

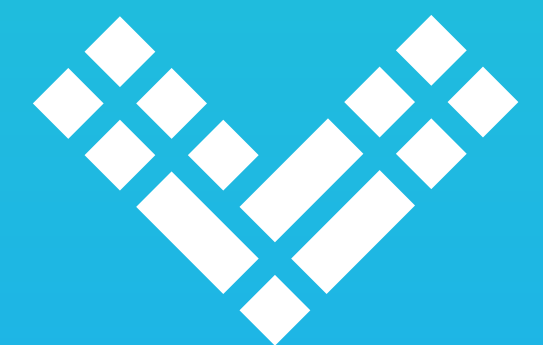
3^e Rendez-vous Collectivités viables

RÉCONCILIER COMMERCE
& DÉVELOPPEMENT
URBAIN DURABLE

10. 05. 2018 – Montréal

#RVCV18

@VivreEnVille



VIVRE EN VILLE

la voie des collectivités viables



City Growth and Retail Math

Joe Minicozzi

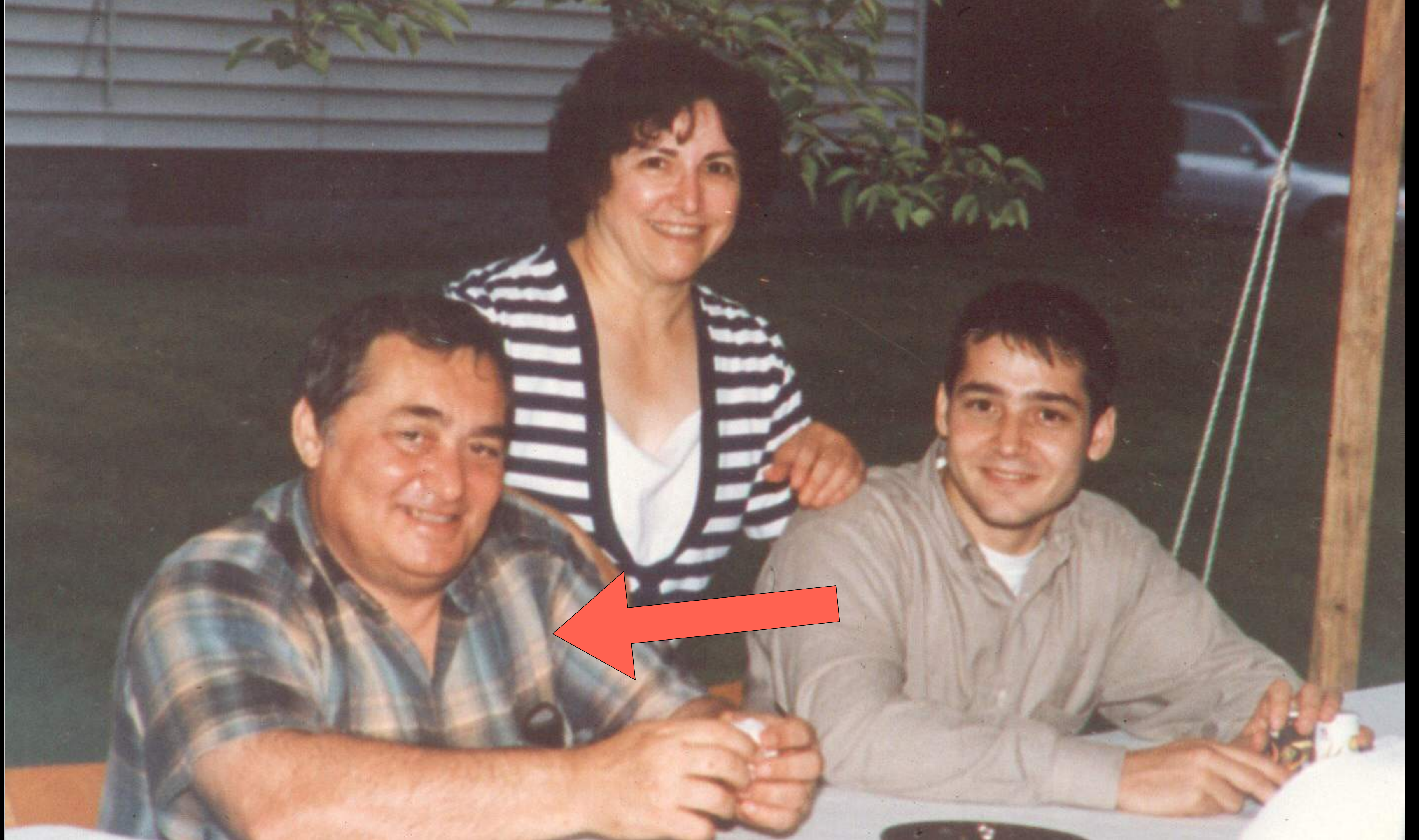
Directeur, Urban3



How We Value the City

Mapping the Dollars and Sense of Land Use Patterns





What are the numbers for Buncombe County?





H

a

Miami





DONT
WALK

P
A
R

29

STATE HOUSE OF THE STATE OF MICHIGAN

WALKWAY



In the 70's and 80's
our downtown died.



Asheville's de facto motto was:

“That will never work here - don't even try.”



Julian Price

1941 - 11/19/2001



the Alternative Reading Room

The Mountain Xpress

Public Interest Projects

Salsa's & Zambras

City Seeds



Urban3



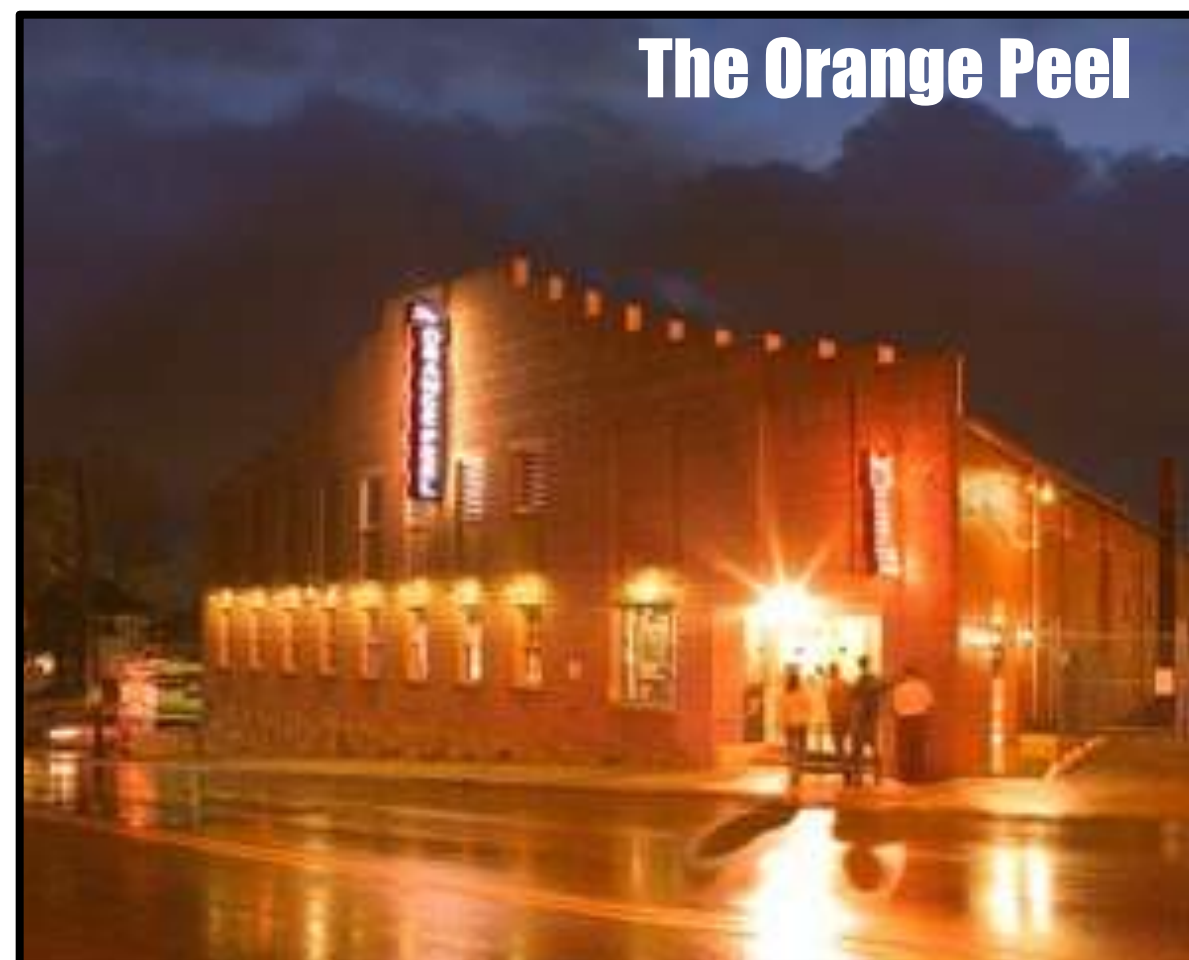
51 Biltmore



Downtown benches



the Dogwood Fund



The Orange Peel

YWCA

The Public Service Building



The Laughing Seed



**In God we trust;
everyone else,
bring data.**

Mayor Michael Bloomberg





Incorporate (in'kôrpə,rāt)

VERB

Constitute (a company, city, or other organization) as a legal corporation.

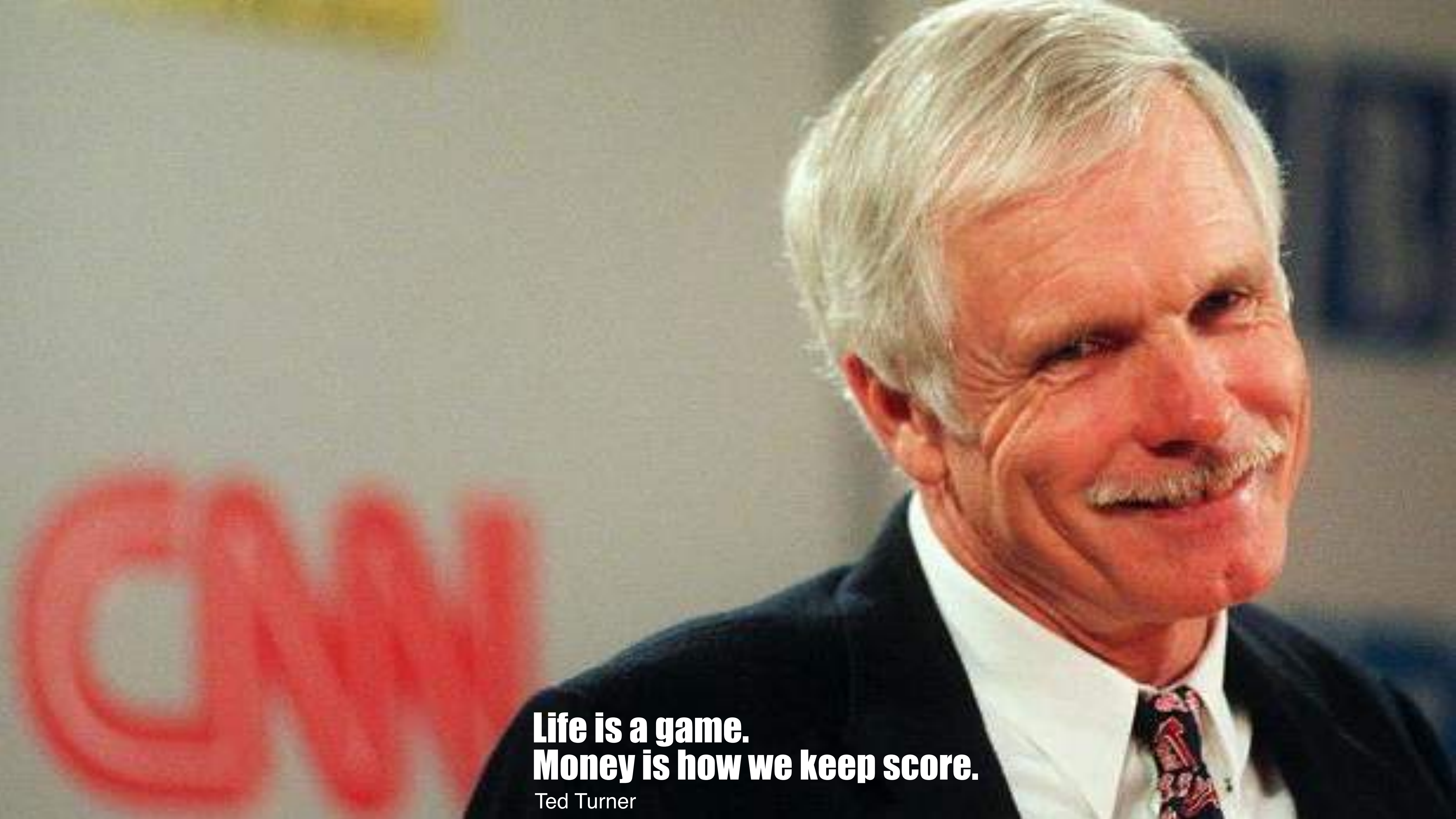
Source: Oxford Dictionary

A photograph of Joe Biden and Stephen Colbert on the set of the Late Show. Joe Biden is seated on the left, wearing a dark suit and a blue and white striped tie. Stephen Colbert is seated on the right, wearing a dark suit and glasses. They are both looking towards each other. The background is a cityscape at night with lights reflecting on water. A blue mug with the 'Late Show' logo is on the table in front of them.

“The United States
is the largest
corporation
in the world.”

Joe Biden

United States Vice President
Late Show: 12/6/2016



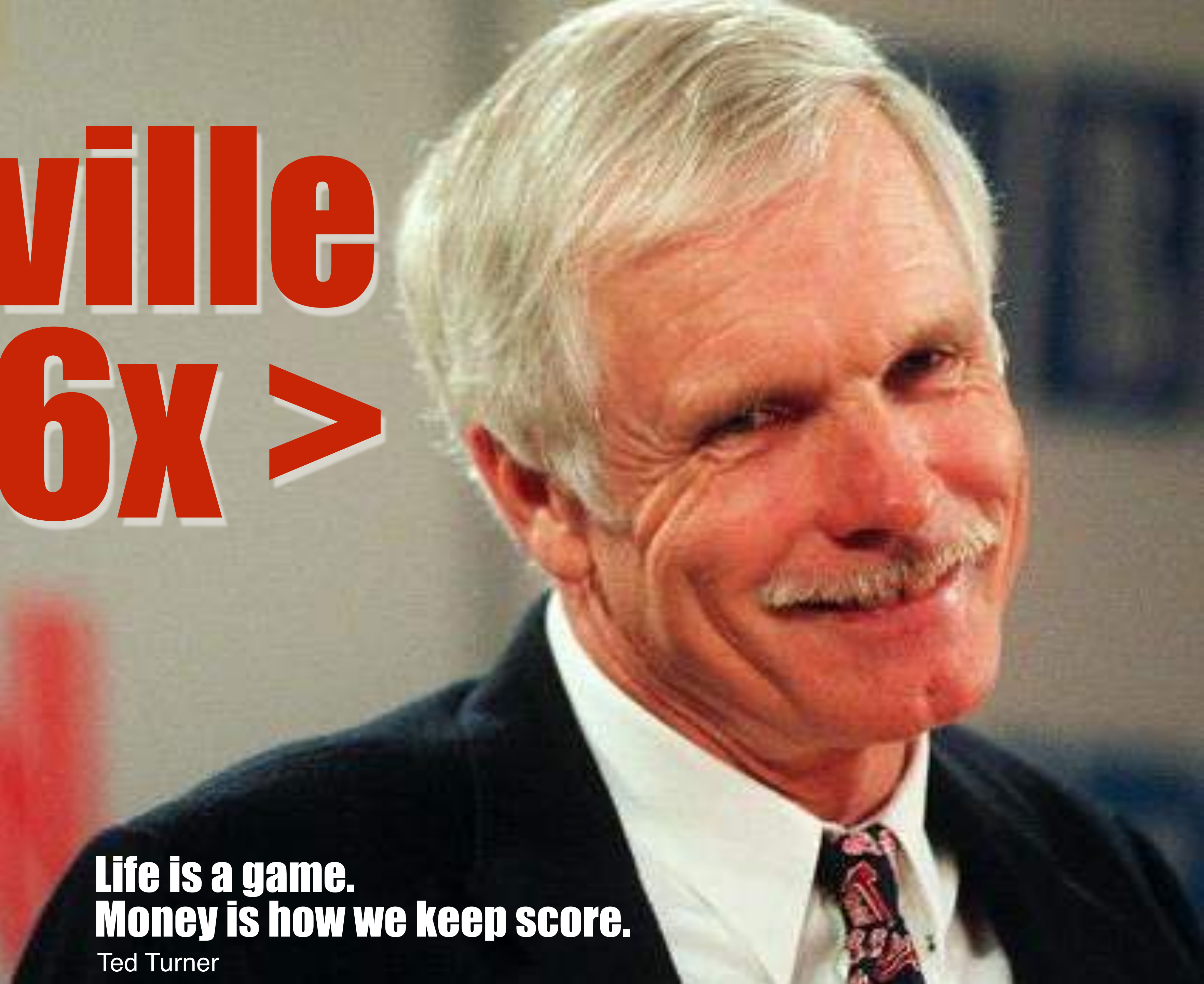
**Life is a game.
Money is how we keep score.**

Ted Turner

Asheville
is 6X >

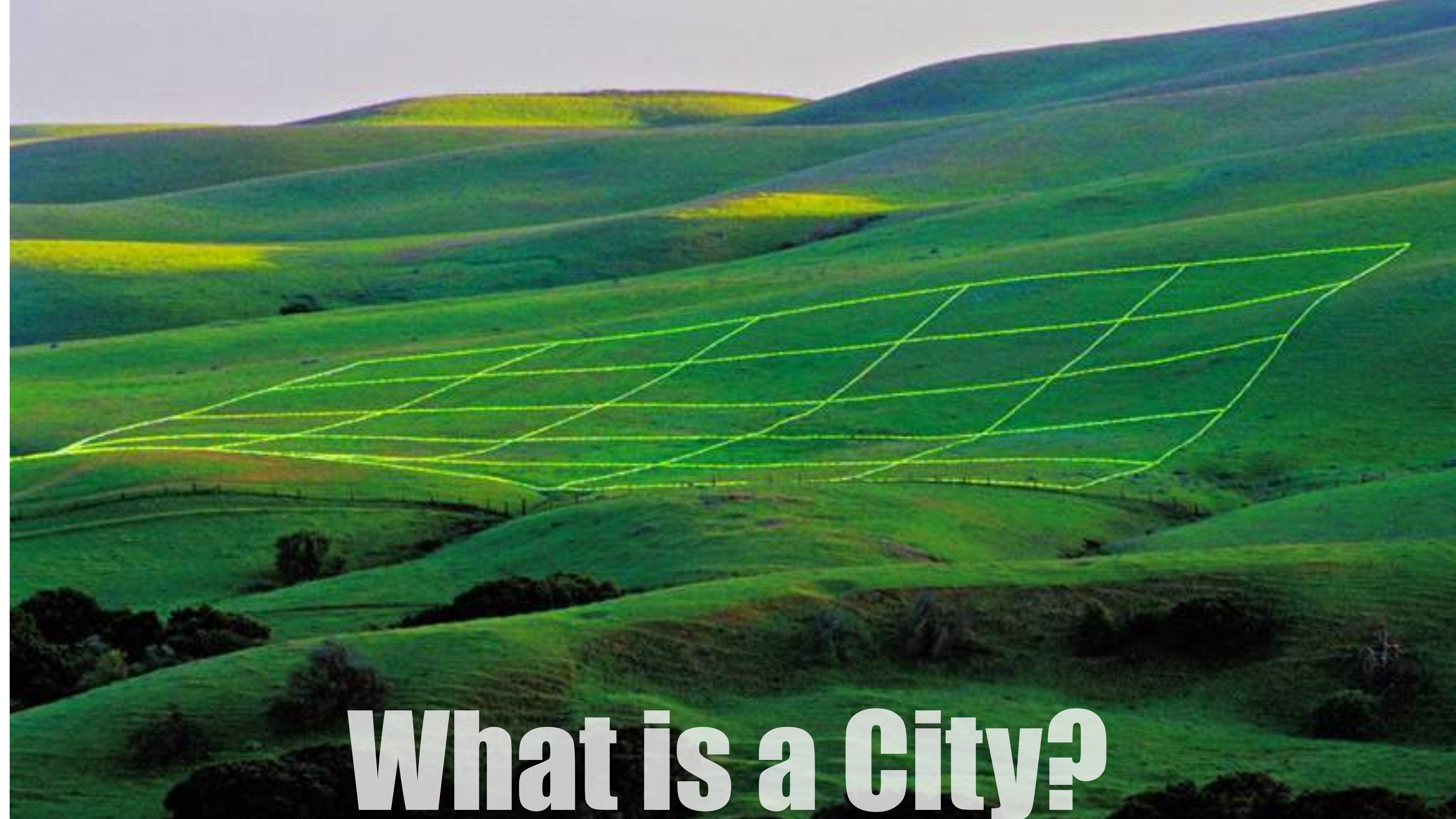
Life is a game.
Money is how we keep score.

Ted Turner



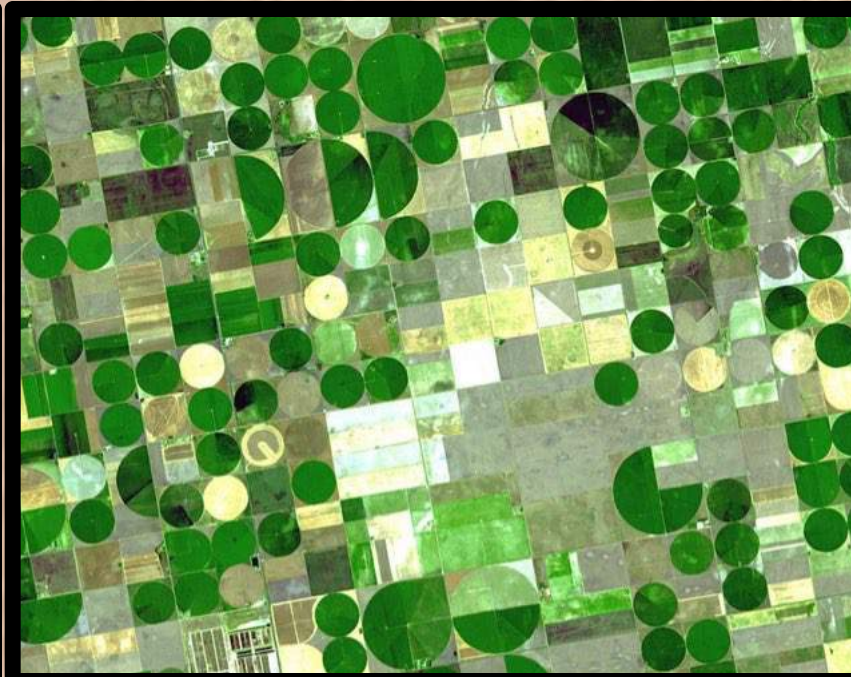


What is a City?



What is a City?

Land Production





For 40 years this building remained vacant..... its tax value in 1991 was just over **\$300,000**



Today the building is valued at over **\$11,000,000** an increase of over **3500%** in **15 years**

The lot is less than **1/5 acre**



Walmart



34.0 Acres
220,000 sf Building
\$20,000,000 Tax Value

Downtown



0.19 Acres
54,000 sf. Bld
\$11,000,000 Tax Value

My House



0.13 Acres
1 unit (2 people + 2 dogs)
\$232,000 Tax Value

Walmart



34.0 Acres
220,000 sf Building
\$20,000,000 Tax Value

Downtown



0.19 Acres
54,000 sf. Bld
\$11,000,000 Tax Value

My House



0.13 Acres
1 unit (2 people + 2 dogs)
\$232,000 Tax Value

Walmart



34.0 Acres
220,000 sf Building
\$20,000,000 Tax Value

Downtown



0.19 Acres
54,000 sf. Bld
\$11,000,000 Tax Value

My House



0.13 Acres
1 unit (2 people + 2 dogs)
\$232,000 Tax Value

Property Taxes/Acre
\$19,542

Walmart



34.0 Acres
220,000 sf Building
\$20,000,000 Tax Value

Property Taxes/Acre
\$6,500

Downtown



0.19 Acres
54,000 sf. Bld
\$11,000,000 Tax Value

My House



0.13 Acres
1 unit (2 people + 2 dogs)
\$232,000 Tax Value

Property Taxes/Acre
\$19,542

Walmart



34.0 Acres
220,000 sf Building
\$20,000,000 Tax Value

Property Taxes/Acre
\$6,500

Downtown



0.19 Acres
54,000 sf. Bld
\$11,000,000 Tax Value

Property Taxes/Acre
\$634,000

My House



0.13 Acres
1 unit (2 people + 2 dogs)
\$232,000 Tax Value

Property Taxes/Acre
\$19,542

Wheat



34.0 Acres
220,000 sf Building
\$20,000,000 Tax Value

Property Taxes/Acre
\$6,500

Cannabis



0.19 Acres
54,000 sf. Bld
\$11,000,000 Tax Value

Property Taxes/Acre
\$634,000

Soybeans



0.13 Acres
1 unit (2 people + 2 dogs)
\$232,000 Tax Value

Property Taxes/Acre
\$19,542

Property + Retail Sales Taxes

Retail Sales (average)

\$77,000,000



\$6,500 Total Property Taxes/Acre
\$3,300 to the City

Downtown

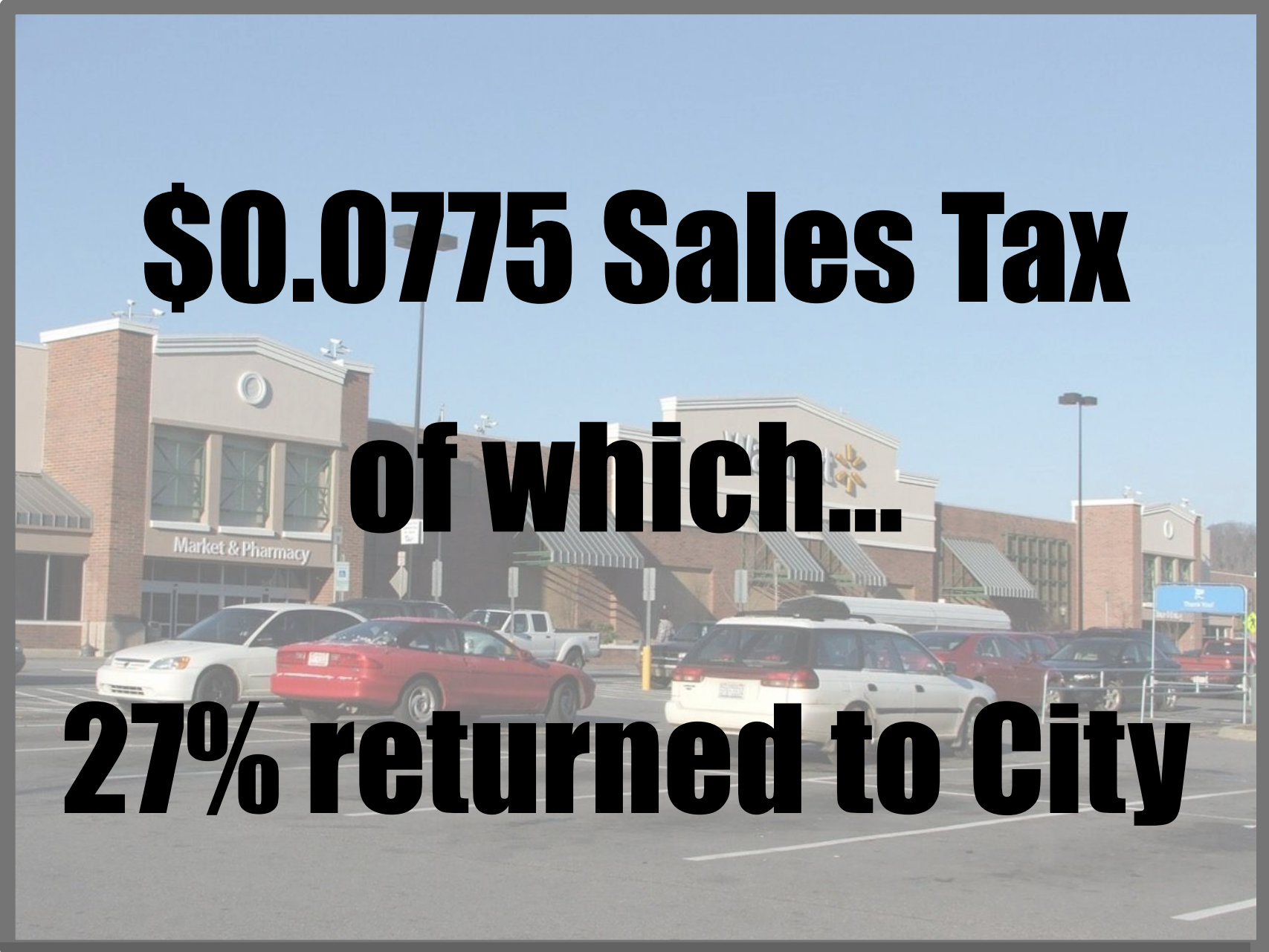


\$634,000 Total Property Taxes/Acre
\$330,000 to the City

Property + Retail Sales Taxes

Retail Sales (average)

