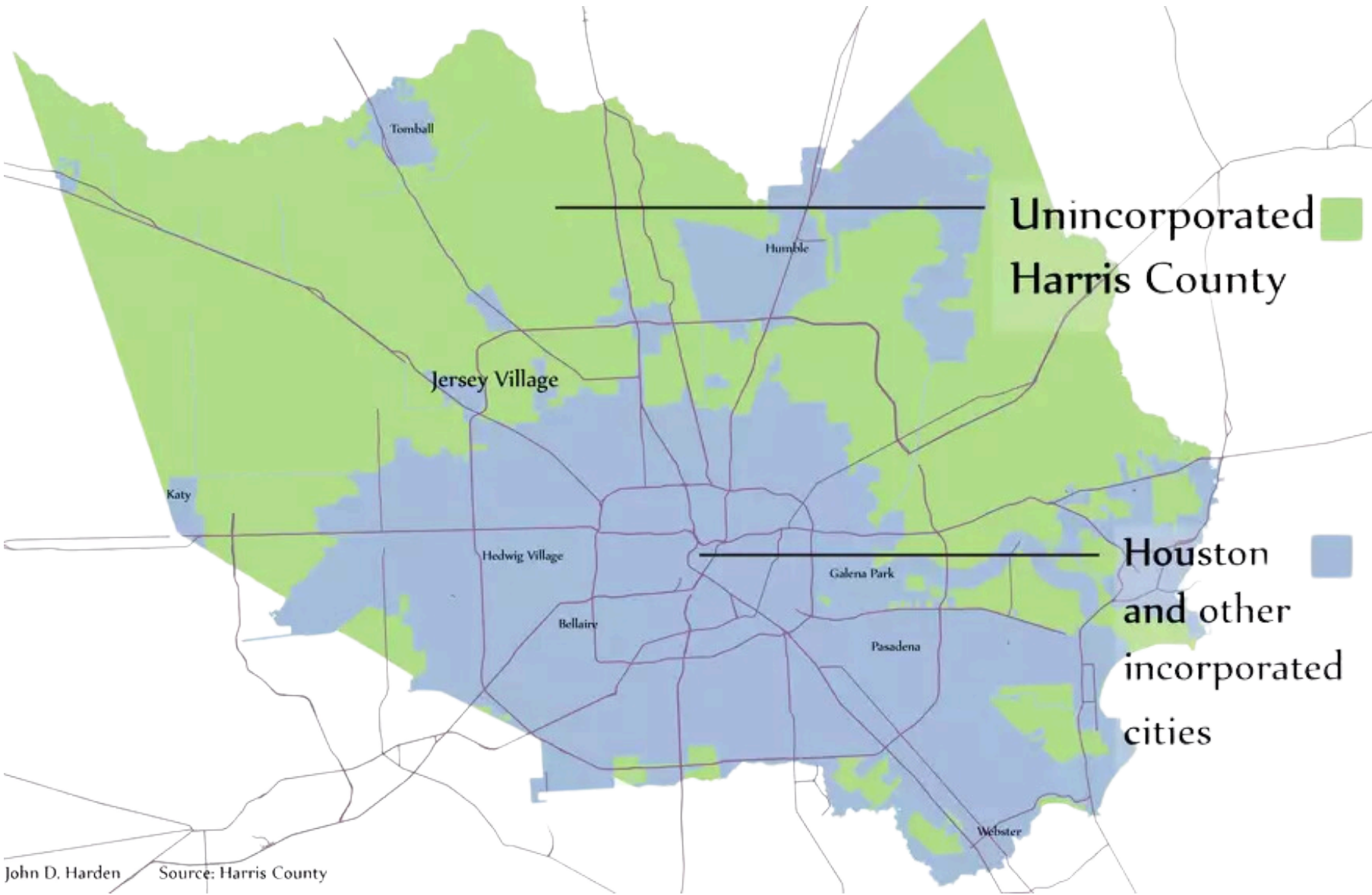
Lot & Home Disposition

Operations

- 

Asset Management
- 

Property Management



HLB was established in 2019 to serve the City of Houston limits. As of August 2025, HLB will expanded its services to Harris County

HLB AFFORDABLE HOUSING PROGRAMS

Affordable homes on vacant land across Houston

Traditional Homebuyer Program



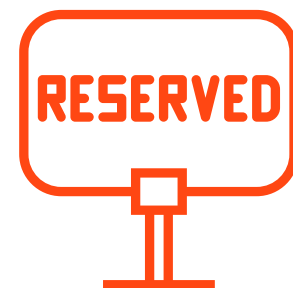
Approved builders and developers can obtain land at 50% to 90% below market value.

A Home is Created by Builder/Developer with Price Cap

HLB assists in managing home sales.

Eligible Homeowner buys home (120% of Area Median Income)

New Home Development Program (NHDP)



HCDD activates a reserved lot or acquires a lot from HLB.

HCDD builders construct homes

HLB manages home and home sale

Eligible homeowner buys home (80% of AMI)

HLB BROWNFIELDS

Program



WHAT ARE BROWNFIELDS?