\$77,000,000



\$6,500 Total Property Taxes/Acre
\$3,300 to the City

Downtown



\$634,000 Total Property Taxes/Acre
\$330,000 to the City

Property + Retail Sales Taxes

Retail Sales (average)

\$77,000,000



\$47,500 Sales Tax
City return

\$6,500 Total Property Taxes/Acre
\$3,300 to the City

Downtown



\$634,000 Total Property Taxes/Acre
\$330,000 to the City

Property + Retail Sales Taxes



Asheville Walmart

Total Taxes/Acre to the City

\$50,800



Downtown

Property Taxes/Acre to the City

\$330,000

Property + Retail Sales Taxes



Asheville Walmart

Total Taxes/Acre to the City

\$50,800



Downtown

Total Taxes/Acre to the City

\$414,000

Jobs per Acre



Asheville Walmart

200 jobs on 34.0 acres

5.9



Downtown

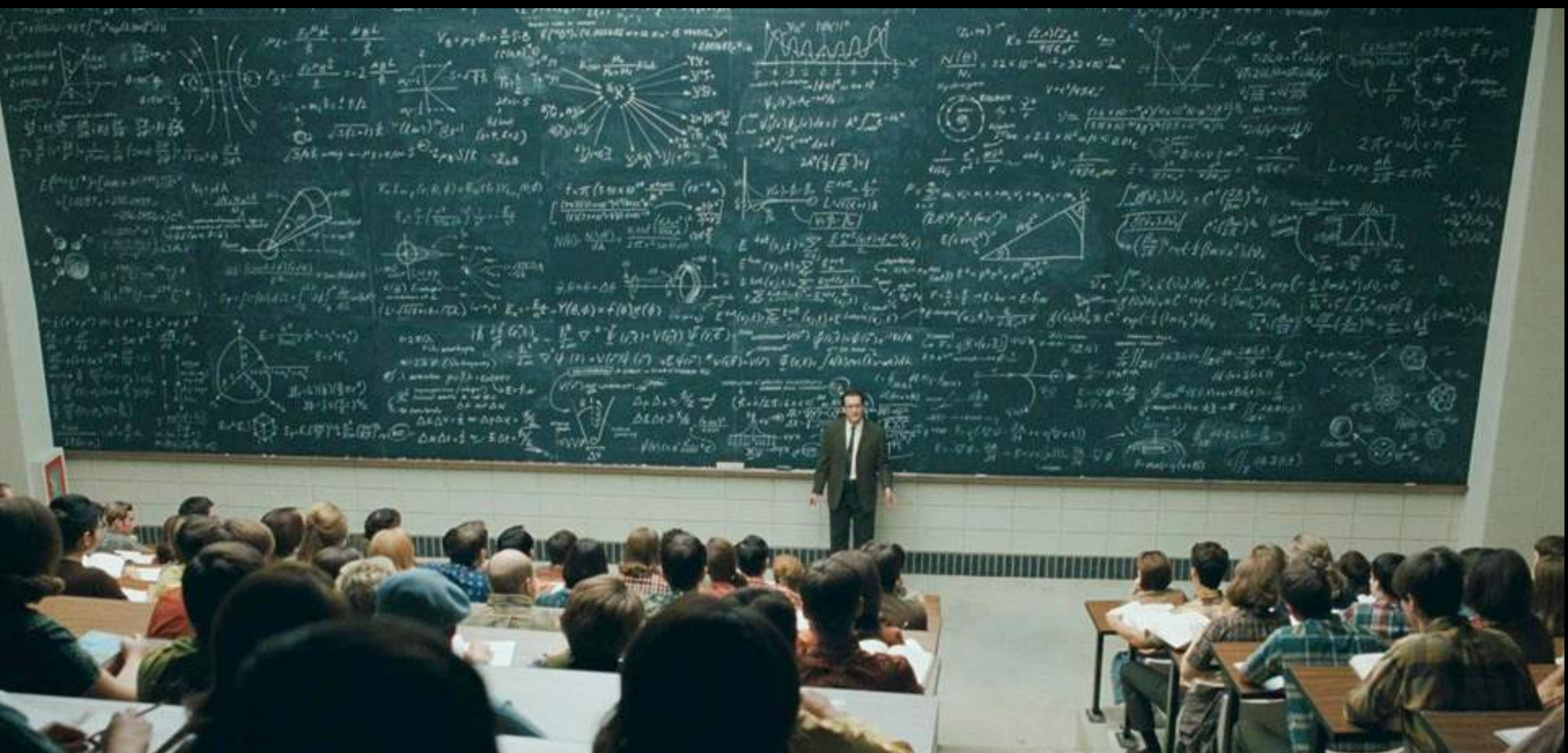
14 jobs on 0.19 Acres

73.7

Urban3



Land Consumed (Acres):	34.0	00.2
Total Property Taxes/Acre:	\$ 6,500	\$634,000
City Retail Taxes/Acre:	\$ 47,500	\$ 83,600
Residents per Acre:	0.0	90.0
Jobs per Acre:	5.9	73.7



Scary Math

International Association of Assessing Officers

80th International Conference

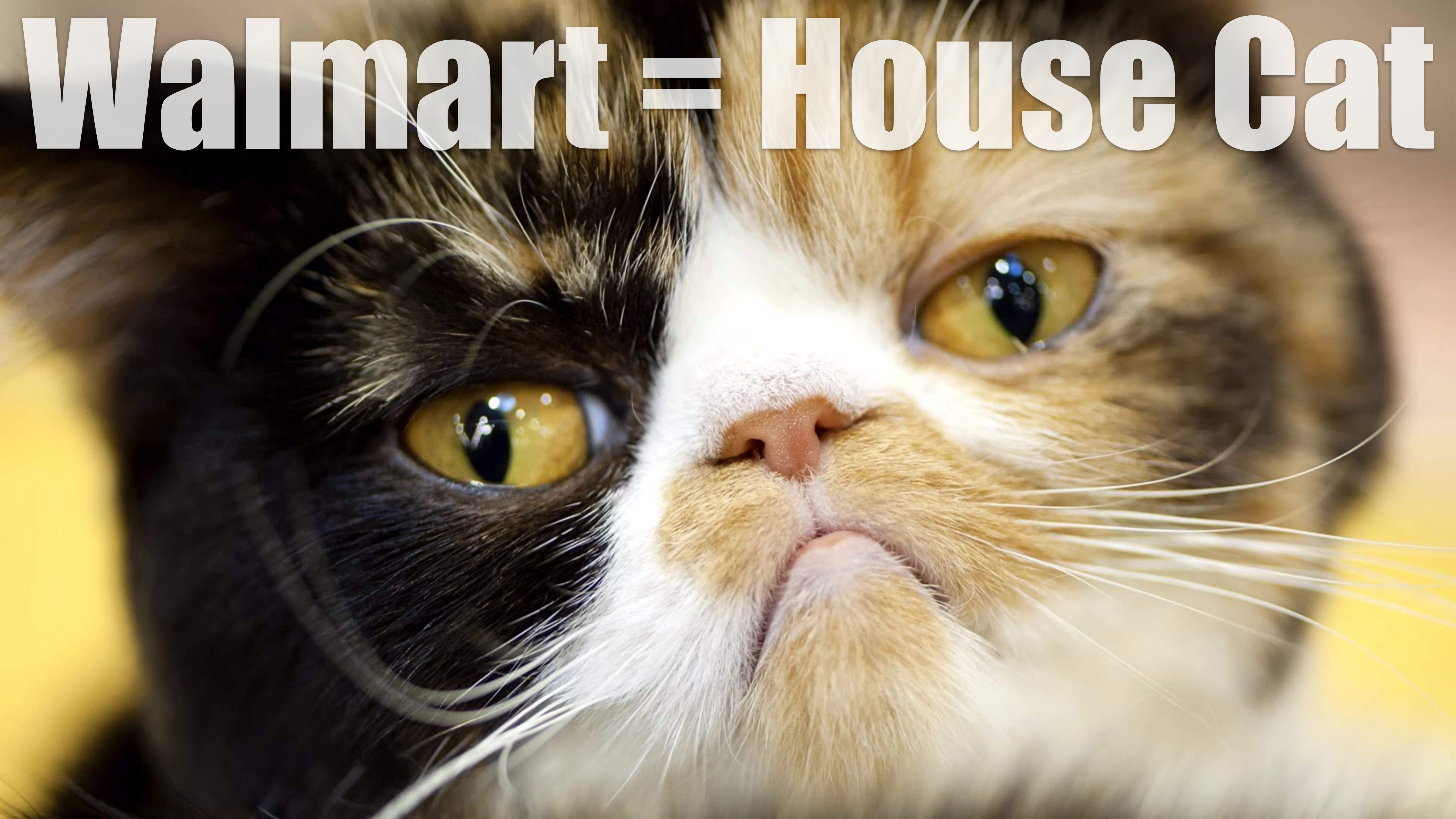
Sacramento, CA

August 26, 2014



Charles Terrell, CMI
Walmart
Director of Property Tax





Walmart = House Cat

How do you compare cars?



Ford F150 Lariat LTD
648 miles per tank



Toyota Prius
571 miles per tank



1955 BMW Isetta
245 miles per tank



Rolls-Royce Phantom Drophead
380 miles per tank



Bugatti Veyron SS
390 miles per tank

How do you compare cars?



Ford F150 Lariat LTD
648 miles per tank



Toyota Prius
571 miles per tank



1955 BMW Isetta
245 miles per tank



Rolls-Royce Phantom Drophead
380 miles per tank



Bugatti Veyron SS
390 miles per tank

How do you compare cars?



Ford F150 Lariat LTD
13/18 mpg



Toyota Prius
51/48 mpg



1955 BMW Isetta
50/70 mpg



Rolls-Royce Phantom Drophead
11/18 mpg



Bugatti Veyron SS
8/14 mpg

How do you compare cars?



Ford F150 Lariat LTD
13/18 mpg



Toyota Prius
51/48 mpg



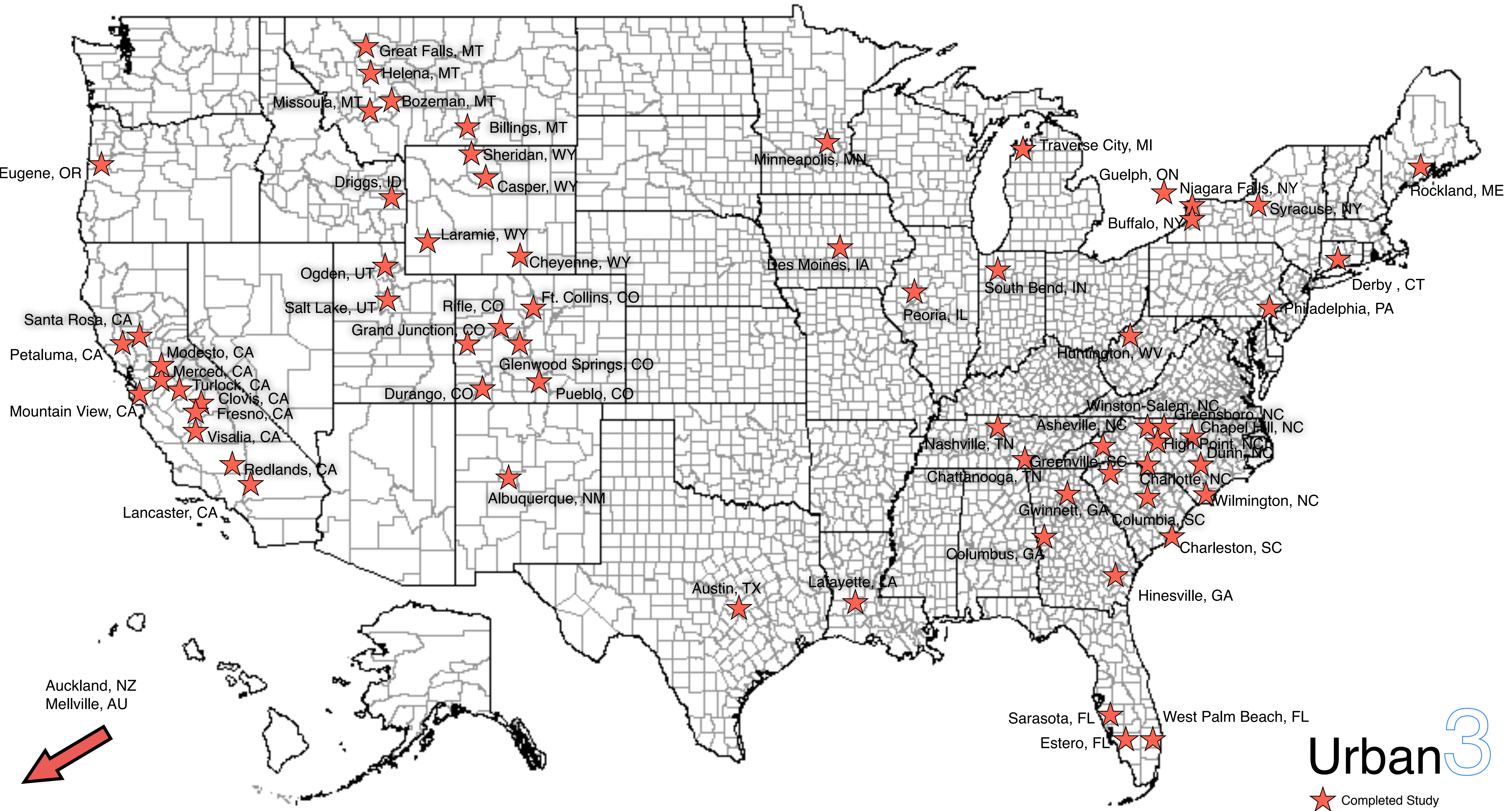
1955 BMW Isetta
50/70 mpg



Rolls-Royce Phantom Drophead
11/18 mpg



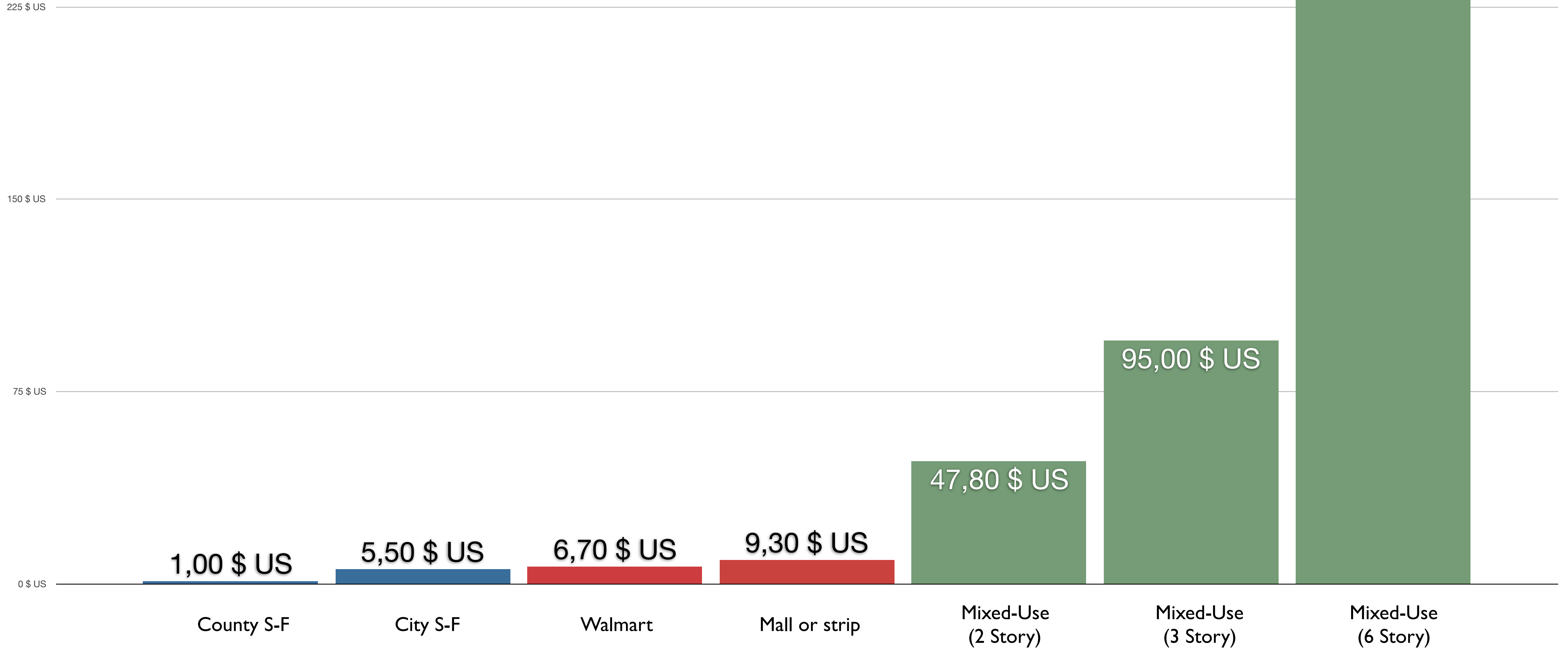
Bugatti Veyron SS
8/14 mpg



County Property Taxes/Acre

Ratio Difference of 60 City Sample Set, in 21 States (+ a Province)

- Residential
- Commercial
- Mixed-Use





... the relentless
rules of humble
arithmetic.

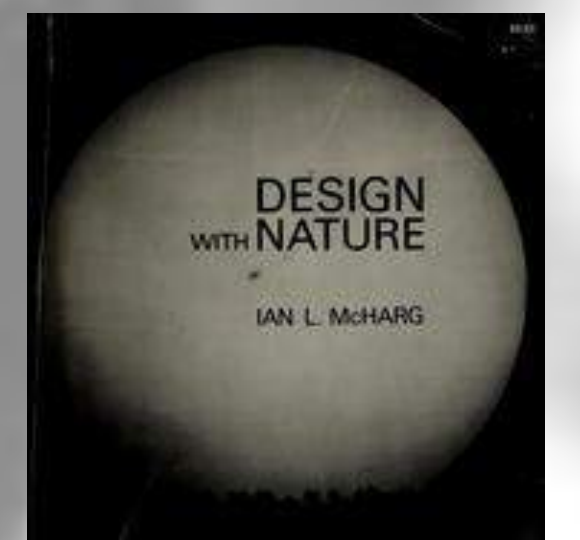
Justice Louis Brandeis
"Other People's Money", 1914

**We have but one explicit
model of the world and that
is built upon economics.**

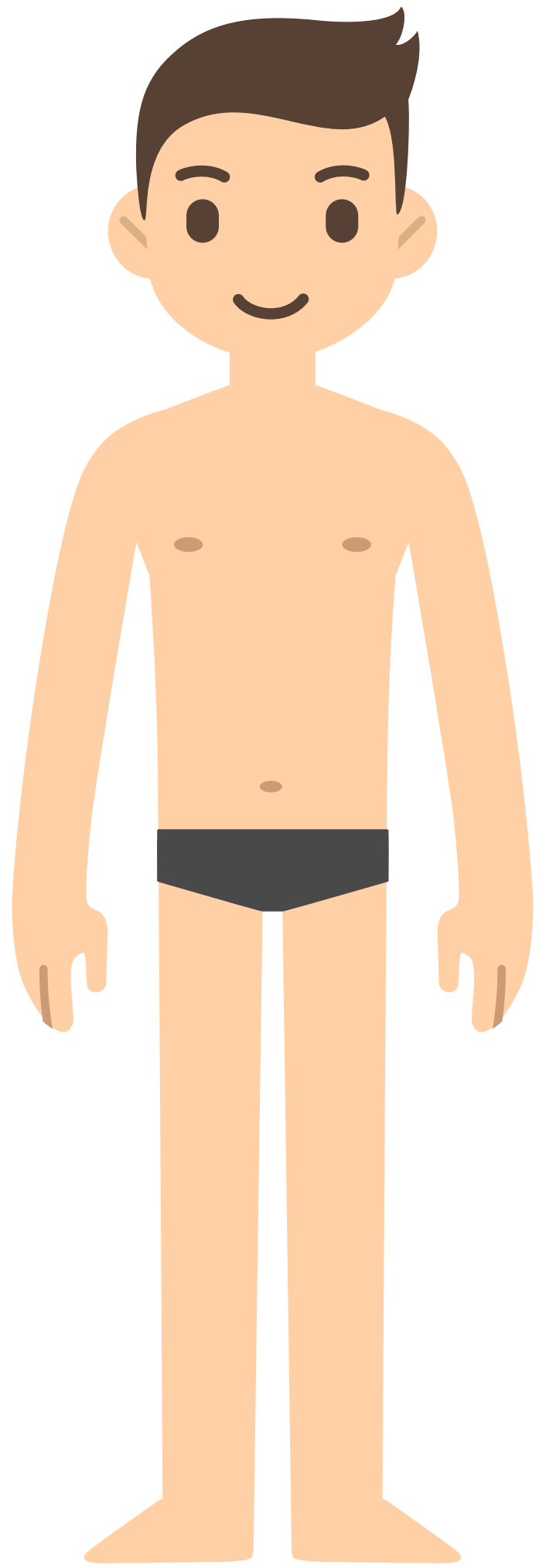
The present face of the land of the free is its
clearest testimony, even as the Gross
Domestic Product is the proof of its success.

Money is our measure,

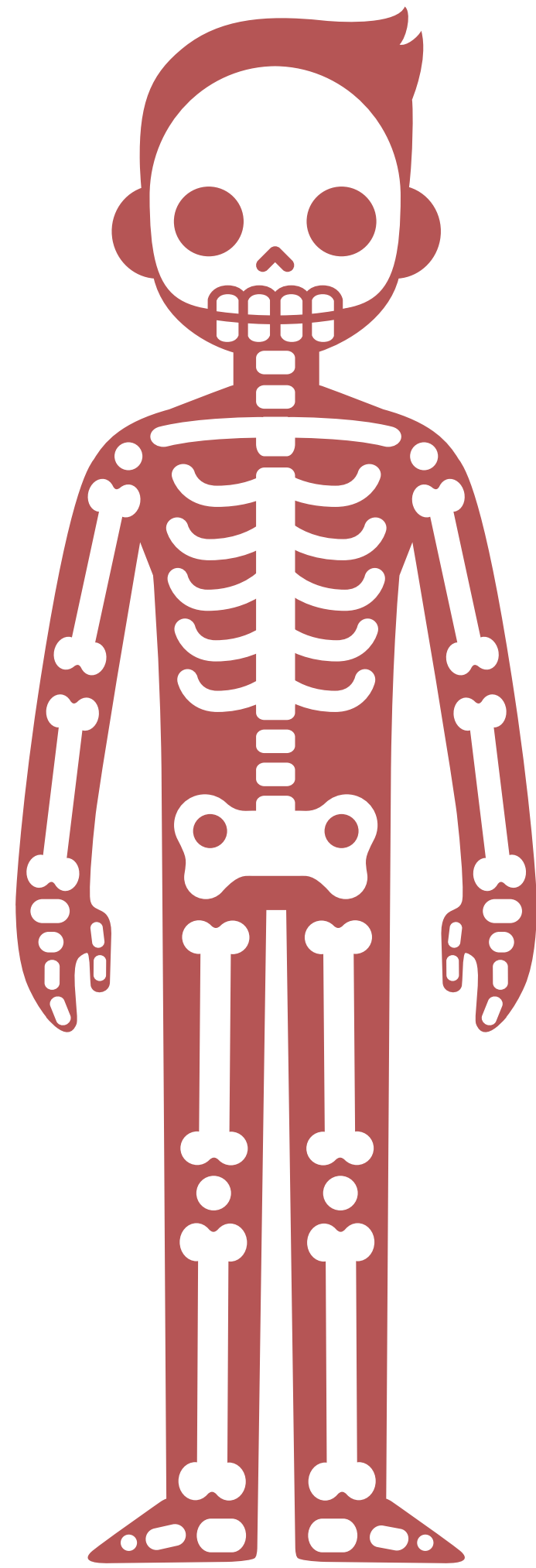
convenience is its cohort, the short term is its span,
and the devil may take the hindmost is the morality.



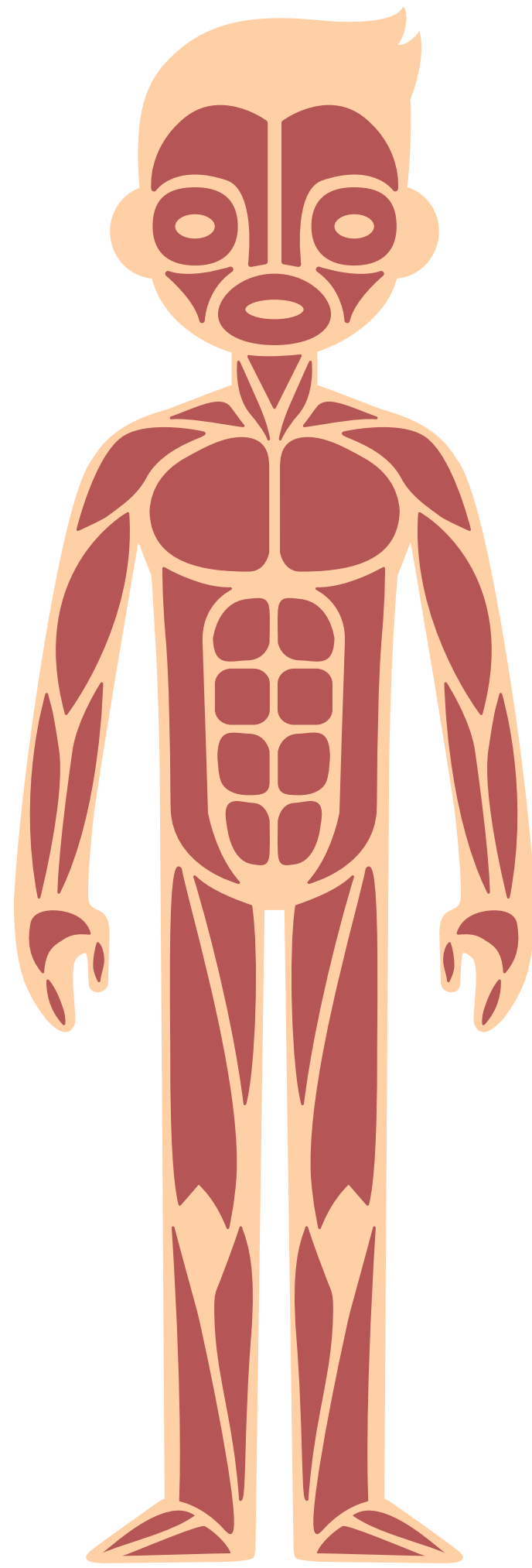
Ian McHarg
Design With Nature
1969



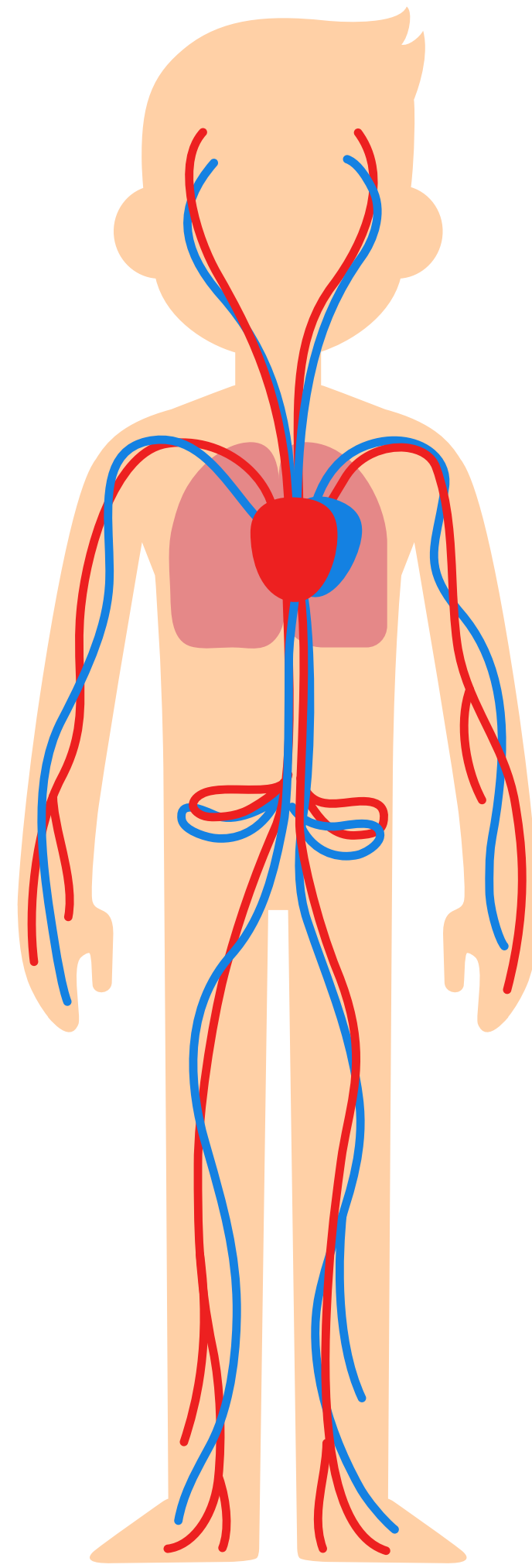
The City



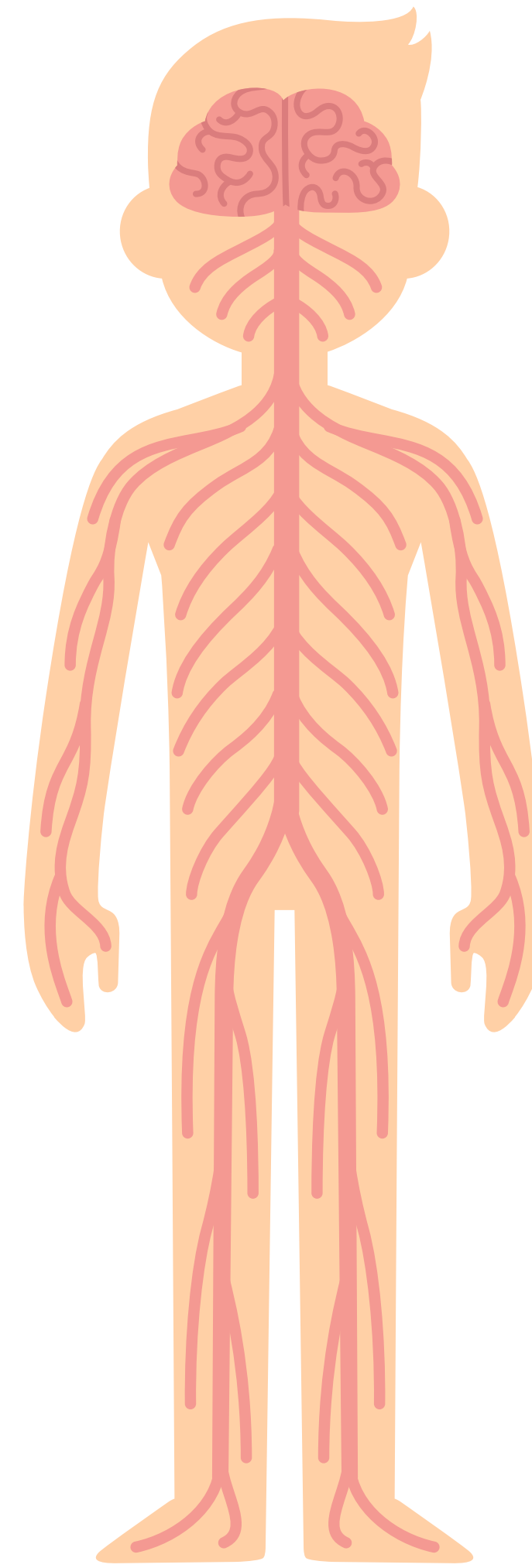
Property Tax



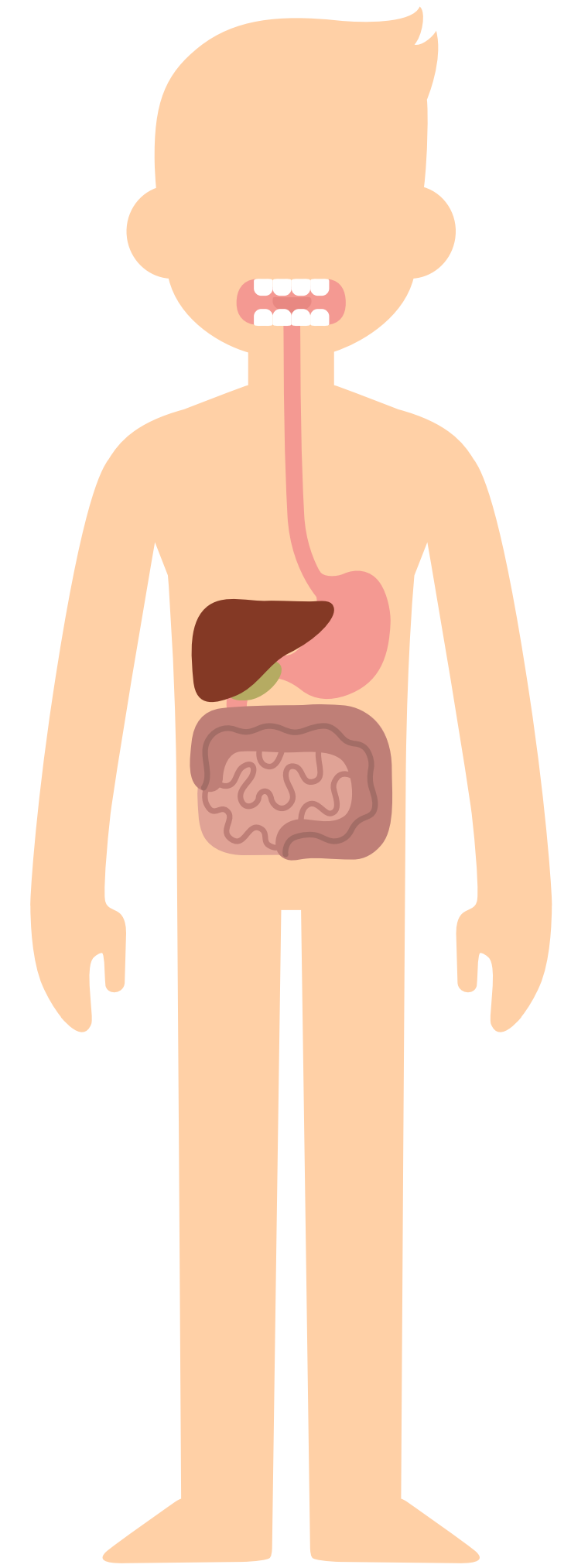
Retail Sales



Infrastructure



Jobs



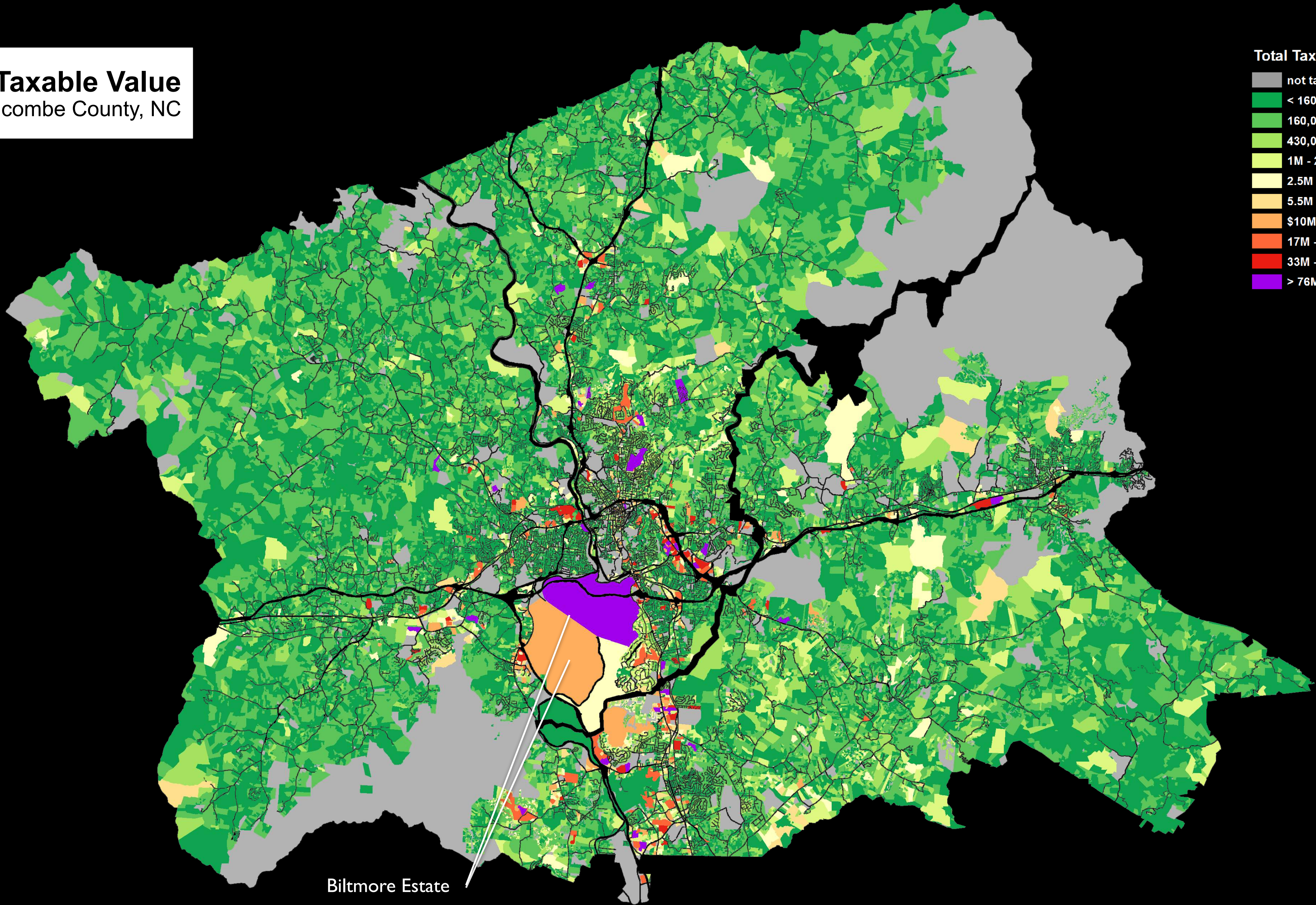
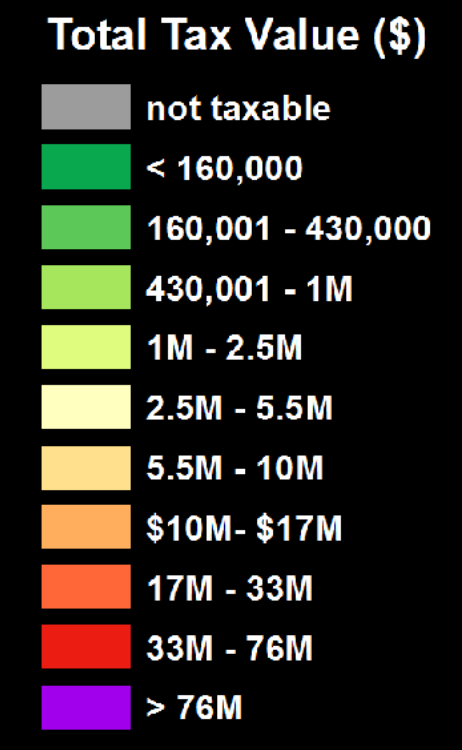
ROI

What are the numbers for Buncombe County?



Total Taxable Value

Buncombe County, NC



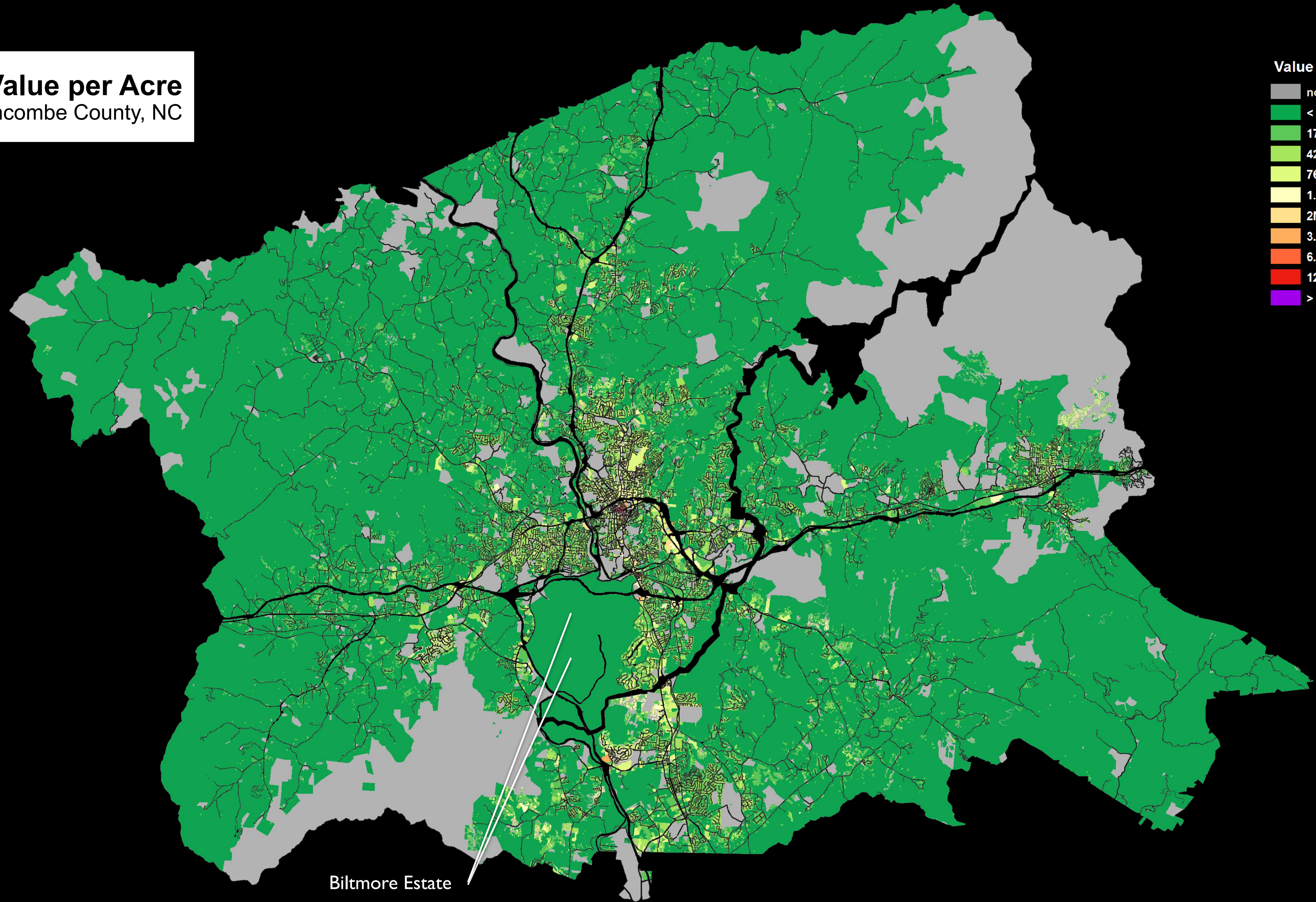
Biltmore Estate

Taxable Value per Acre

Buncombe County, NC

Value per Acre (\$)

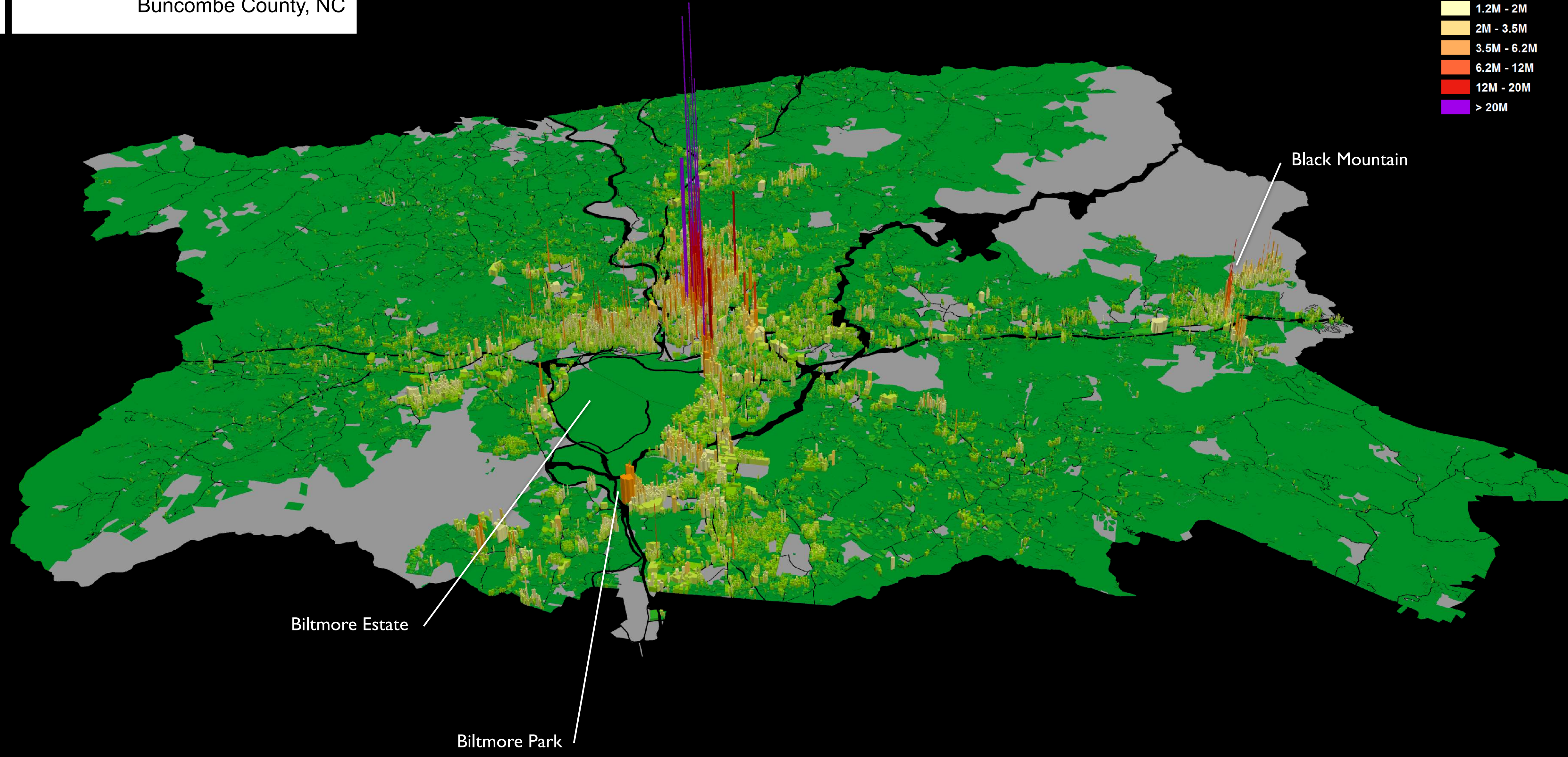
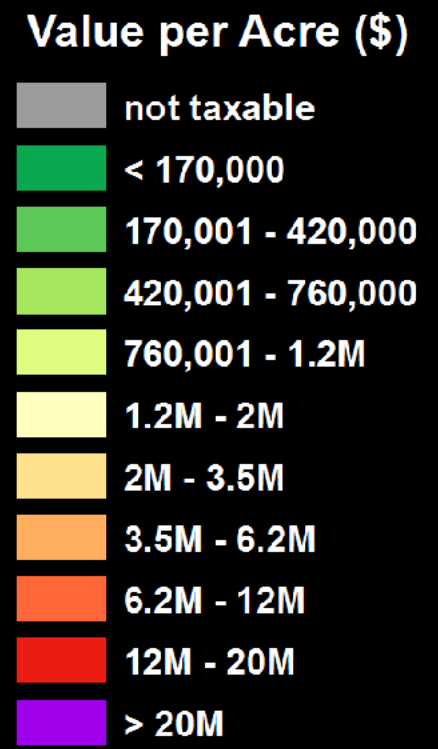
- not taxable
- < 170,000
- 170,001 - 420,000
- 420,001 - 760,000
- 760,001 - 1.2M
- 1.2M - 2M
- 2M - 3.5M
- 3.5M - 6.2M
- 6.2M - 12M
- 12M - 20M
- > 20M