"A brownfield is a property, the expansion, redevelopment, or reuse of which may be **complicated by the presence or potential presence** of a hazardous substance, pollutant, or contaminant."

~U.S. EPA

WHAT DOES HLB DO?

The mission of the Houston Land Bank (HLB) is to strategically acquire, dispose, and steward vacant, abandoned, and damaged properties into productive use and to catalyze transformative community and economic development for the City of Houston, including brownfields. Brownfields can cause many issues in a community and are often difficult to redevelop because of the cost and liability associated with environmental contamination.



HLB test potential
brownfield

+



EPA rules land as
a brownfield

+



HLB takes needed
corrective action

=



HLB stewards new
phase of land use and
development

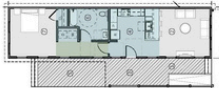
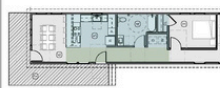
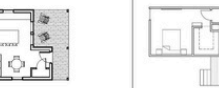
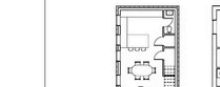
Neighborhood Advisory *Committee*

The Neighborhood Advisory Committee (NAC) serves as a bridge between HLB and Houston communities, ensuring that redevelopment efforts align with residents' needs and aspirations. The NAC's vision is to foster inclusive, sustainable, and vibrant neighborhoods through active community engagement and equitable development practices



Finding Home Initiative



1 BEDROOM				
 BETSY 1 bed / 1 bath GSM	 ALICE 1 bed / 1 bath GSM	 JUNIPER 1 bed / 1 bath AT	 SUNFLOWER 1 bed / 1 bath AT	 SPARROW 1 bed / 1 bath UB
 CARLOS 1 bed / 1 bath GSM	 DRYDEN 1 bed / 1 bath GSM	 SAGE 1/1.5 1 bed / 1.5 bath AT	 PRAIRIE GRASS 2 bed / 1 bath AT	 SYLVIA 2/1 1 bed / 1 bath RS
2 BEDROOM				
 BUSTER 2 bed / 1 bath RS	 ROSEWOOD 2 bed / 2 bath AT	 EVEREST 2 bed / 2 bath GSM	 SYLVIA 2/2 2 bed / 2 bath RS	 SANDPIPER 2 bed / 2 bath UB
 PHOENIX 2 bed / 2 bath UB	 SAGE 2/2.5 2 bed / 2.5 bath AT	 OLIVE 2 bed / 1.5 bath AT	 COTTONWOOD 2 bed / 2.5 bath AT	 SYLVIA 3/2 3 bed / 2 bath RS
3 BEDROOM				
■ UltraBarrio (UB) ■ Rural Studio (RS) ■ Architangent (AT) ■ GSMA (GSM)				



The Finding Home Initiative by the Houston Land Bank aims to enhance affordable, resilient homeownership and promote community stability and generational wealth. In collaboration with the Houston Community Land Trust and supported by various organizations, it employs innovative financing, sustainable design, and disaster-resilient construction to ensure long-term affordability.

Our Partners



Fannie Mae



SMART HOME
AMERICA



KEY HTX

RURAL
STUDIO

GSMA

ULTRA
BARRIO

ARCHITANGENT

CenterPoint
Energy

FORTIFIED HOME

Training



The Houston Land Bank, through the Finding Home Initiative, has collaborated with IBHS and Smart Home America to provide free FORTIFIED™ Home training for HLB builders and one roofer. This initiative aims to enhance Houston's affordable housing with resilience standards. Training includes certifications that align with HLB's sustainability goals, such as FORTIFIED Gold roofs and Zero Energy Ready standards. Supported by Fannie Mae and others, this partnership ensures HLB homes are affordable, safer, and better equipped to handle Houston's climate risks while developing local builders' capacities.







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Builder Categories



Master Community Builder: Capacity to support development of small to mid-size development districts in larger geographic areas or on larger parcels, based on track record of completed clusters of single-family homes, and demonstrated business



Established Builder: Capacity for building on 5-10+ units on separate land parcels at the same time, based on track record, and demonstrated business experience of more than five years with the applying company and at least ten (10) successfully completed “ground up” residential projects.



Startup Builder: Capacity for building on 1-4 units on separate land parcels at a time. Demonstrated successful business experience of completing At Least three (3) “ground up” residential construction projects (or of comparable size and scope subject to review) and at least two years with the applying company or entity. If “Start-Up Builder” is a new entity or partnership one of the managing partners, responsible for construction operations, will be required to clearly demonstrate the same required experience.



Non-Traditional Builder: Capacity and demonstrated experience building with alternative building methods that differ from mainstream residential or commercial construction. Including but not limited to using natural building materials, environmental sustainability designs, construction of manufactured or “tiny homes.”



Rehab/Reconstruction services: Capacity and demonstrated experience for rehabbing & reconstructing of single family and multi-family homes.



Neighborhood Commercial Builder: Capacity to build smaller-scale commercial development and be responsive to community needs and plans.