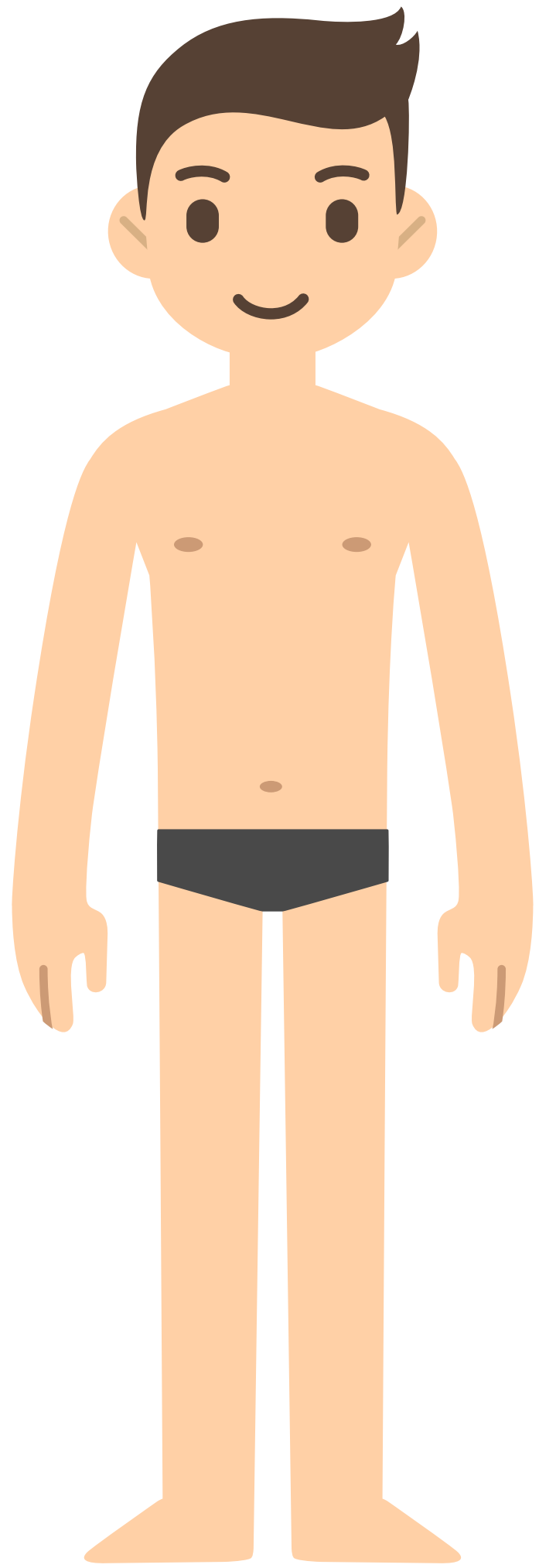


Biltmore Estate

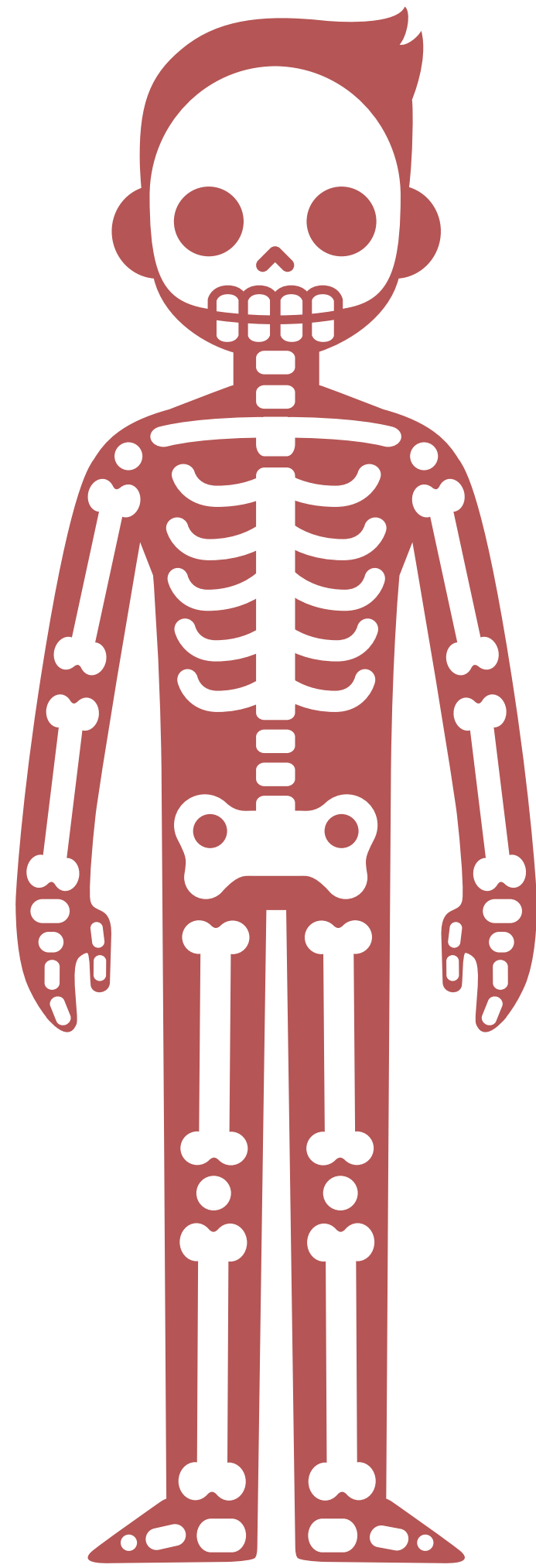
Taxable Value per Acre

Buncombe County, NC

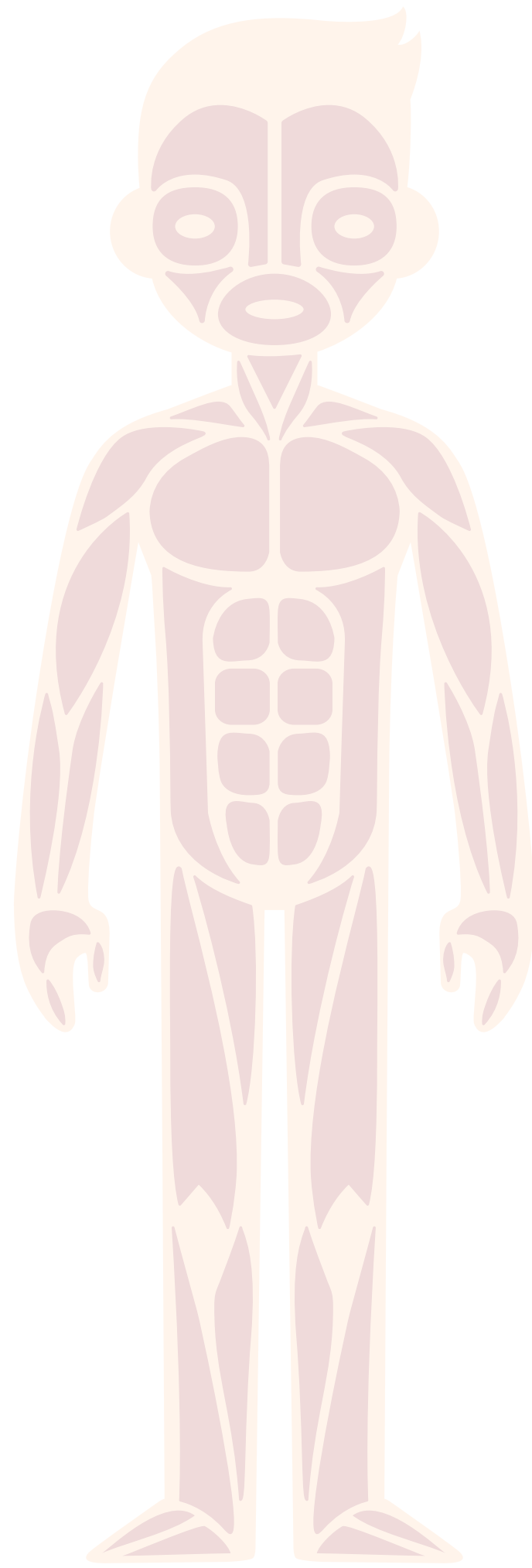




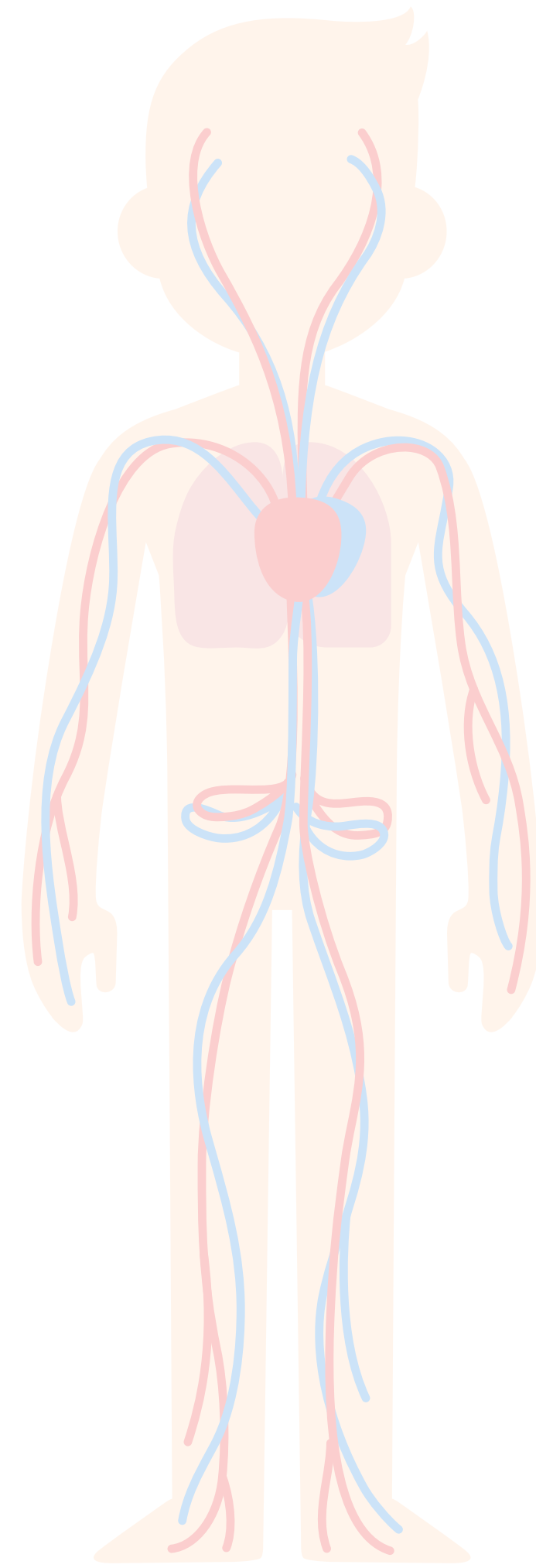
The City



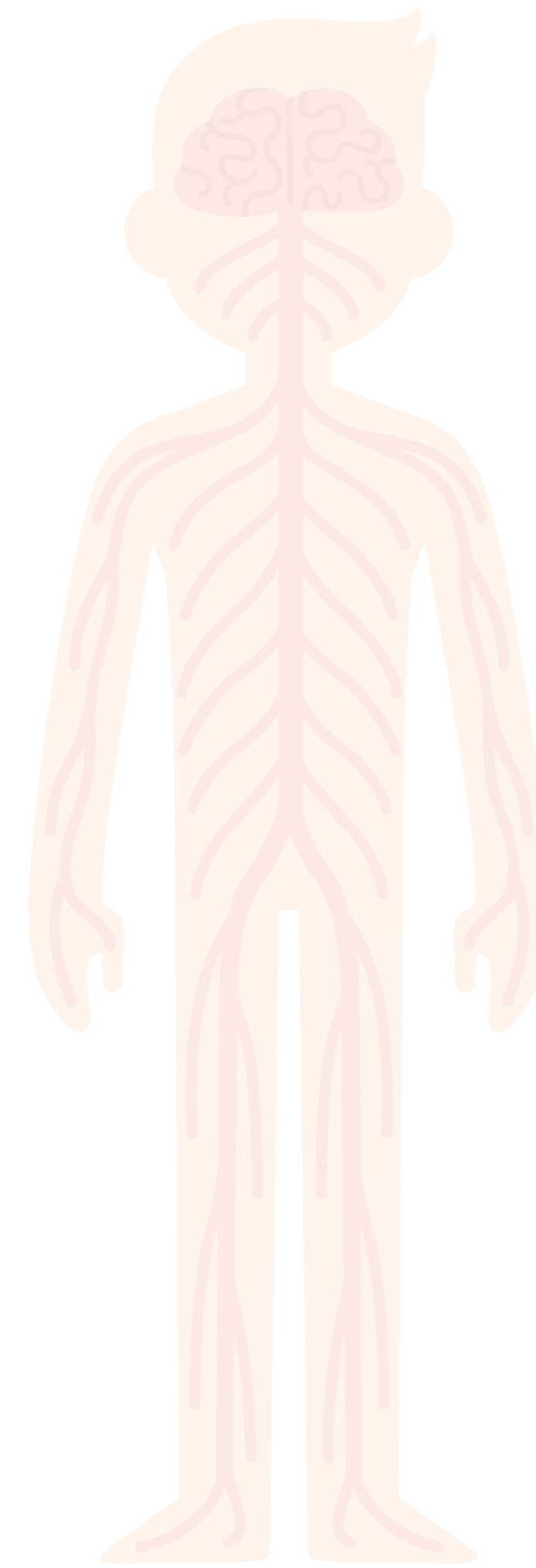
Property Tax



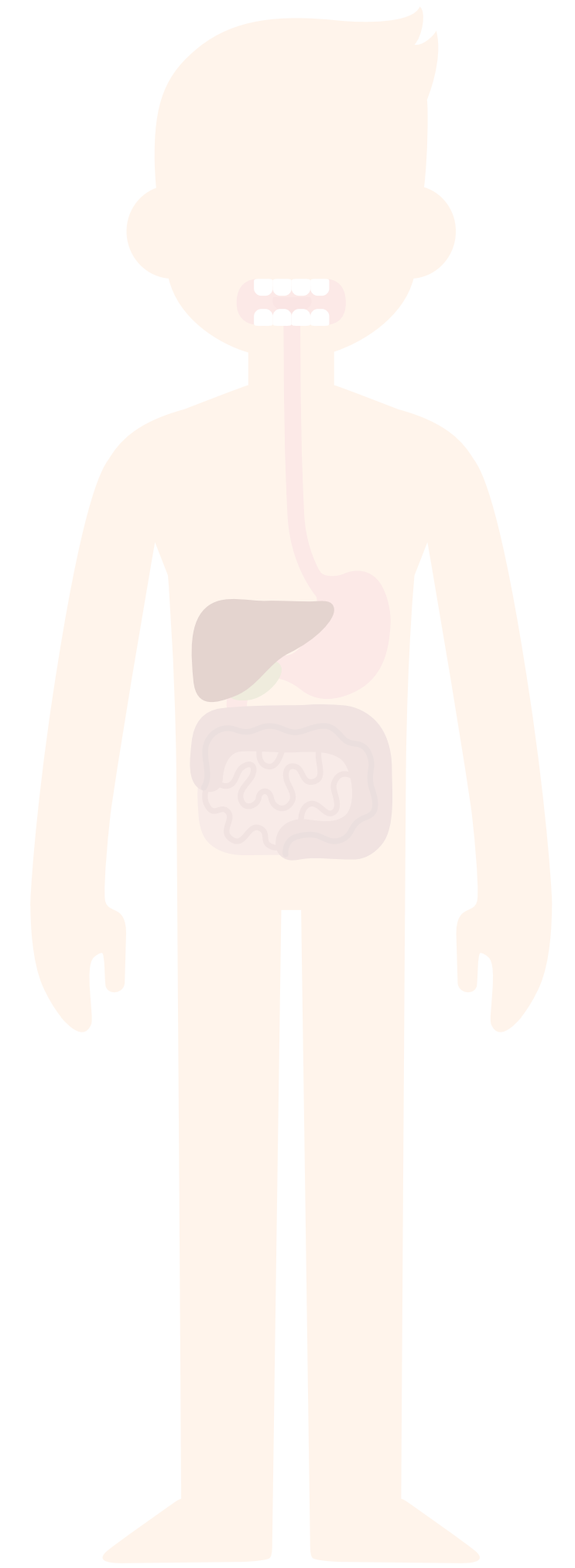
Retail Sales



Infrastructure



Jobs



ROI

What are the numbers for Palm Beach County?



West

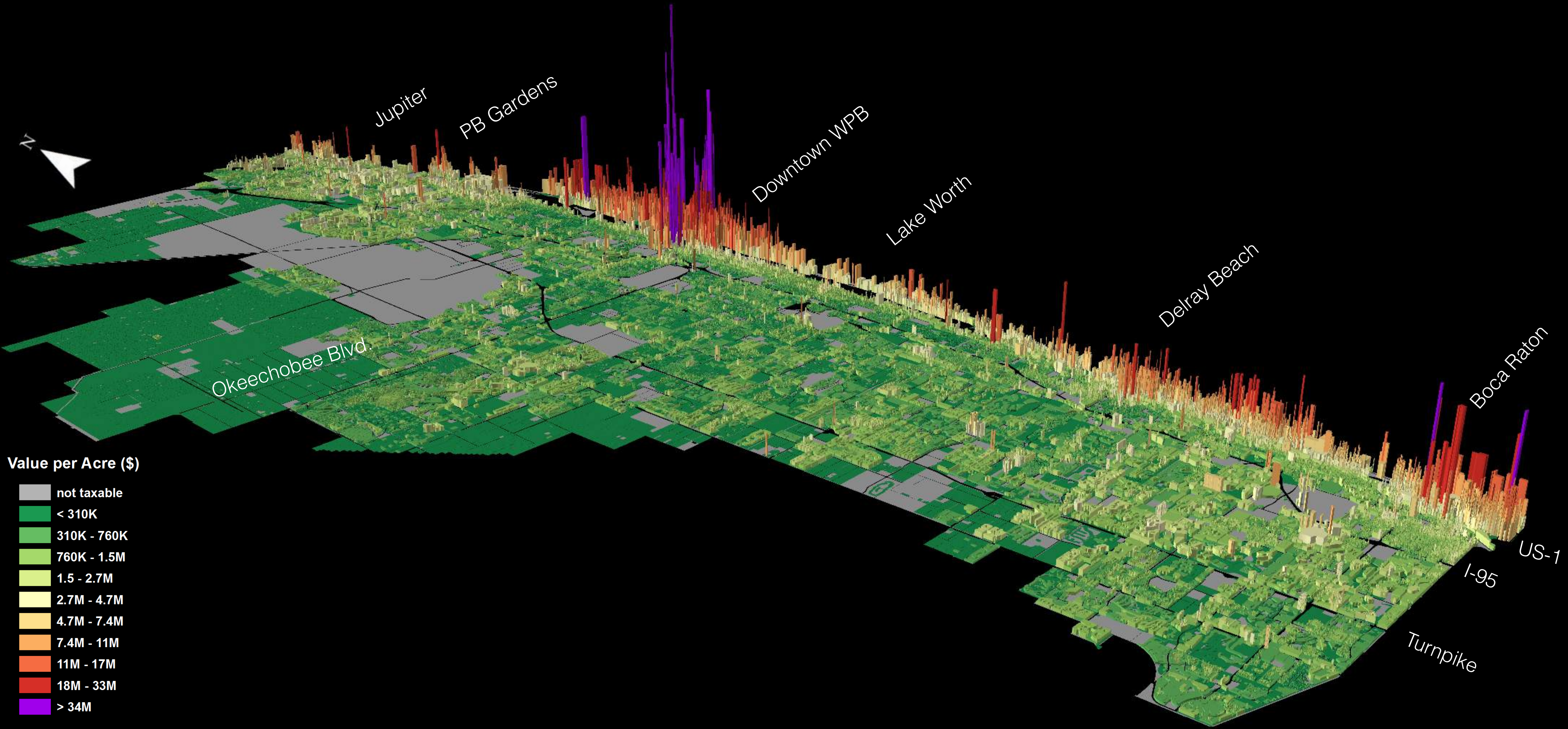
Palm Beach

is easy to reach...



Taxable Value Per Acre

West Palm Beach, FL

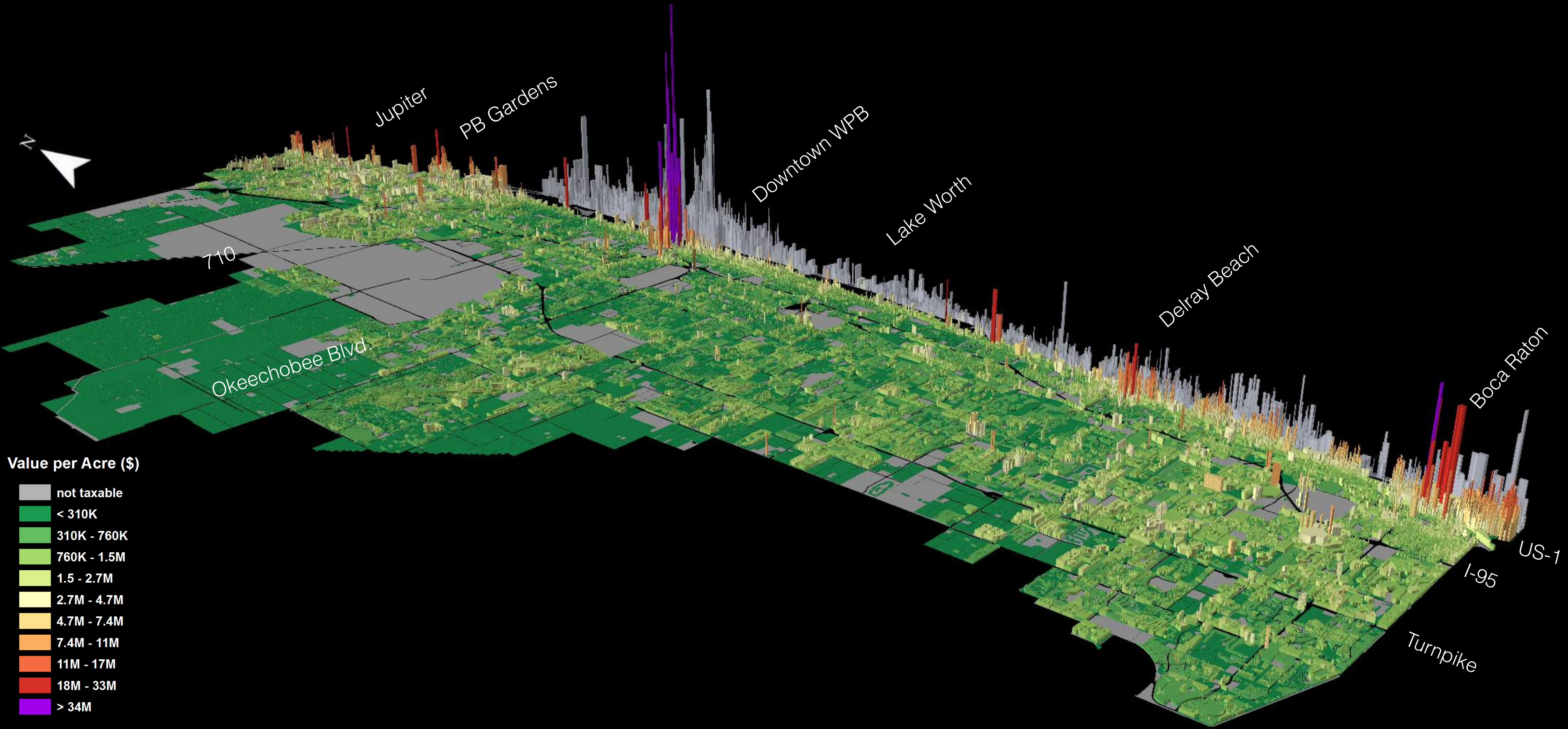


Value per Acre (\$)

- not taxable
- < 310K
- 310K - 760K
- 760K - 1.5M
- 1.5 - 2.7M
- 2.7M - 4.7M
- 4.7M - 7.4M
- 7.4M - 11M
- 11M - 17M
- 18M - 33M
- > 34M

Taxable Value Per Acre

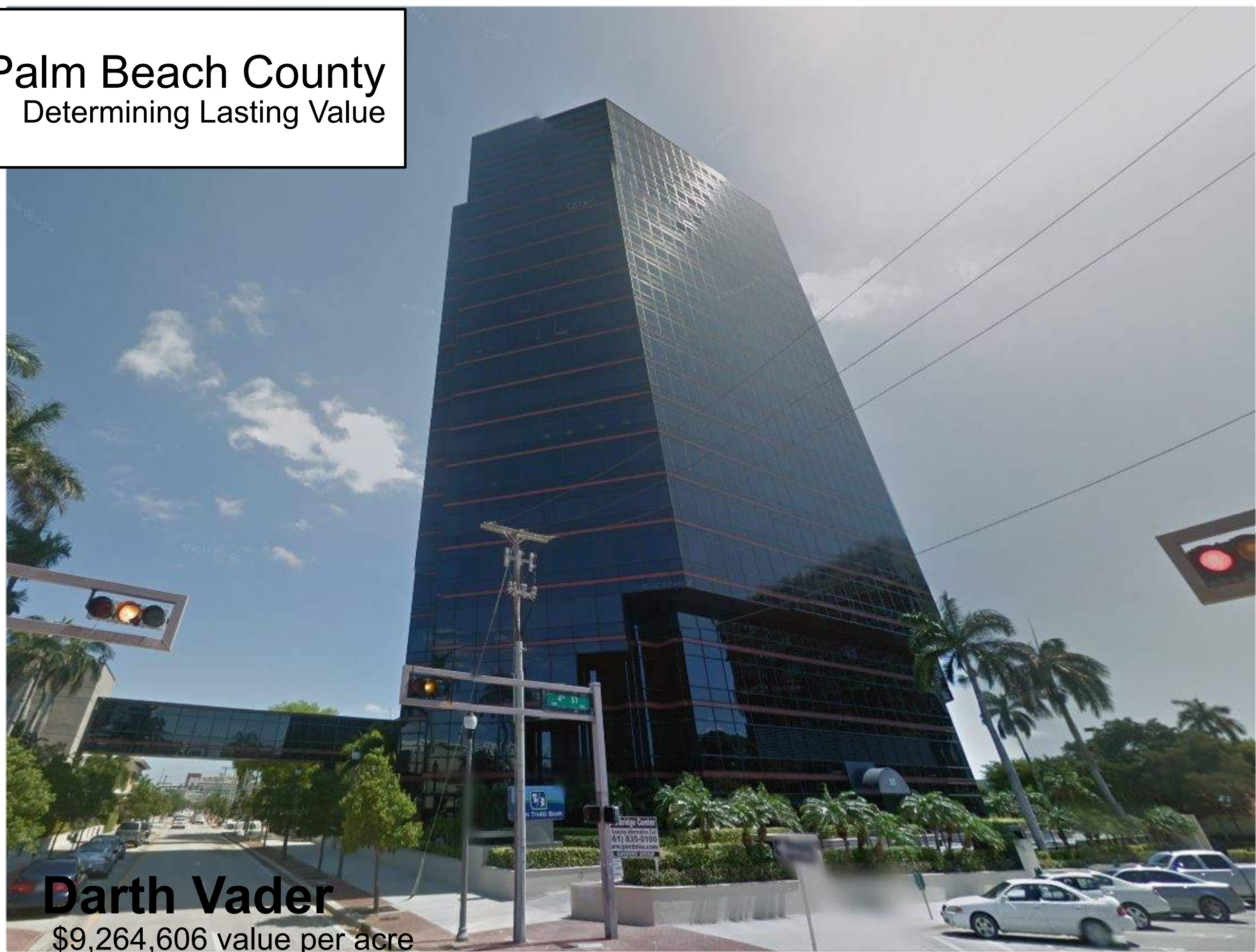
West Palm Beach, FL



Value per Acre (\$)

- not taxable
- < 310K
- 310K - 760K
- 760K - 1.5M
- 1.5 - 2.7M
- 2.7M - 4.7M
- 4.7M - 7.4M
- 7.4M - 11M
- 11M - 17M
- 18M - 33M
- > 34M

Palm Beach County
Determining Lasting Value



Darth Vader
\$9,264,606 value per acre

**2.3 acres of the Anthony Building
would equal the 2.6 acre Darth Vader**



Anthony Building
\$10,492,906 value per acre

Trump's Municipal Productivity

The Donald per Acre



Trump Plaza Towers (3.4)
\$29,602,278 value per acre



Mar-A-Lago (17.5)
\$1,064,929 value per acre



Trump International Golf Course (279)
\$0 value per acre

Trump's Municipal Productivity

The Donald per Acre



Trump Plaza Towers (3.4)
\$29,602,278 value per acre



Mar-A-Lago (17.5)
\$1,064,929 value per acre



Trump International Golf Course (279)
\$0 value per acre



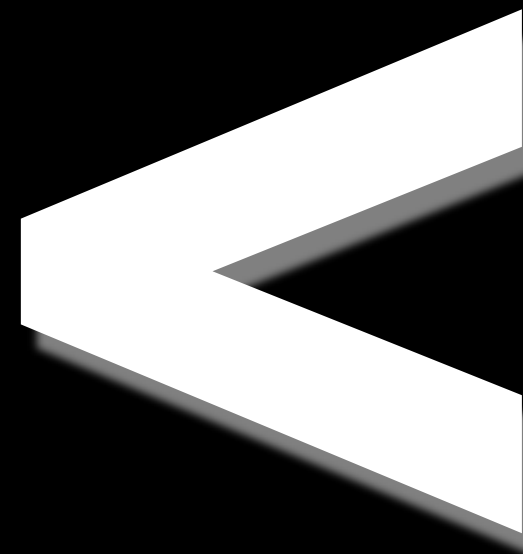
The Donald (\$119.6M on 300 acres)
\$399,338 value per acre

Trump's Municipal Productivity

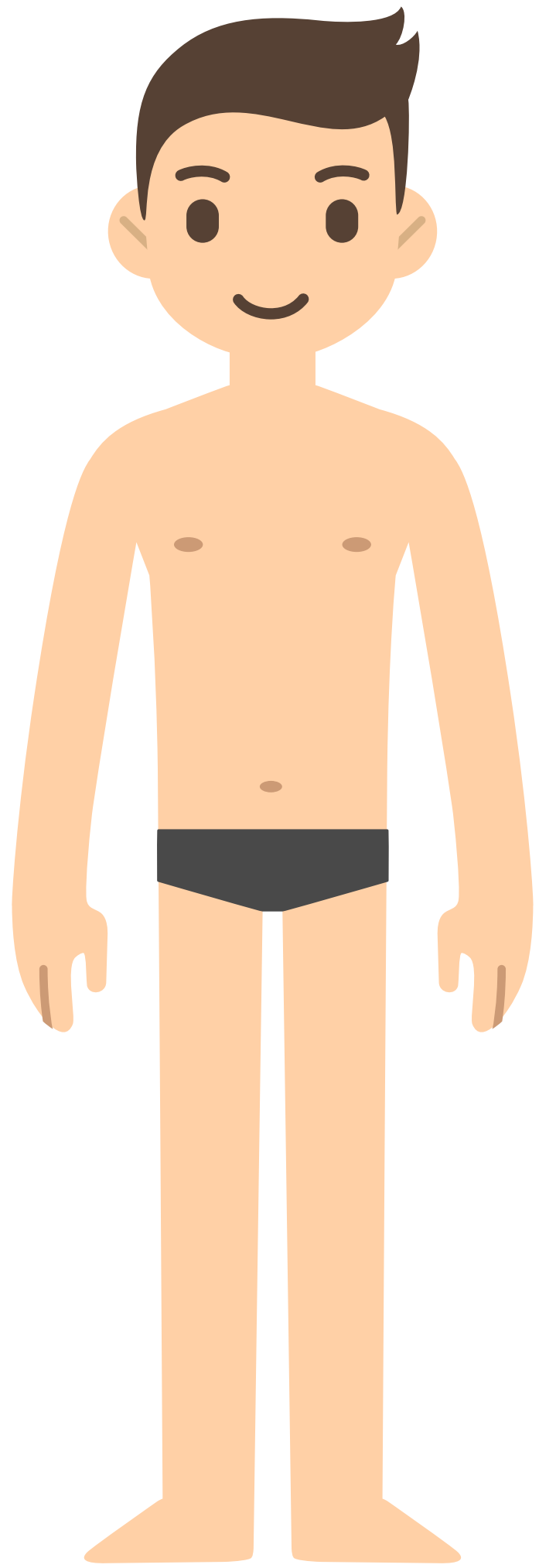
The Donald per Acre



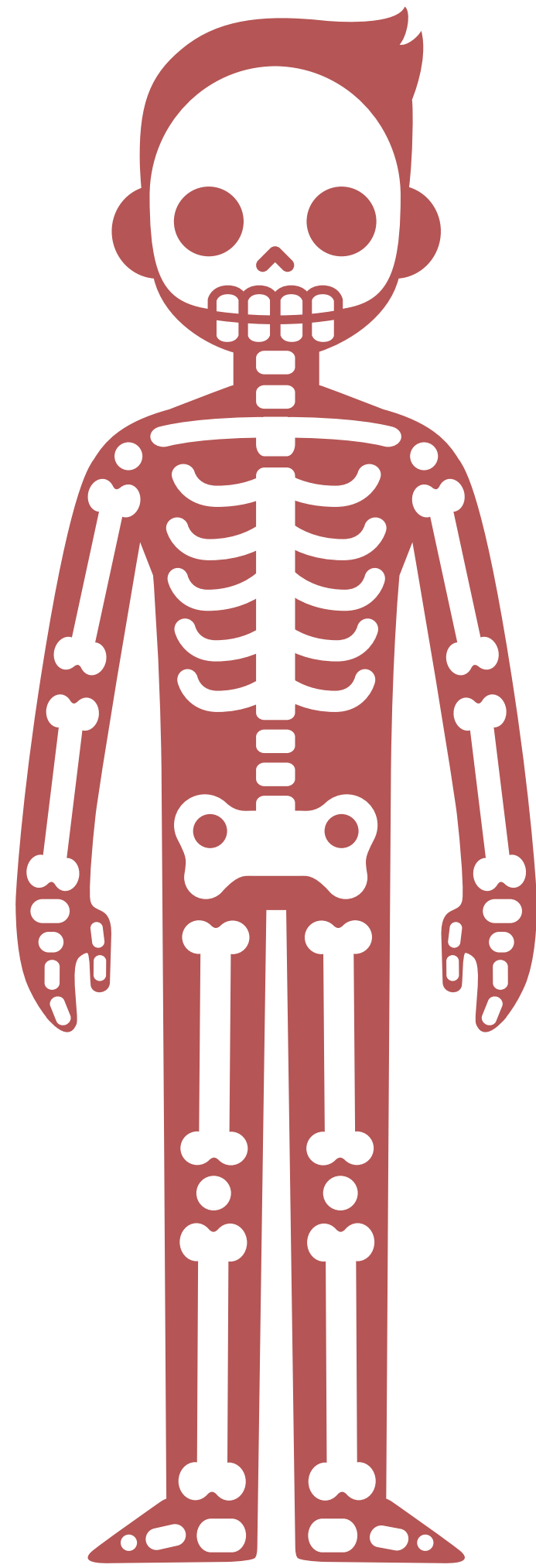
The Donald (\$119.6M on 300 acres)
\$399,338 value per acre



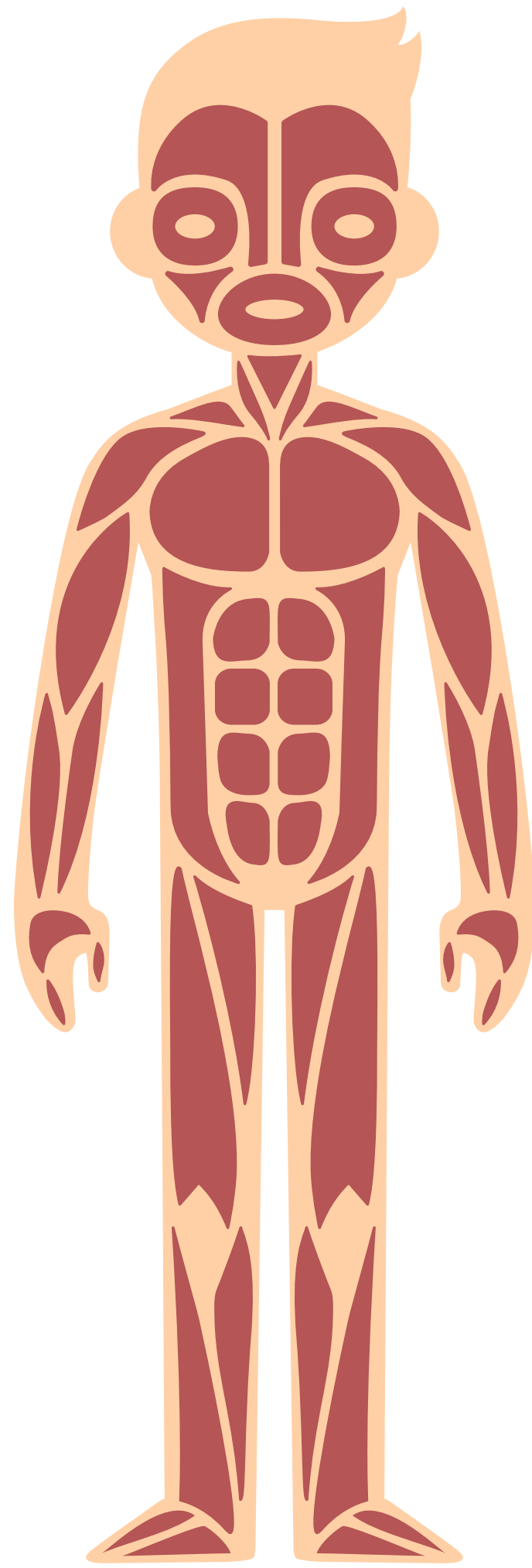
NW Neighborhood Shotgun Houses
\$618,413 Value per Acre



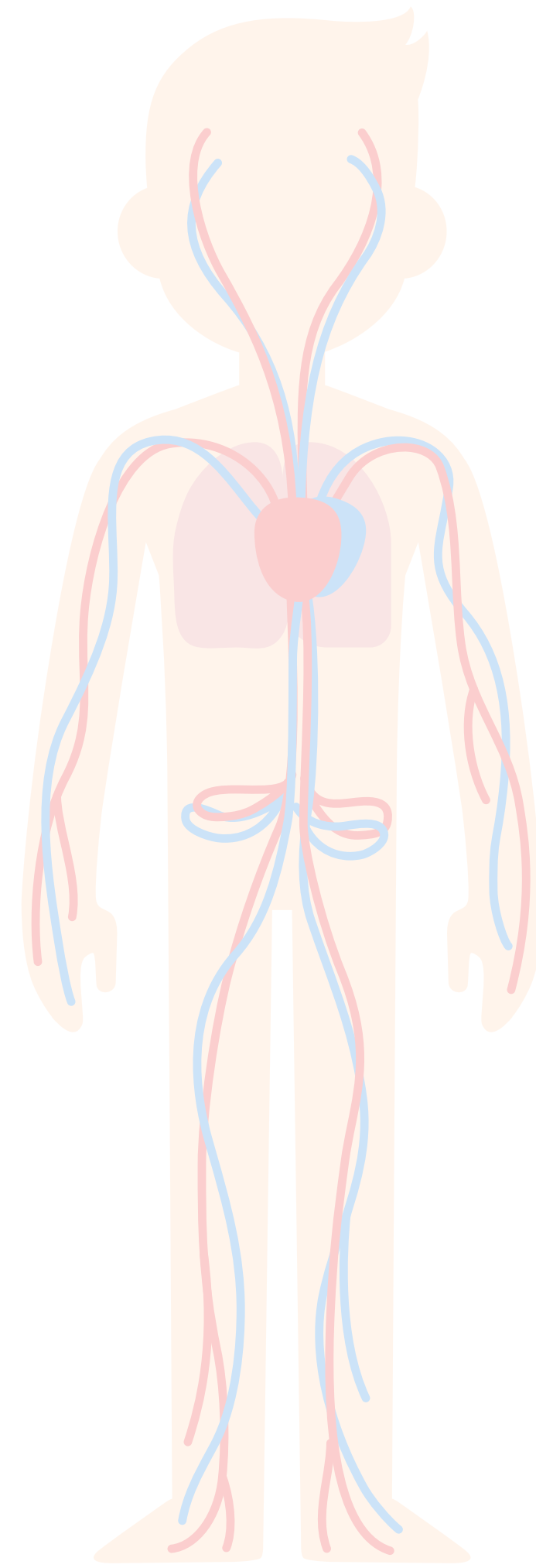
The City



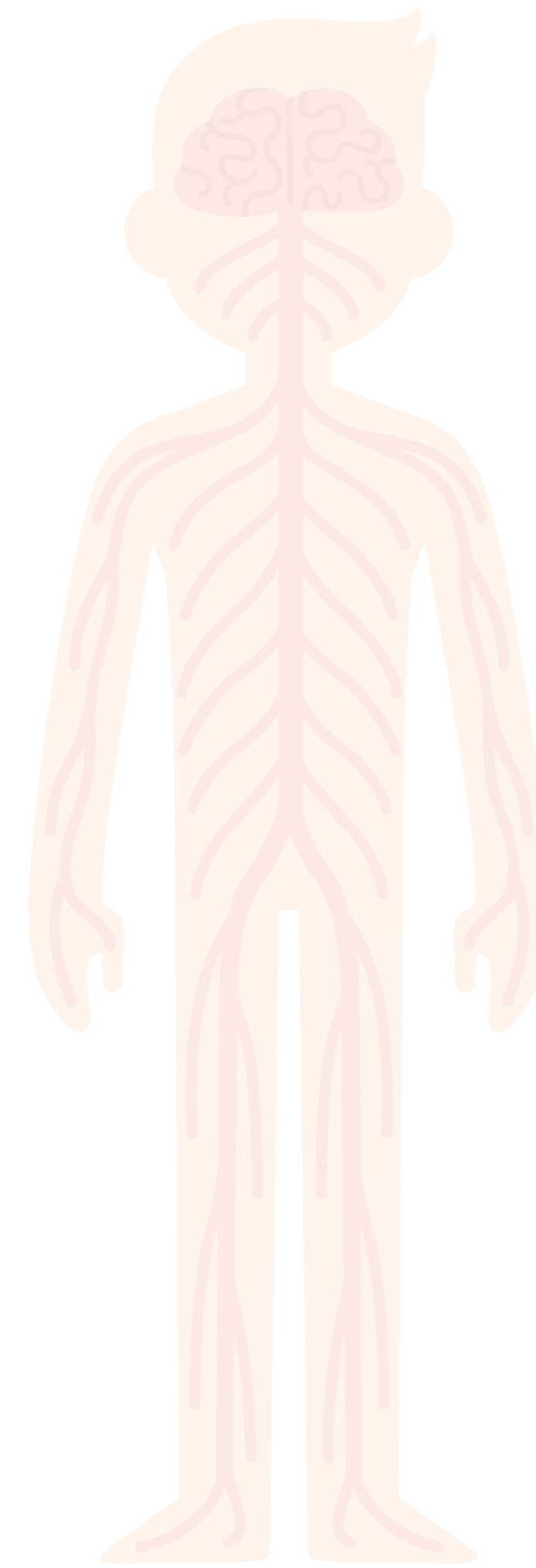
Property Tax



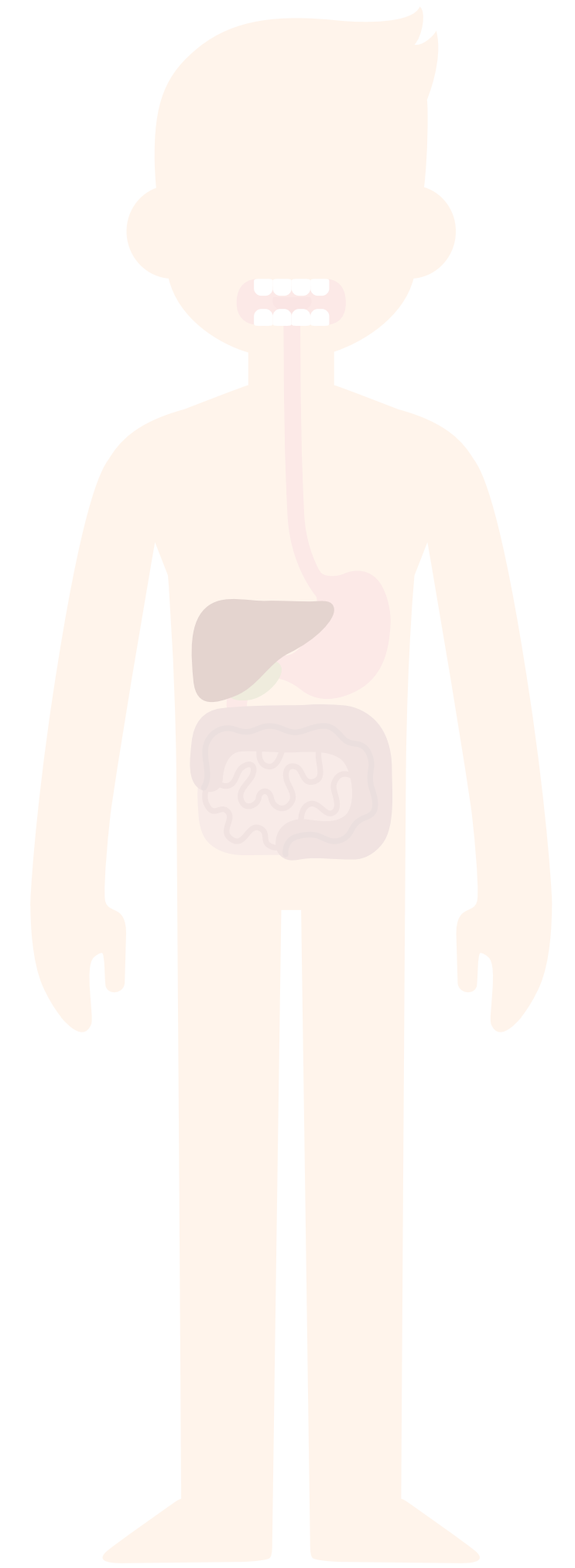
Retail Sales



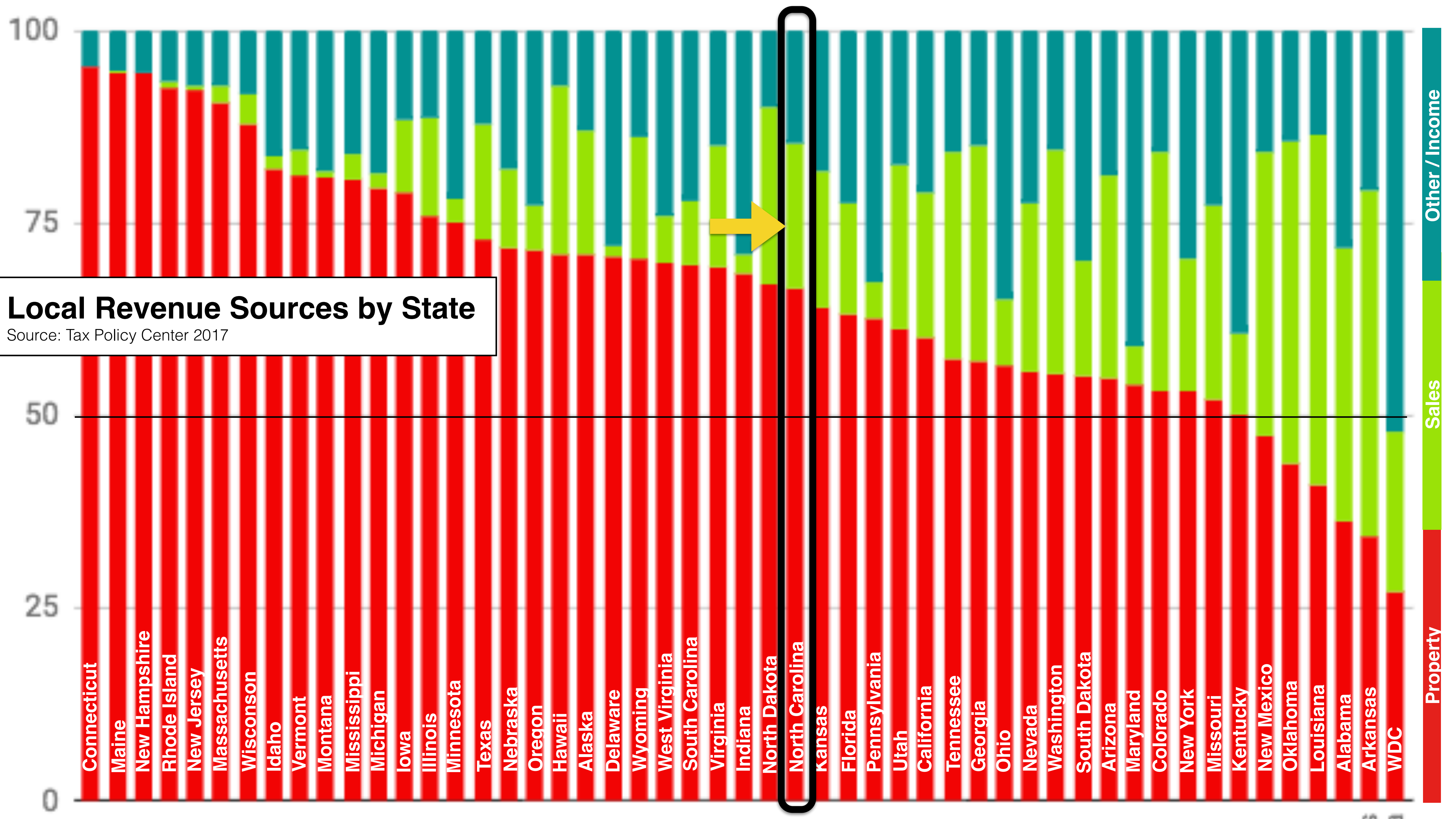
Infrastructure



Jobs



ROI



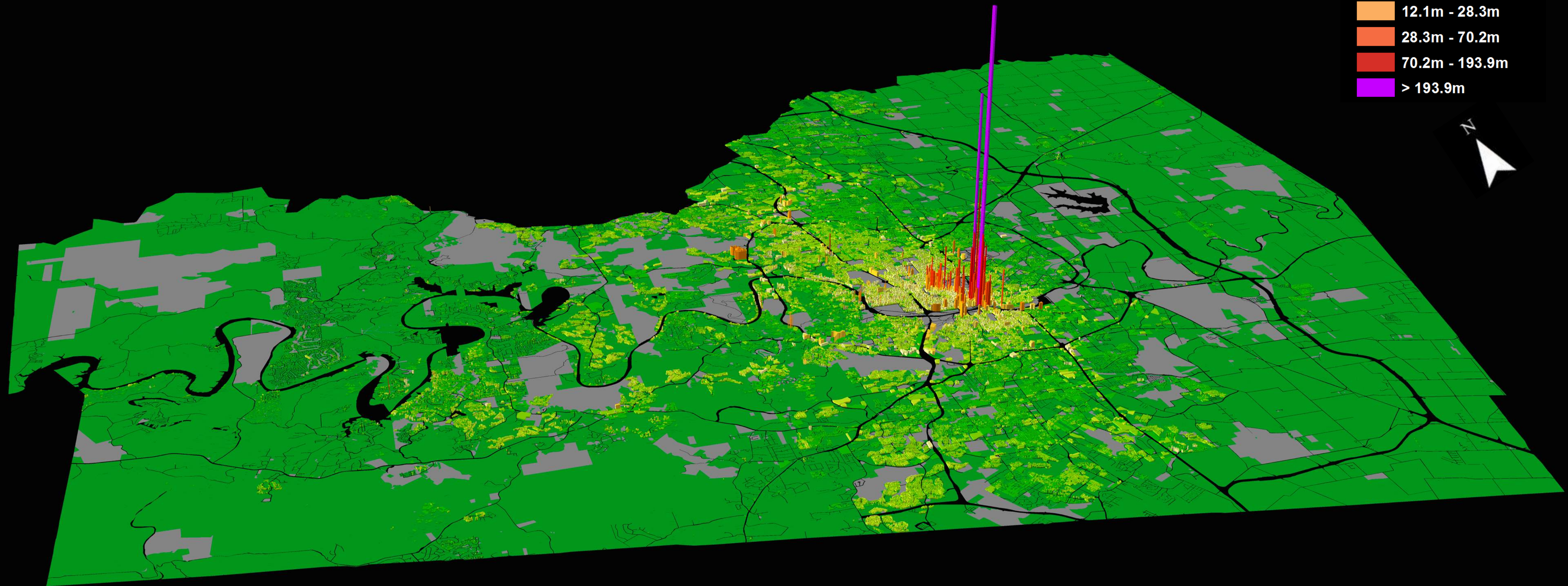
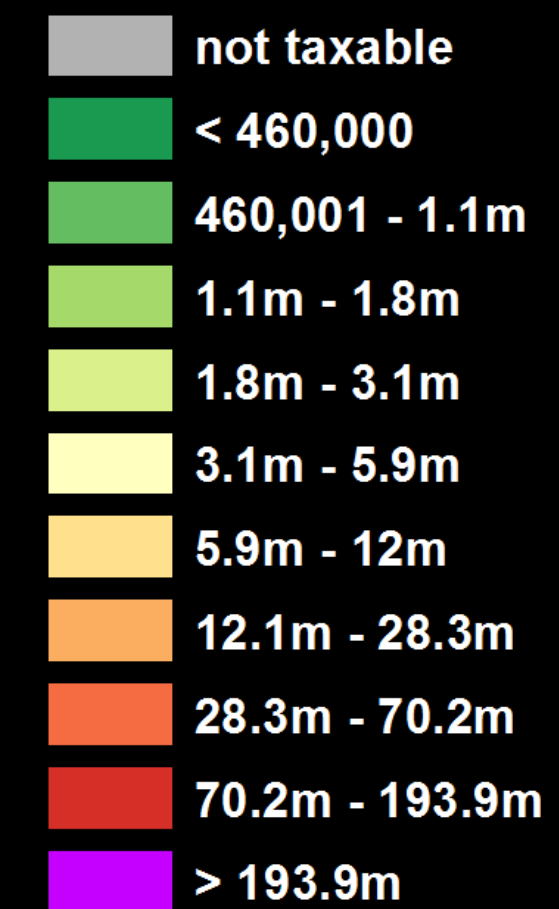
What are the numbers for Travis County?



Taxable Value Per Acre

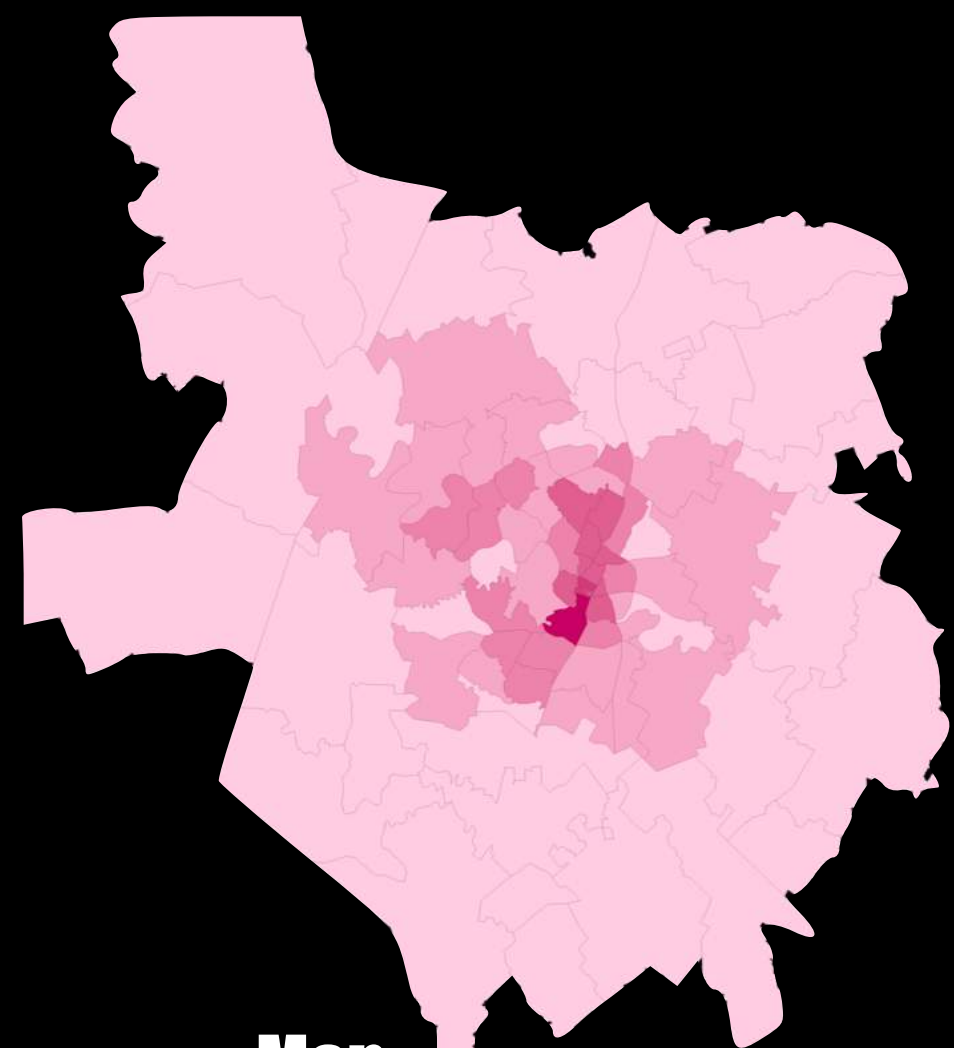
Travis County, TX

Value per Acre (\$)