Neighborhood Commercial /Community Facility Builders	Non-Traditional Builder	Rehab Builder	Master Community Builders	Established Builders	Startup Builders
Smaller-scale commercial development or community facilities	Alternative building methods	Rehabbing/reconstructing single-family and multi-family homes	Small to mid-sized development districts on larger parcels or in larger geographic areas	5-10+ units on separate land parcels simultaneously	1-4 units on separate land parcels at a time

HLB ANNUAL BUILDER PROCUREMENT

30 Qualifications

30 Experience and
Track Record

40 Capacity to
Perform

A minimum of 75 points is required to be a HLB builder



COMPLETENESS: PASS OR FAIL



1

Responsiveness of Submittal



2

Qualifications



3

Experience &
Track Record



4

Capacity to Perform

Is the Application Complete?

Submittals must be complete and submitted by the deadline. The required pass/fail documentation includes:

- Cover Letter
- Statement of Qualifications
- Recent Experience
- SOS Good Standing Documents
- Reference Letters on Official Letterhead
- Service Approach
- Financial Statements
- Insurance/Bonding
- Proforma

If the above minimum documentation is not submitted, the response will be deemed non-responsive and will not move forward for review with the committee.

QUALIFICATIONS (30 POINTS):



1

Responsiveness
of Submittal



2

Qualifications



3

Experience &
Track Record



4

Capacity to Preform



- **What services will you provide and what licenses do you hold?**
- **Who is on your team and what are their roles?**
- **What relevant codes, programs, and agencies are you experienced with?**
- **What geographic areas do you serve and how quickly can you mobilize?**
- **What is your organizational chart?**

EXPERIENCE AND TRACK RECORD (30 POINTS):



1

Responsiveness
of Submittal



2

Qualifications



3

Experience &
Track Record



4

Capacity to Preform

Match to the category you are applying for:

- **Say what you built, for whom, and how it performed financially.**
 - Project name, location, role, delivery method
 - Contract value and final cost
 - Planned schedule versus actual completion
 - Highlight the past five years with clear budget and schedule outcomes.
- **Show you can work with LMI buyers.**
 - Number of LMI buyers and areas served
 - Programs used, such as down payment assistance
 - Partnerships with counseling agencies and lenders
- **MWBE and local hire reporting**
 - Meeting MWBE, HUB, or similar goals
 - Target goals and actual results as a percent of total spend
 - List of diverse subs with scopes and amounts
- **Provide 3 Professional references**
 - Project name, role, location, contract value, and dates
 - Quality, schedule, and budget performance
 - Contact name, title, email, and phone

CAPACITY TO PERFORM (40 POINTS):



1

Responsiveness
of Submittal



2

Qualifications



3

Experience &
Track Record



4

Capacity to Perform

- **Say how you will fund mobilization, carry costs, and completion, and show bonding strength**
 - Available working capital
 - Line of credit amount, lender, and availability
 - Recent average monthly cash balance
 - Bonding capacity and aggregate limits and current usage
- **Show you can mobilize quickly and deliver on schedule with quality controls.**
 - Typical start timeline from deed recordation to ground break
 - Standard construction duration by product type
 - Milestones such as permits and inspections
- **Show cost and performance innovations that reduce total cost of ownership**
 - Framing or envelope strategies such as panelized walls or advanced framing
 - Systems such as heat pump water heaters or high efficiency HVAC
- **Sample pro forma for a typical home**
 - Sources such as equity, construction loan, incentives, buyer assistance at closing
 - Uses such as land, site prep, vertical hard costs by trade, soft costs, permits, insurance, contingency, interest carry, sales costs

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YOU MADE IT! NOW WHAT?

Acquire HLB lots below market value through HLB lot sales.



Sell Your Home to Approved Income Buyers



Build Quality, Affordable Homes



Reapply after a period of two years.

RFQ BEST PRACTICES



- Use a single PDF
 - Combine all required items in one bookmarked PDF with a table of contents. Name it HLB_RFQ_2025_FirmName_Category.pdf.
- Follow a clear order
 - Mirror the pass or fail checklist order. Add a one-page checklist as the first page and mark each item included.
- Use an appendix if needed
 - Keep the cover letter to one page and the service approach to three pages. Put resumes, licenses, and lengthy reports in an appendix.
- Prepare Application Early
 - Allow time to review and double-check items
- Submit Questions in advance to allow time to revise
- Connect with existing or former HLB Builders

stellar **BANK**™





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**Thank You to
Our Sponsors**



RESILIENT BUILDING ROUNDTABLE

October 3, 2025

Barriers to Resilient Construction

- 1 **High Upfront Costs and Limited Financing**
- 2 **Limited Consumer Awareness and Demand**
- 3 **Labor Shortages & Workforce Training Gaps**
- 4 **Supply Chain Disruptions & Material Scarcity**

Discussion

- Which are the **top two priority** barriers
 - Are there **other key barriers** to incorporating resilient building features?
-
- Have you **incorporated resilient features** into home construction? What barriers did you encounter?
 - **What works** to address these barriers? **What is not working?**
 - **Where are there gaps?** Which are the most urgent to fill?
 - **What would it take** to make resilient building the standard rather than the exception?



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