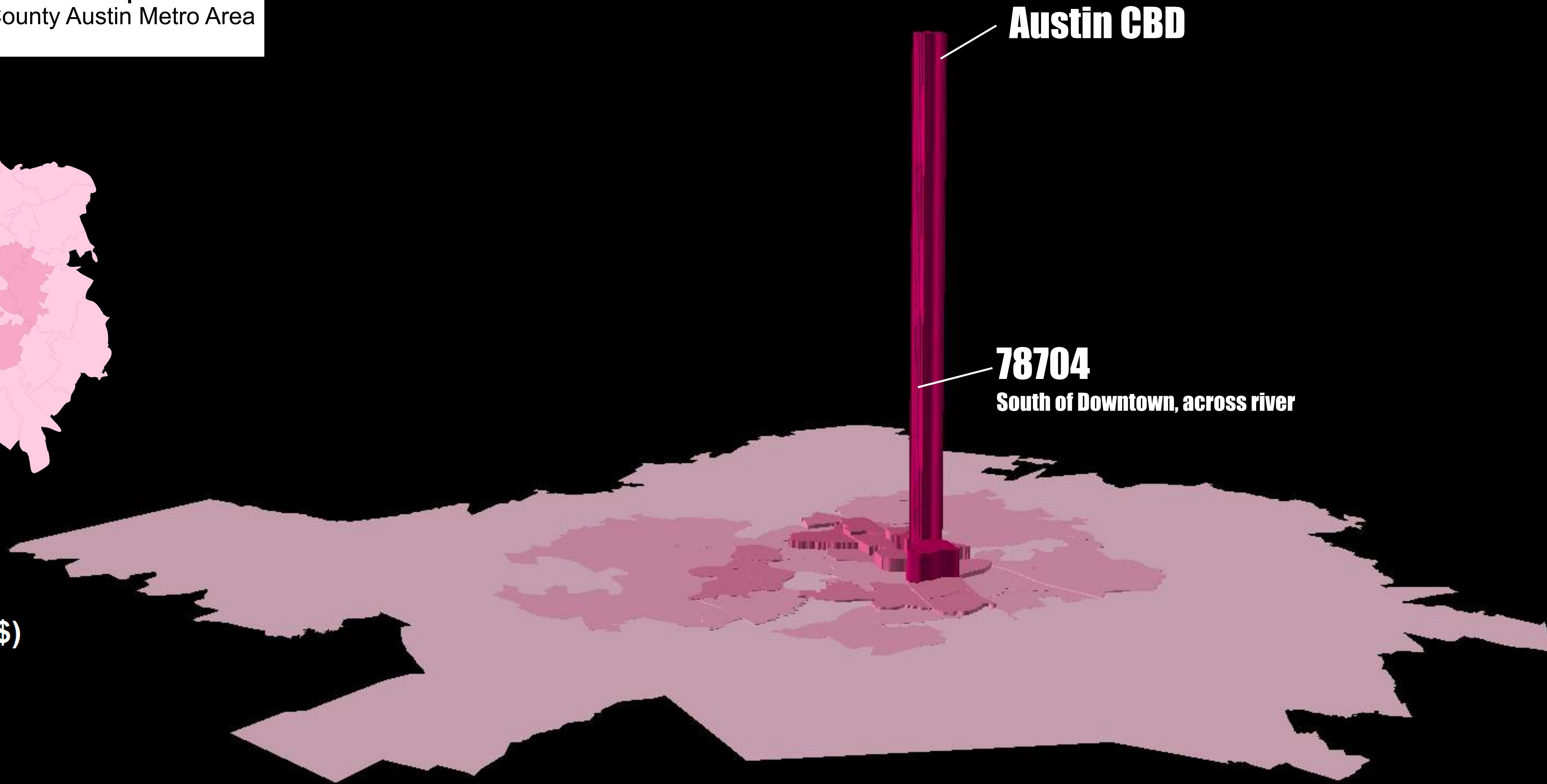
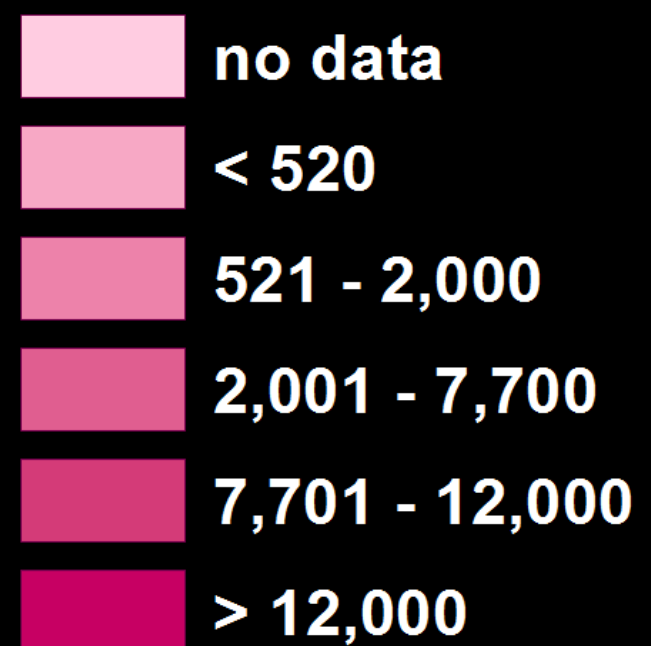
Mixed Beverage Sales per Acre

Six County Austin Metro Area



Map

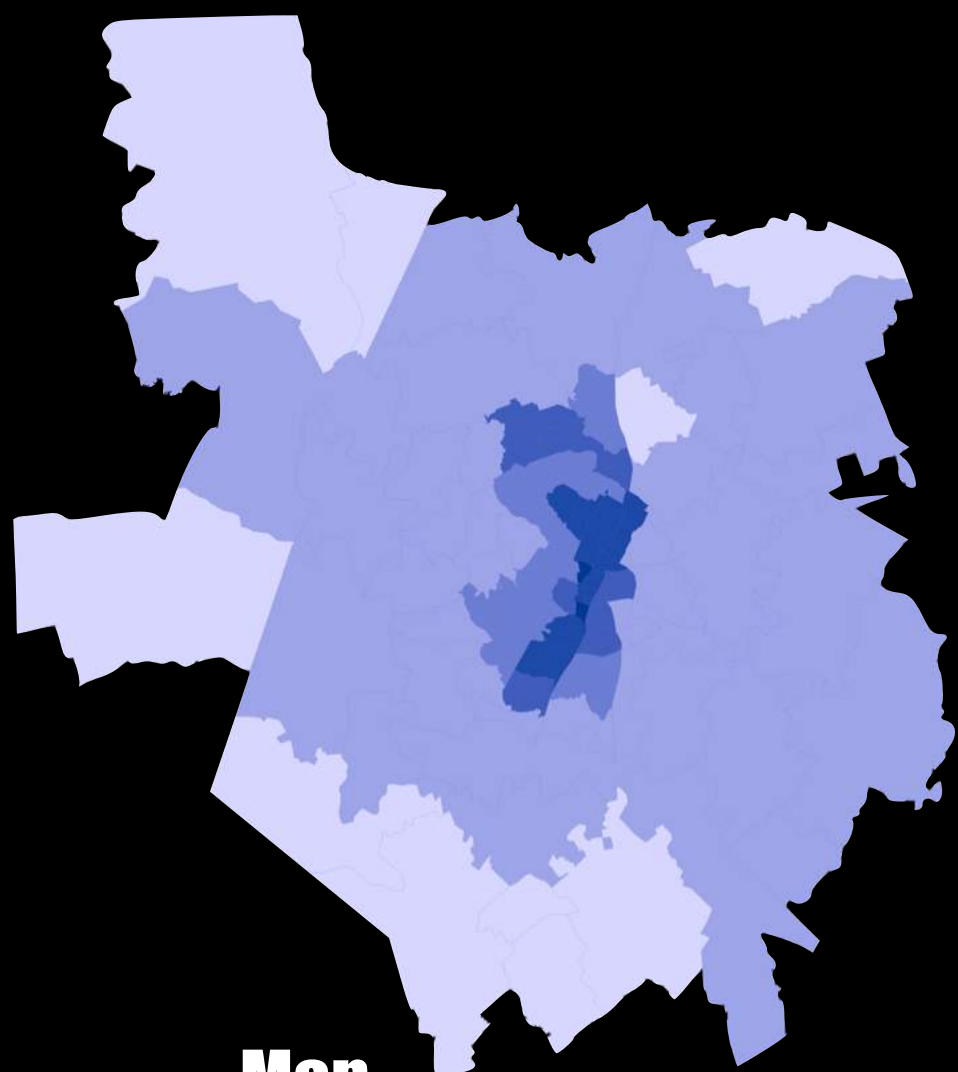
Sales per Acre (\$)



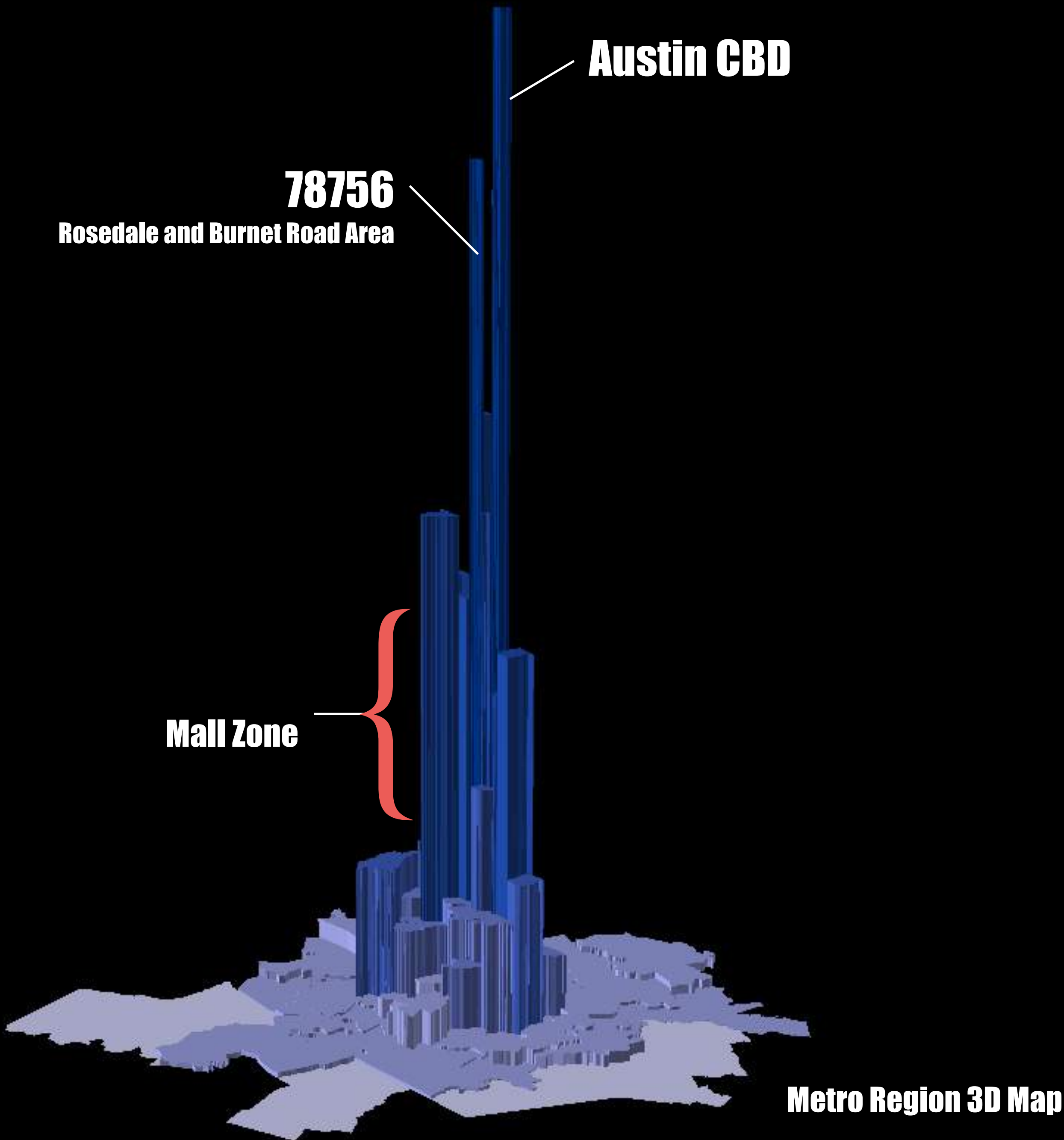
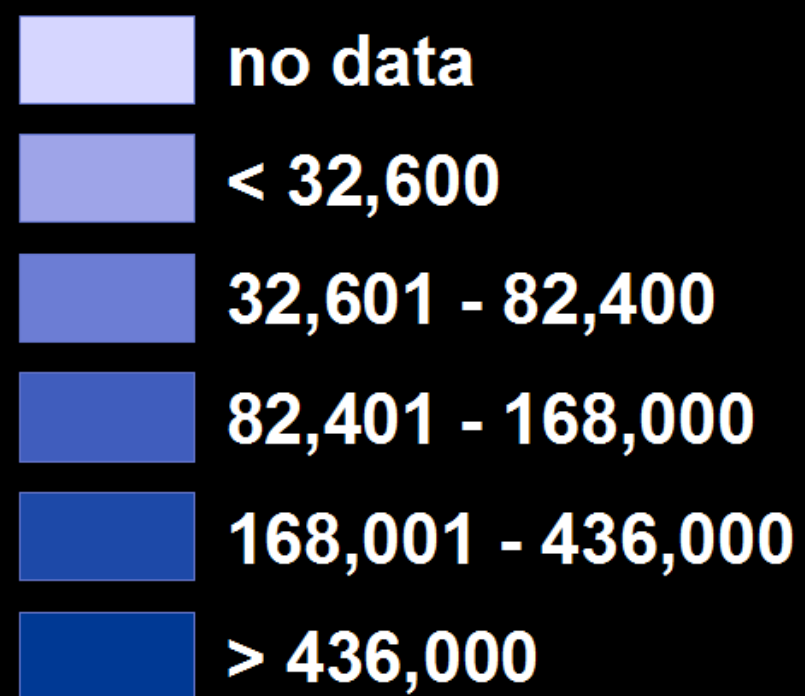
Metro Region 3D Map

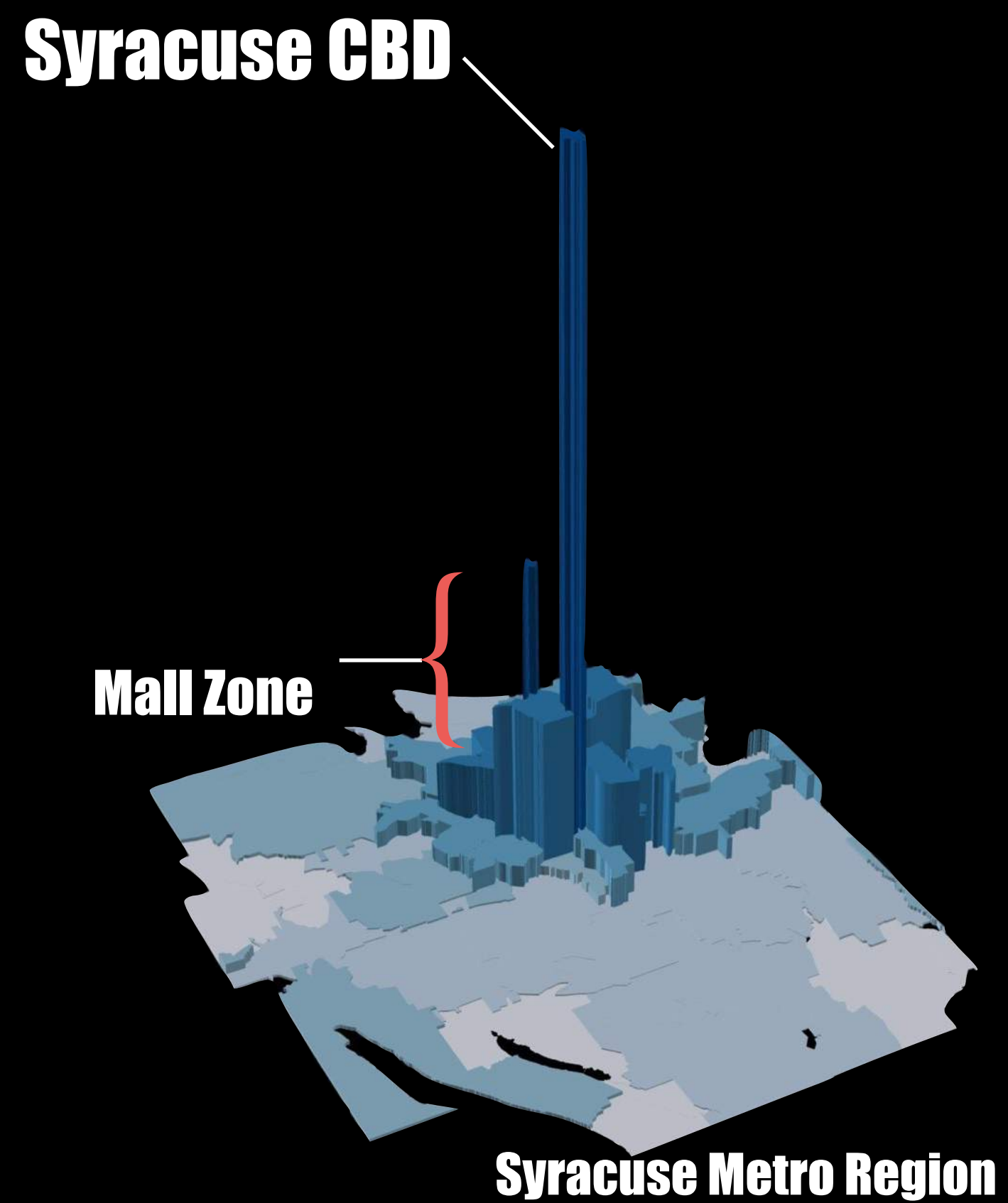
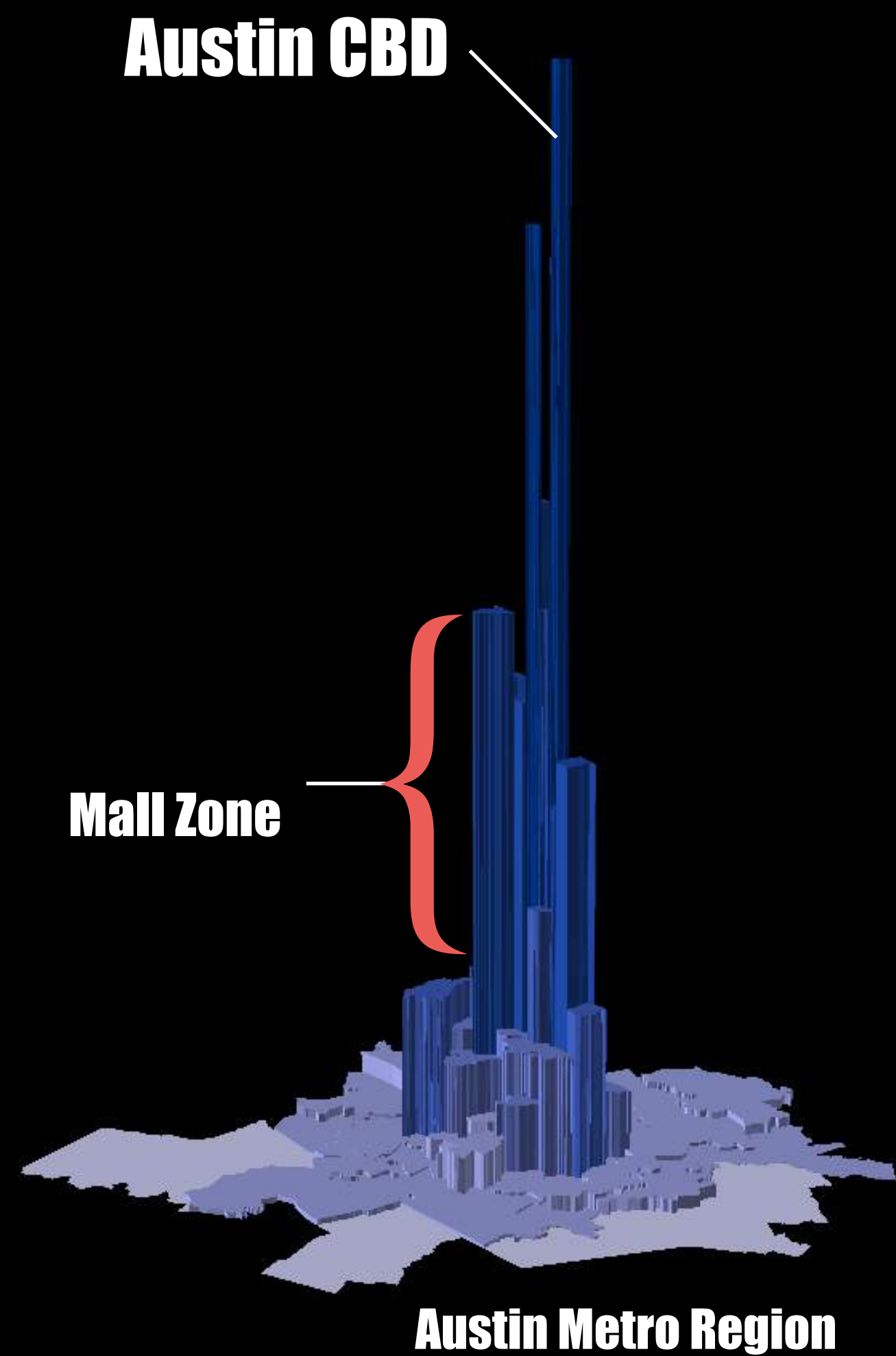
Retail & Food Sales per Acre

Six County Austin Metro Area



Sales per Acre (\$)



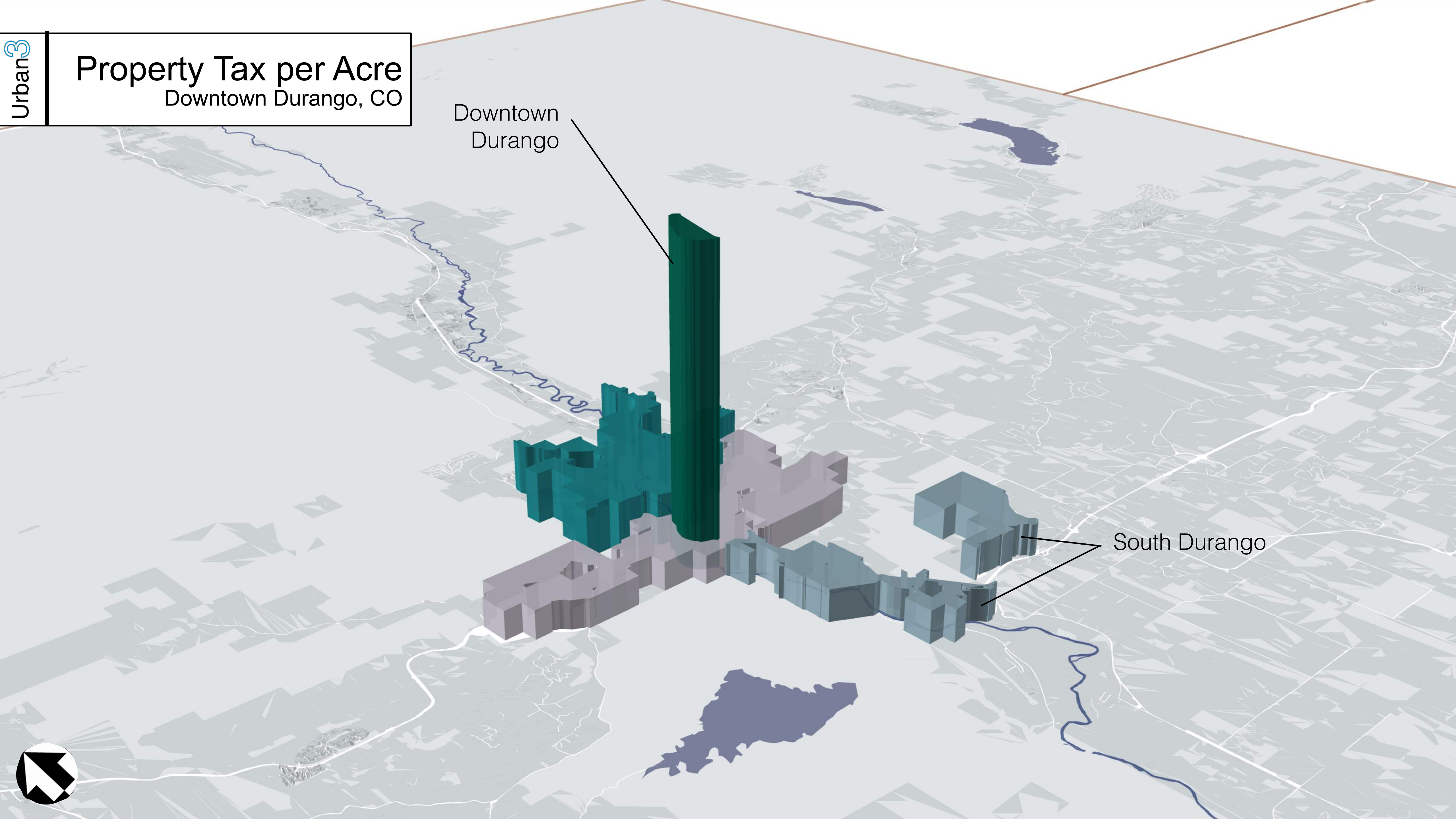


What are the numbers for La Plata County?



Property Tax per Acre

Downtown Durango, CO

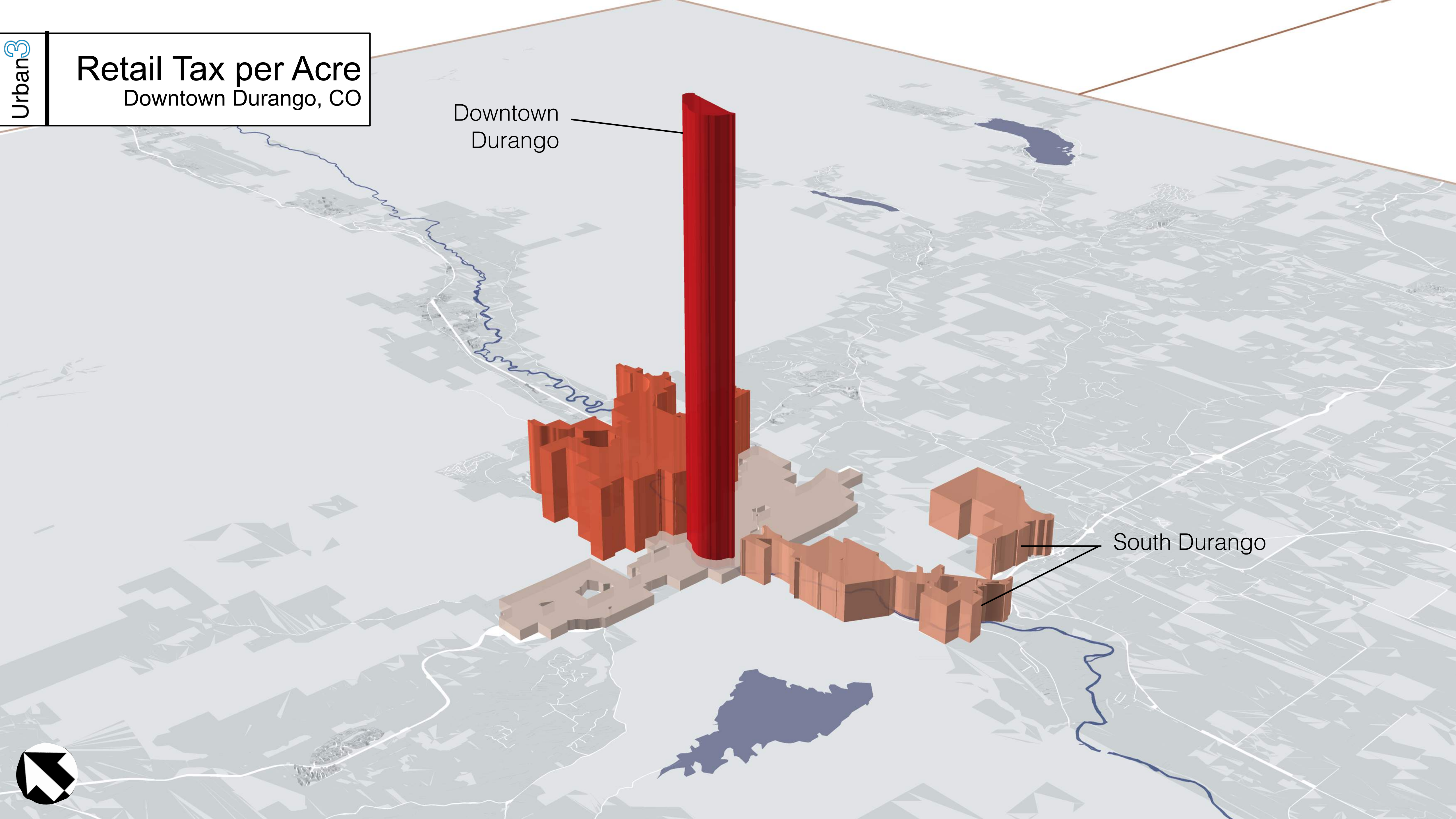


Retail Tax per Acre

Downtown Durango, CO

Downtown Durango

South Durango

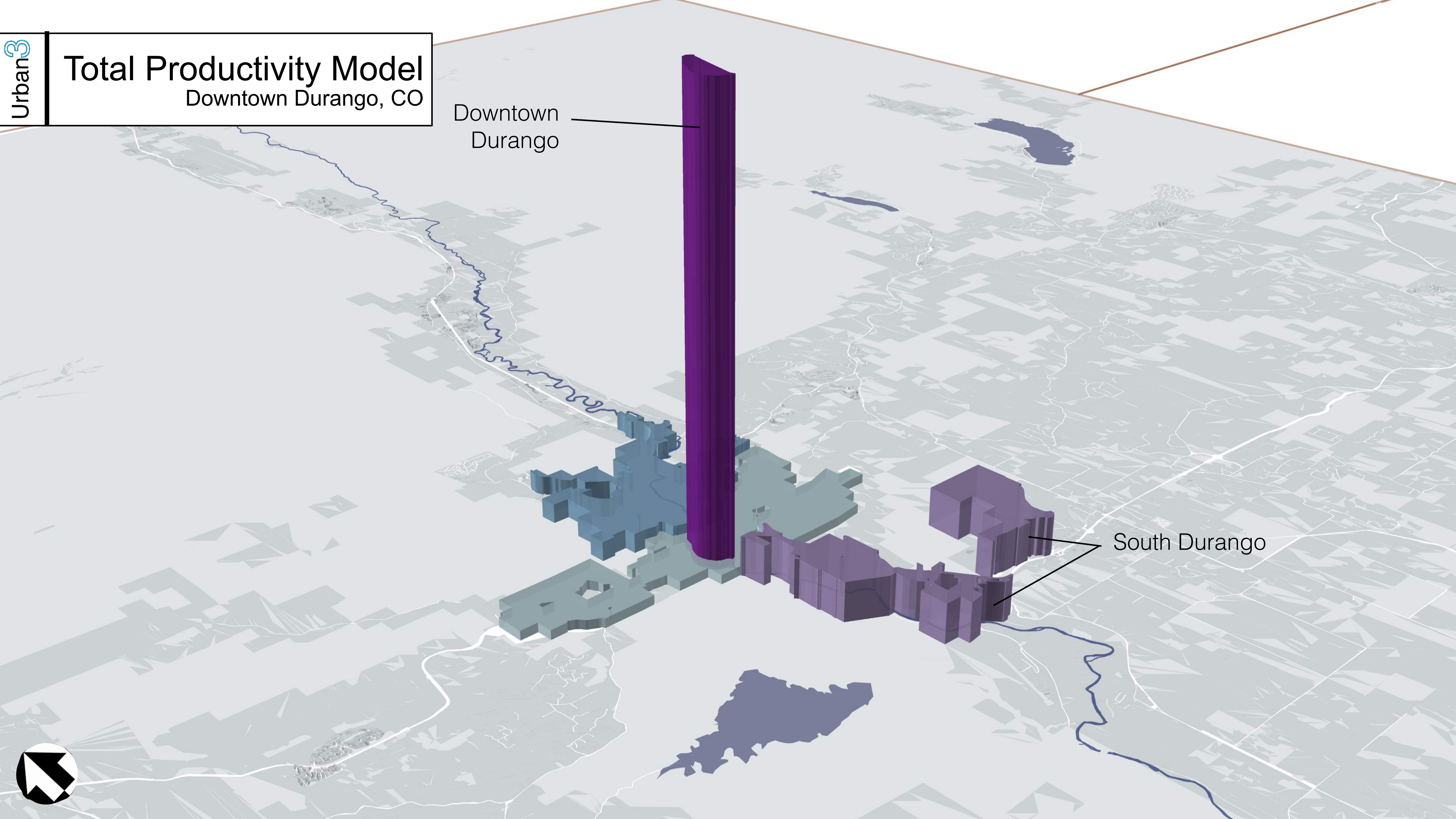


Total Productivity Model

Downtown Durango, CO

Downtown
Durango

South Durango

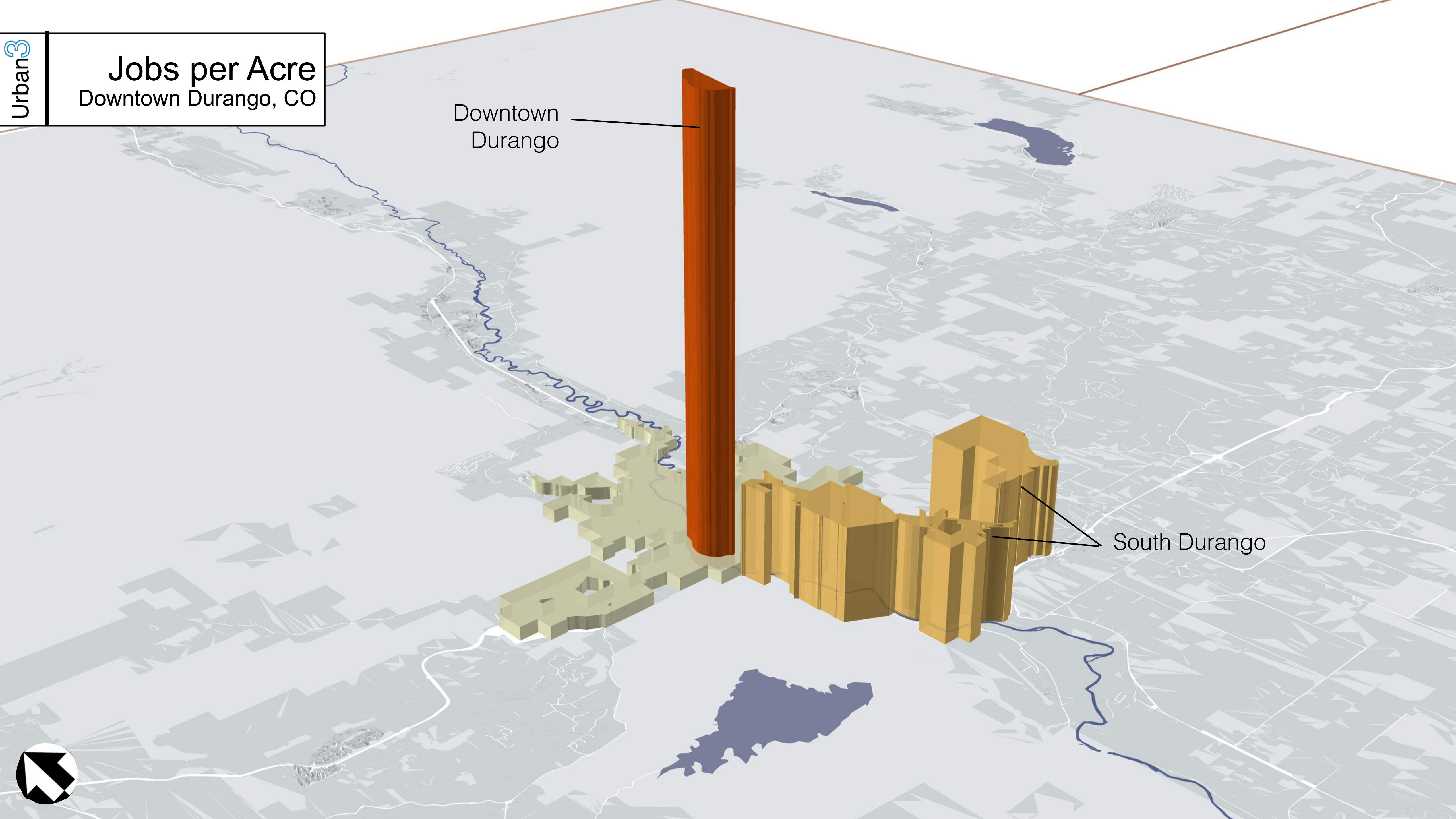


Jobs per Acre

Downtown Durango, CO

Downtown Durango

South Durango

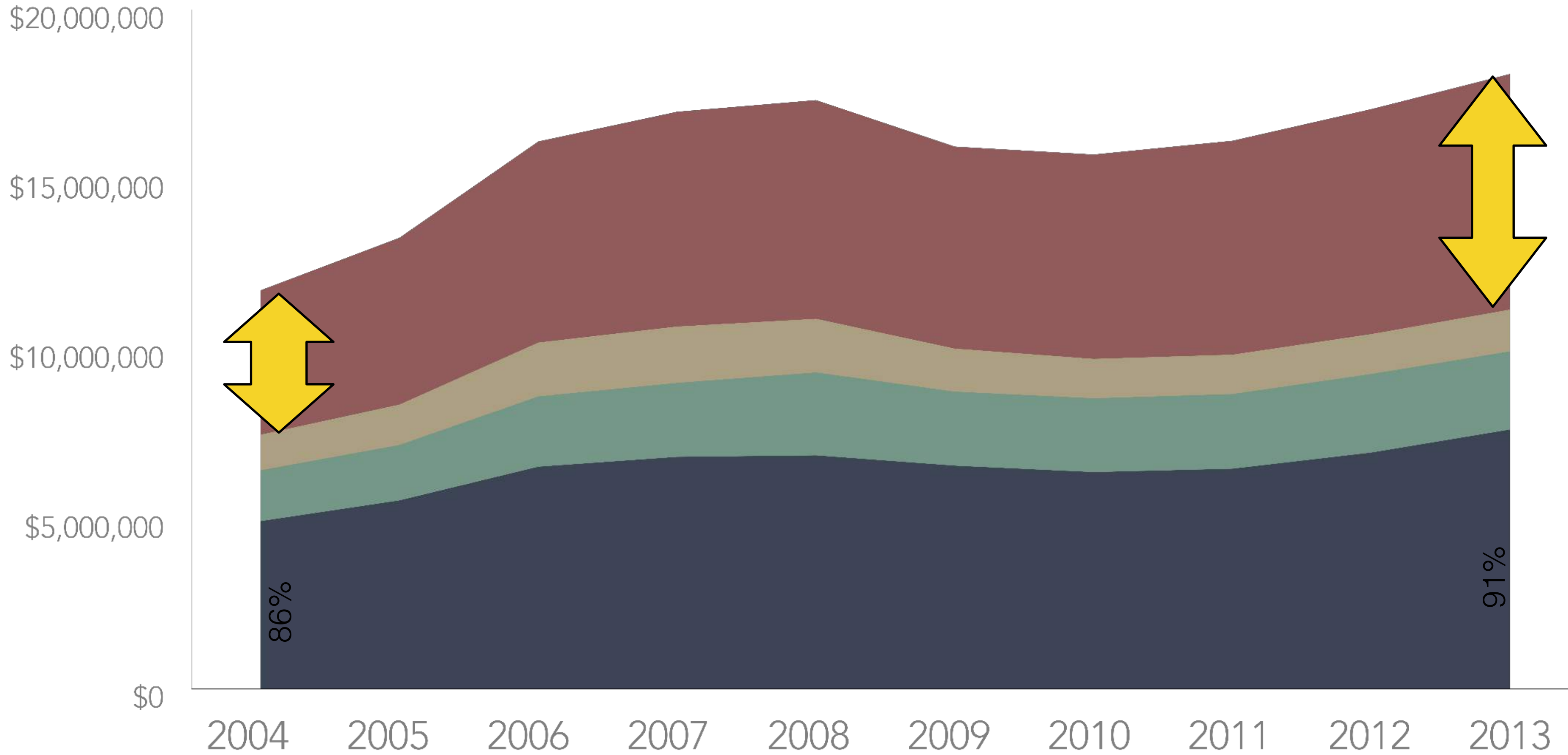


Sales Tax Production by District,

(2004 - 2013)

Durango Land Potency
Comparing Downtown vs. South Durango

Urban3

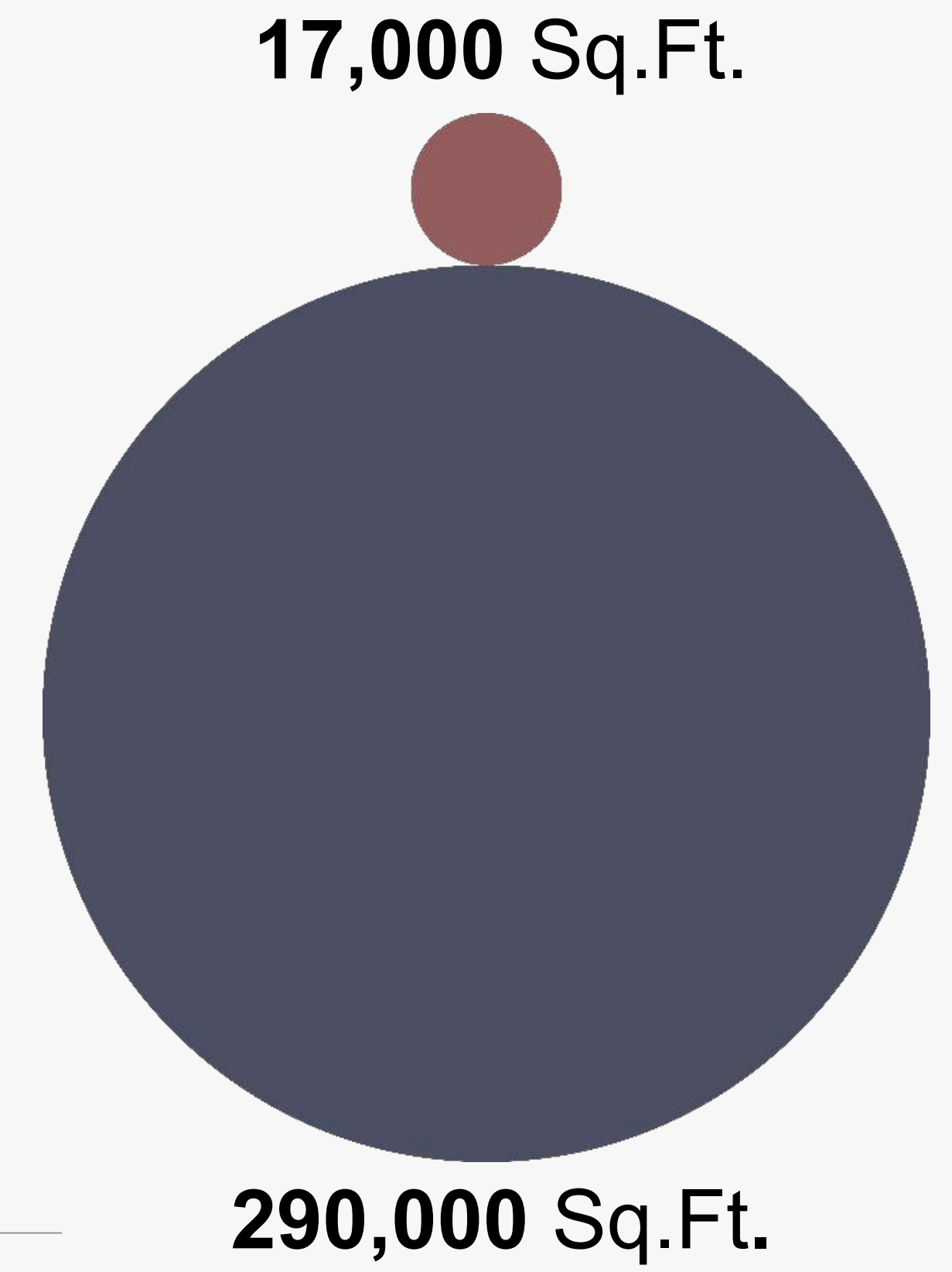
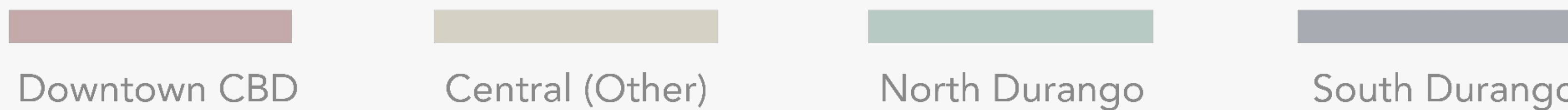
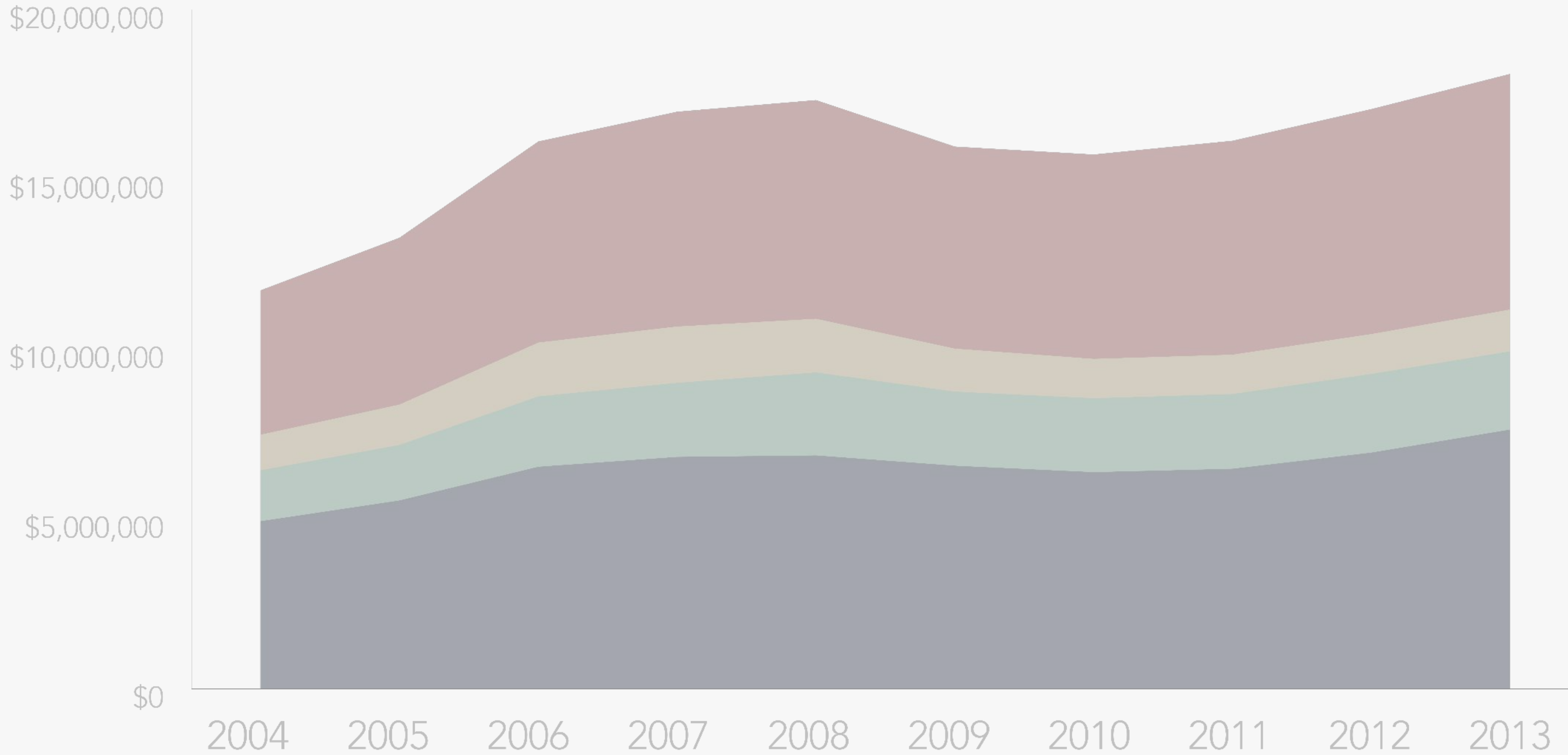


* Land comparison for only commercial land types

Sales Tax Production by District,

(2004 - 2013)

Durango Land Potency
Comparing Downtown vs. South Durango



Commercial Square Footage Added

* Land comparison for only commercial land types

Apples to Apples

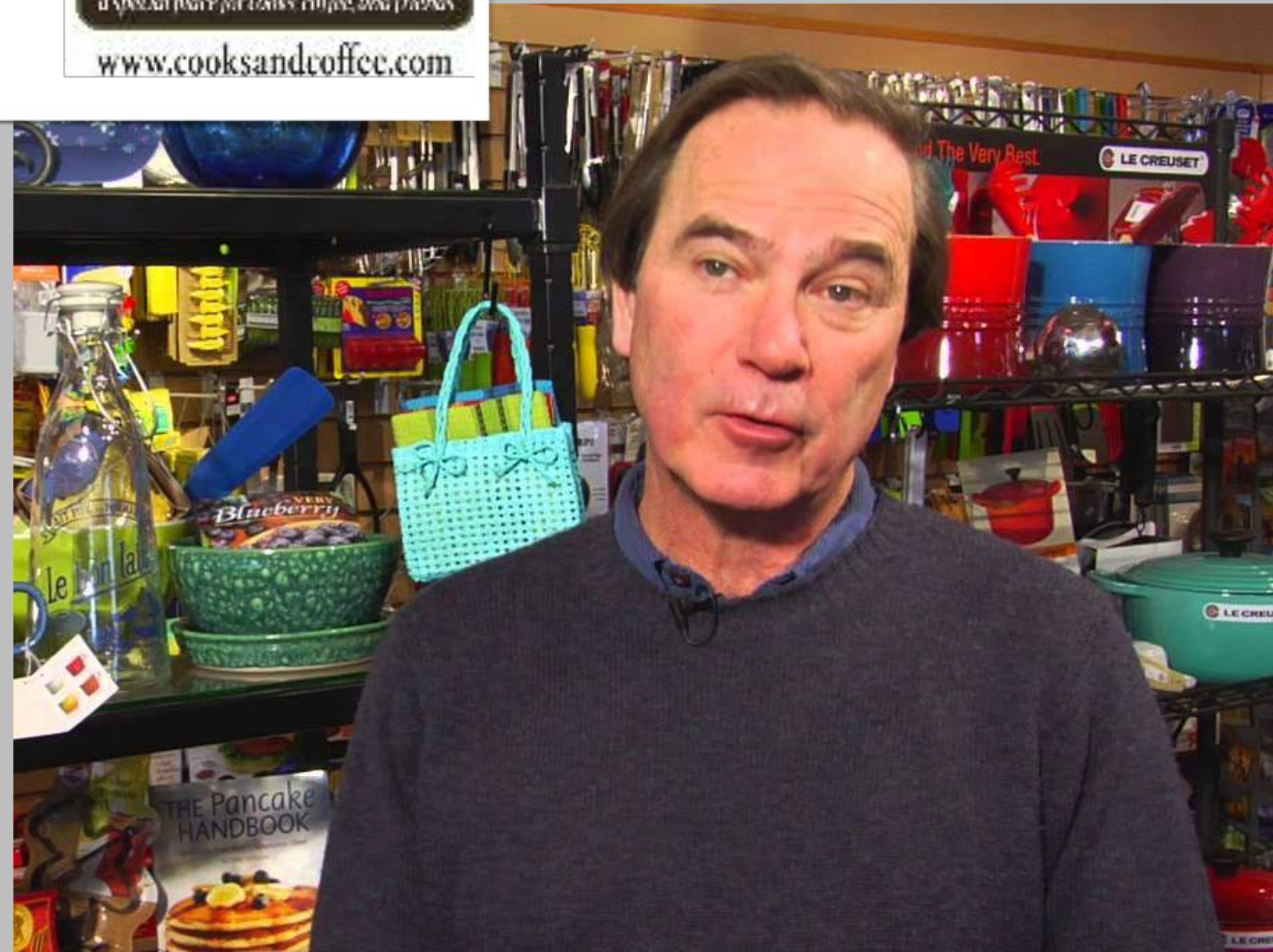
Comparing land use types



Peter Schertz

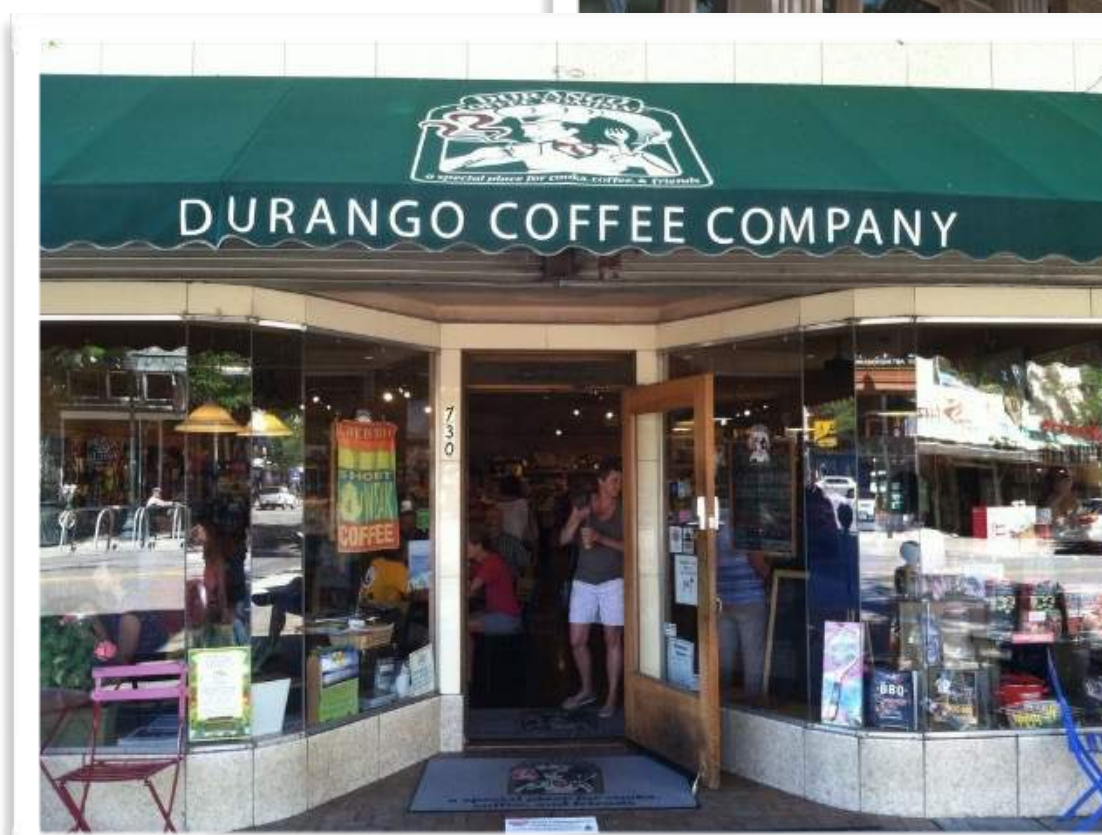


Tim Wheeler



Apples to Apples

Comparing land use types



land consumed (acres)

13.4



0.15

Apples to Apples

Comparing land use types



land consumed (acres)

13.4



0.15

county property taxes / acre

\$1.8K



\$22.7K

Apples to Apples

Comparing land use types



land consumed (acres)

13.4

0.15

county property taxes / acre

\$1.8K

\$22.7K

city retail taxes / acre

\$152K

\$556K

Apples to Apples

Comparing land use types



land consumed (acres)

13.4

0.15

county property taxes / acre

\$1.8K

\$22.7K

city retail taxes / acre

\$152K

\$556K

jobs / acre

15

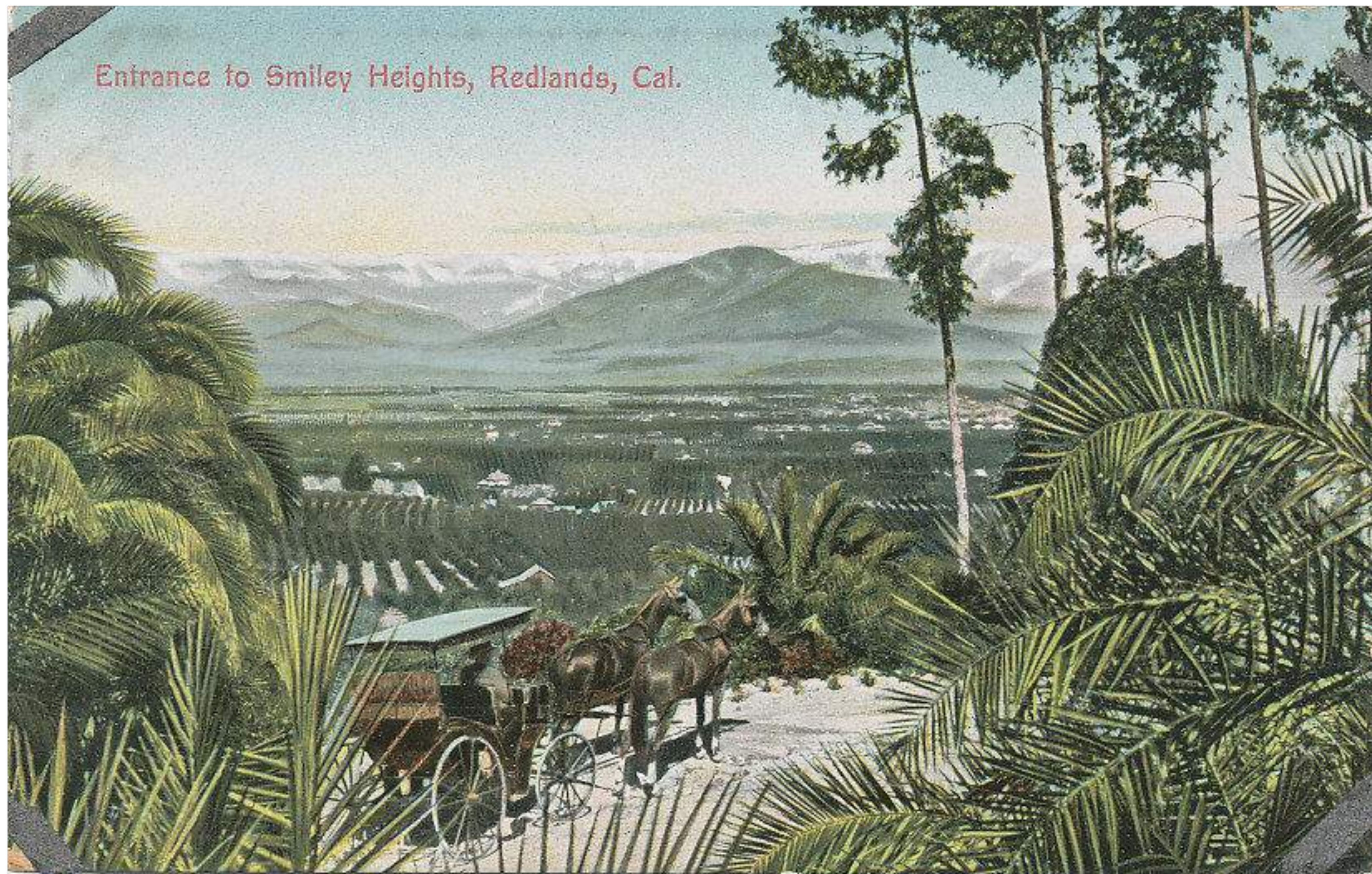
233

**If you can't measure it,
you can't
manage it.**

Mayor Michael Bloomberg

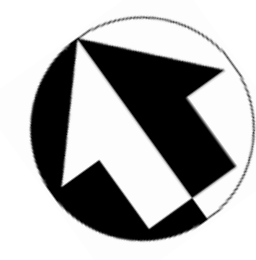
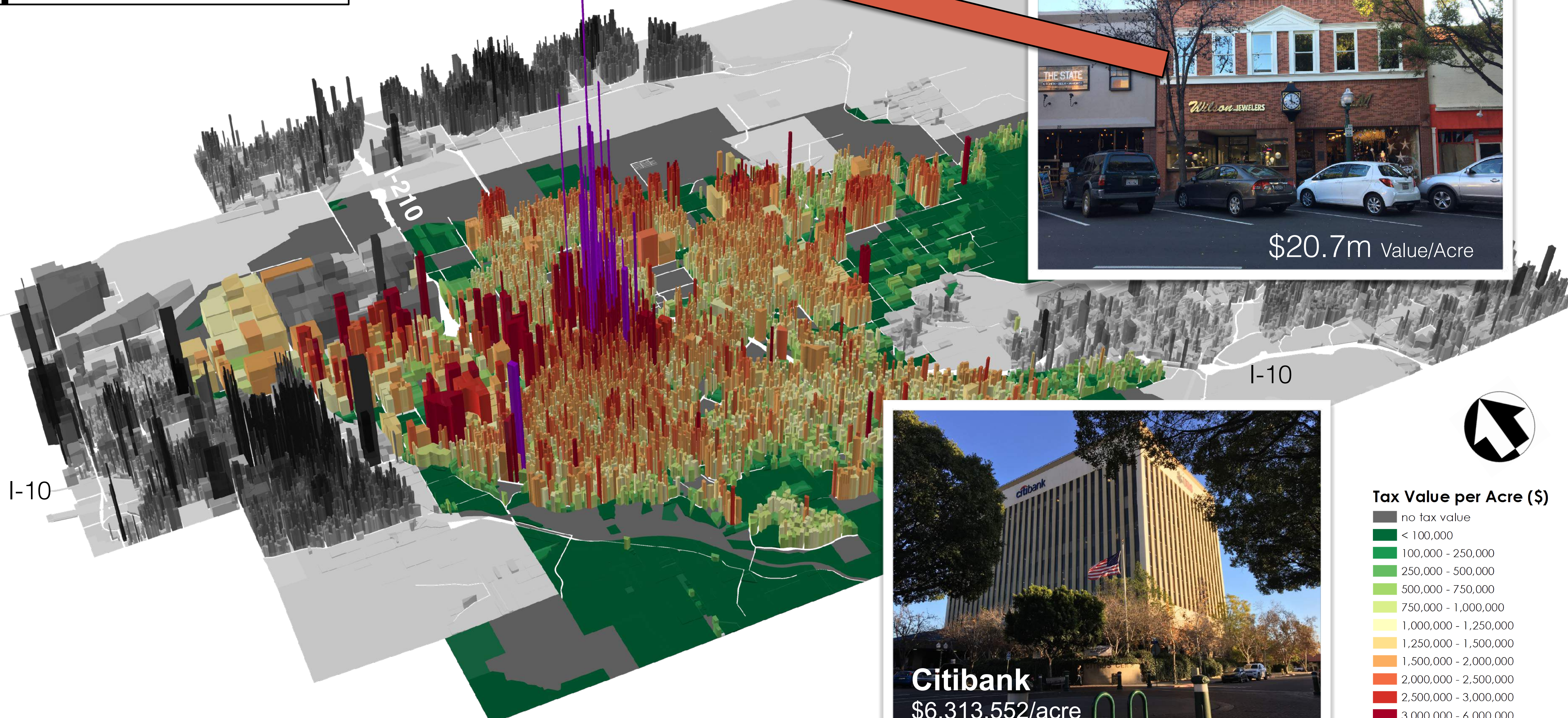


What are the numbers for Redlands?



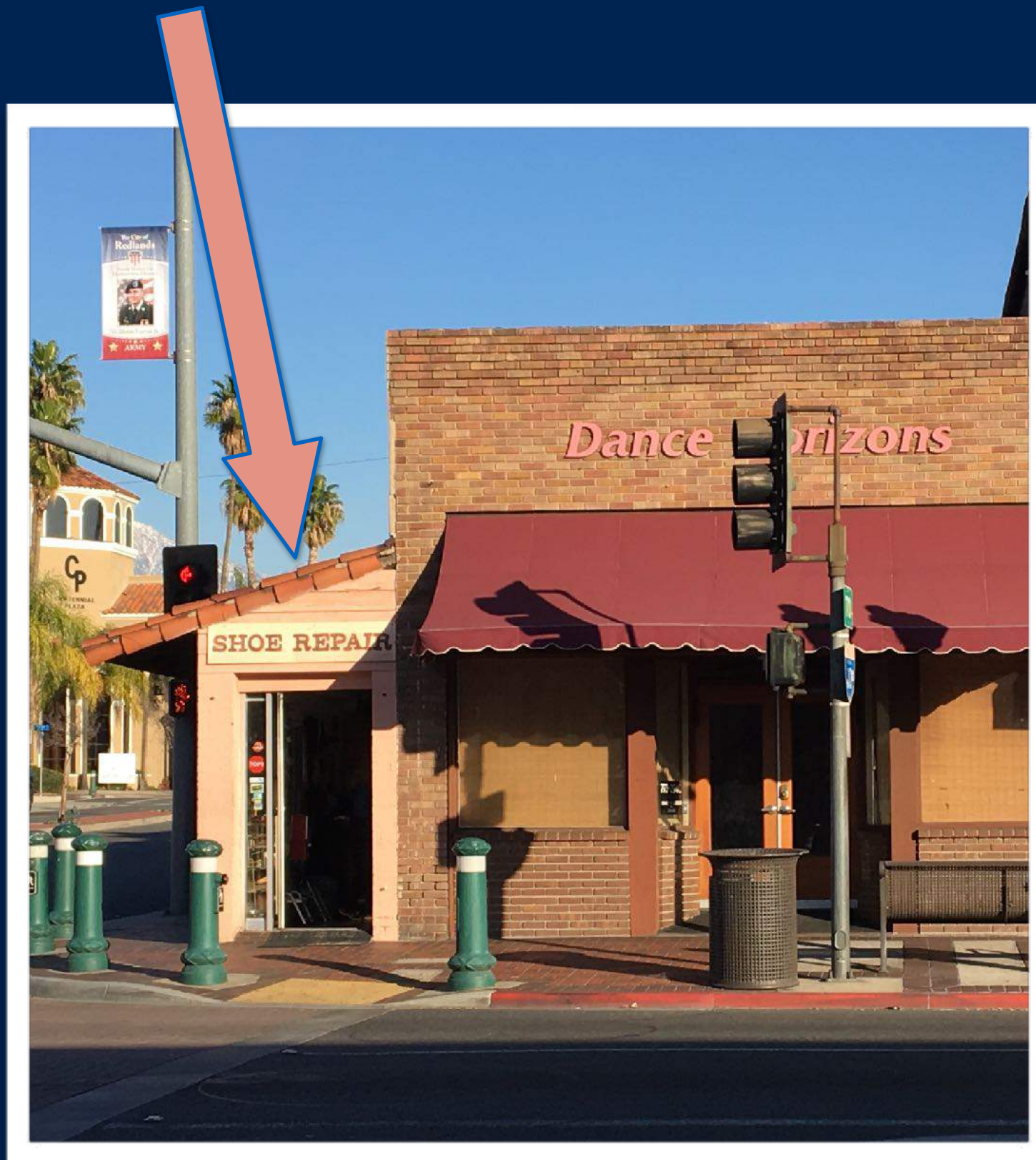
Taxable Value per Acre

Redlands, CA



Tax Value per Acre (\$)

- no tax value
- < 100,000
- 100,000 - 250,000
- 250,000 - 500,000
- 500,000 - 750,000
- 750,000 - 1,000,000
- 1,000,000 - 1,250,000
- 1,250,000 - 1,500,000
- 1,500,000 - 2,000,000
- 2,000,000 - 2,500,000
- 2,500,000 - 3,000,000
- 3,000,000 - 6,000,000
- > 6,000,000

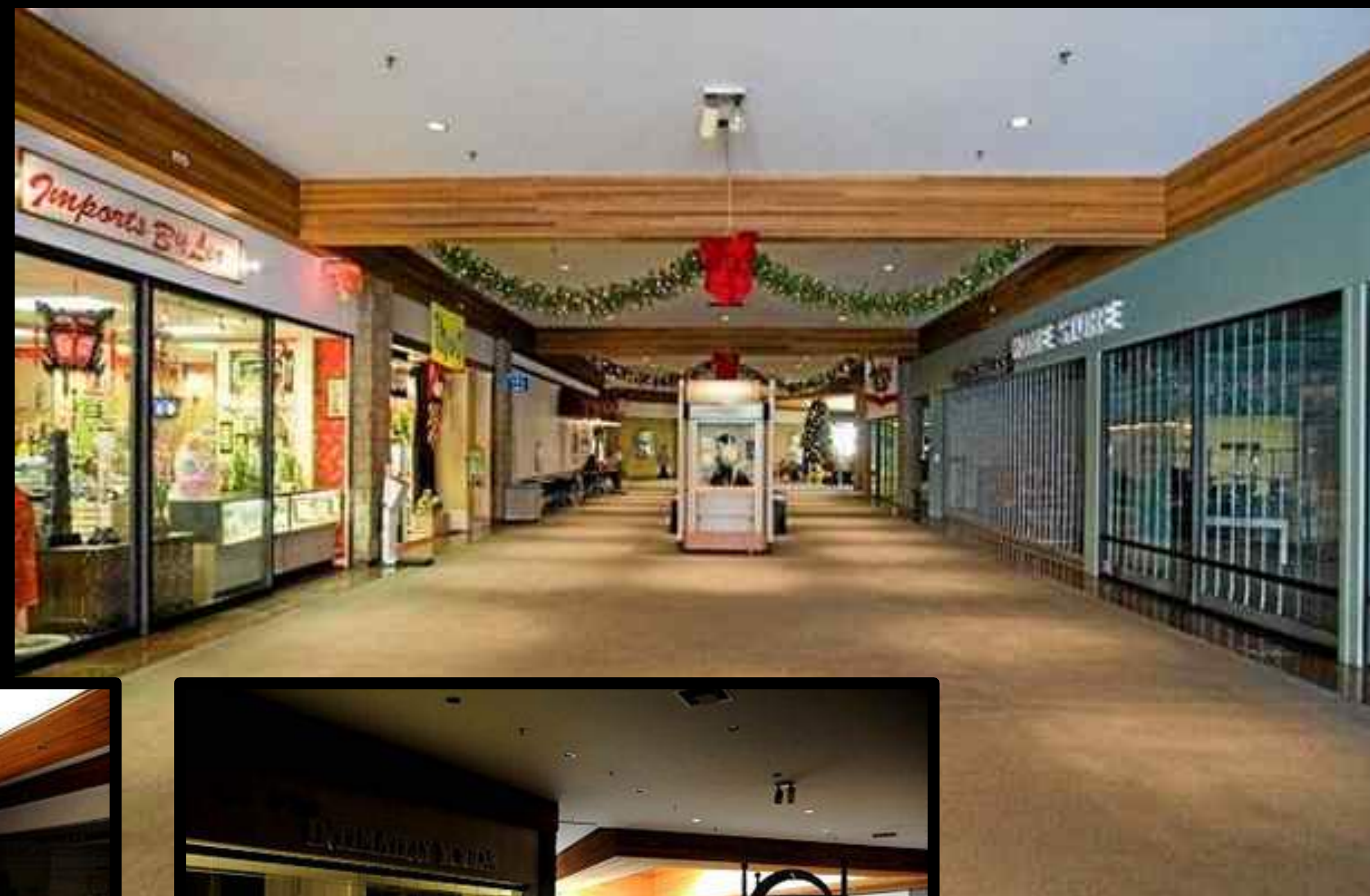


The Shoe Repair
\$4,394,852/acre

3.18 acres of the Shoe Shop would equal the 12.7 acre Walmart

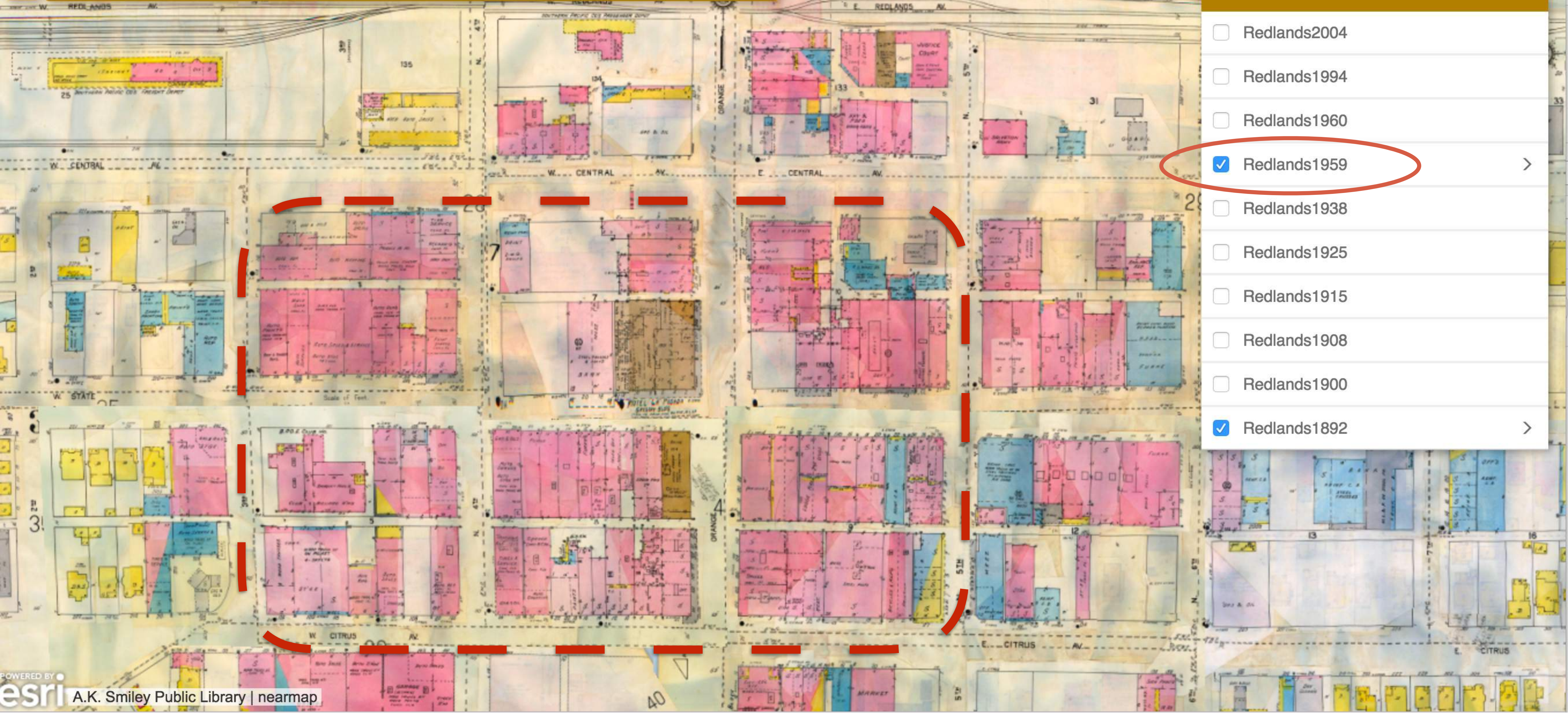


Walmart
\$1,098,462/acre



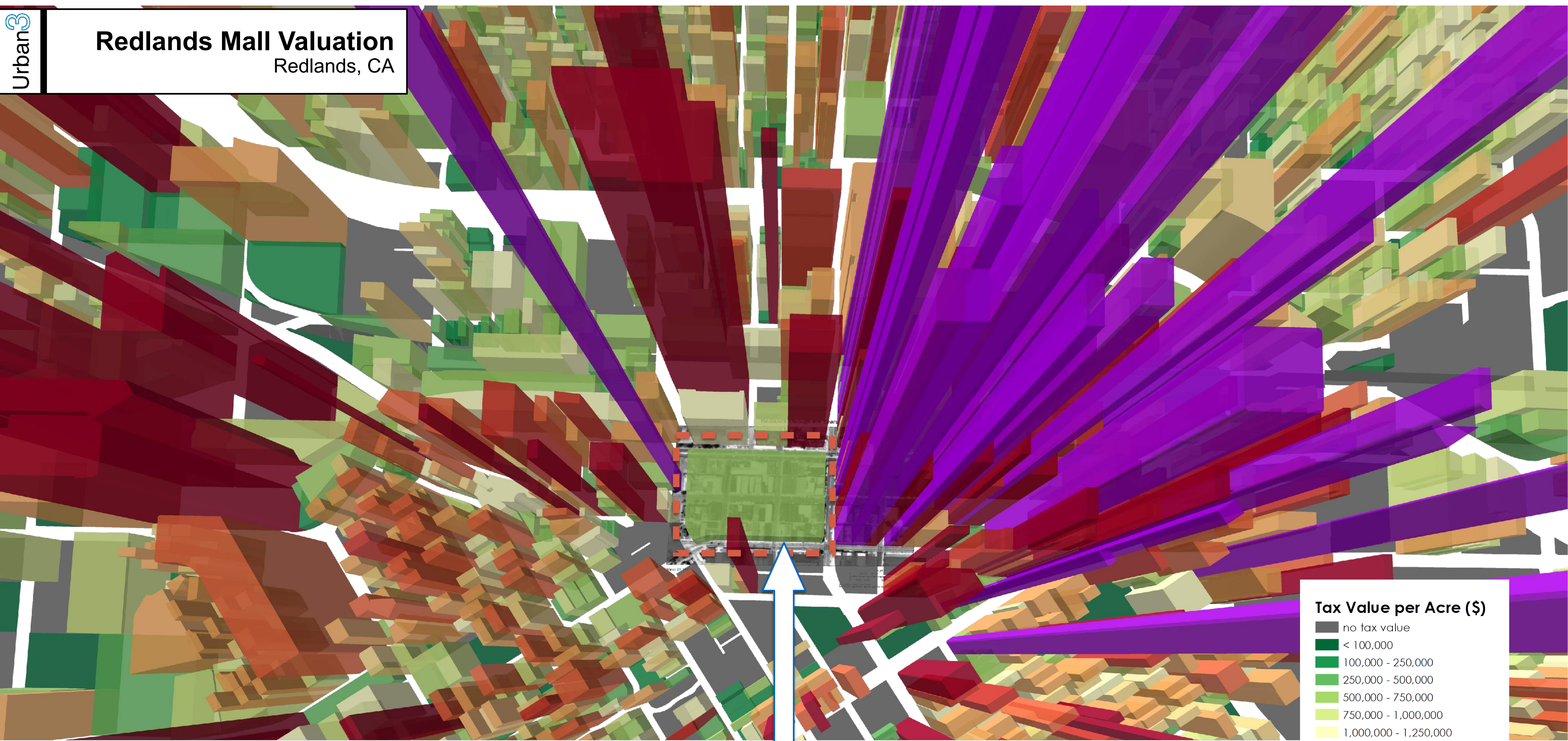
Redlands Mall

- Redlands2004
- Redlands1994
- Redlands1960
- Redlands1959
- Redlands1938
- Redlands1925
- Redlands1915
- Redlands1908
- Redlands1900
- Redlands1892



Redlands Mall Valuation

Redlands, CA



Tax Value per Acre (\$)	
Grey	no tax value
Dark Green	< 100,000
Green	100,000 - 250,000
Light Green	250,000 - 500,000
Yellow-Green	500,000 - 750,000
Yellow	750,000 - 1,000,000
Light Orange	1,000,000 - 1,250,000
Orange	1,250,000 - 1,500,000
Dark Orange	1,500,000 - 2,000,000
Red-Orange	2,000,000 - 2,500,000
Red	2,500,000 - 3,000,000
Dark Red	3,000,000 - 6,000,000
Purple	> 6,000,000

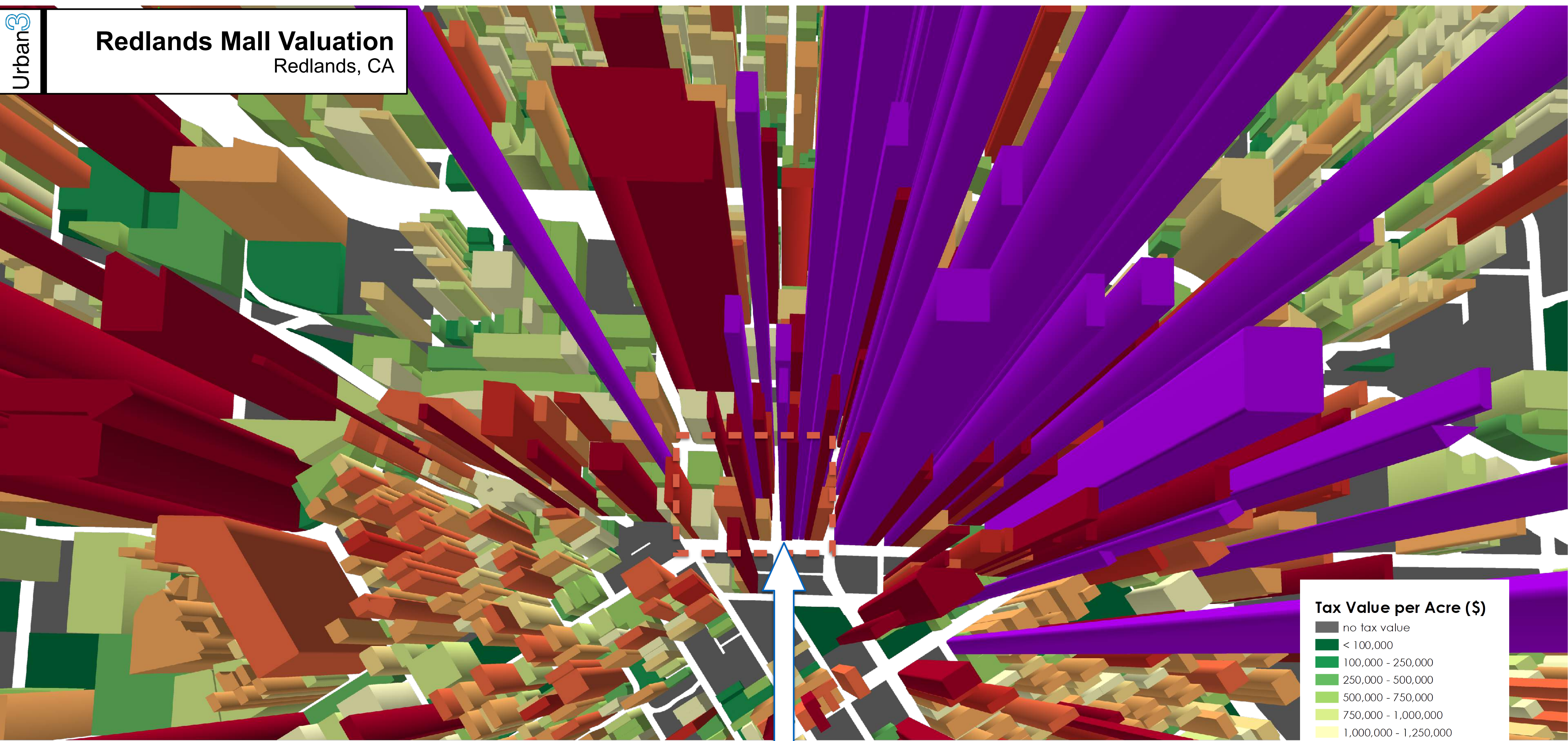
2017 Condition

\$5.6M Current Taxable Value



Redlands Mall Valuation

Redlands, CA



Tax Value per Acre (\$)

no tax value
< 100,000
100,000 - 250,000
250,000 - 500,000
500,000 - 750,000
750,000 - 1,000,000
1,000,000 - 1,250,000
1,250,000 - 1,500,000
1,500,000 - 2,000,000
2,000,000 - 2,500,000
2,500,000 - 3,000,000
3,000,000 - 6,000,000
> 6,000,000



What if old buildings were maintained?

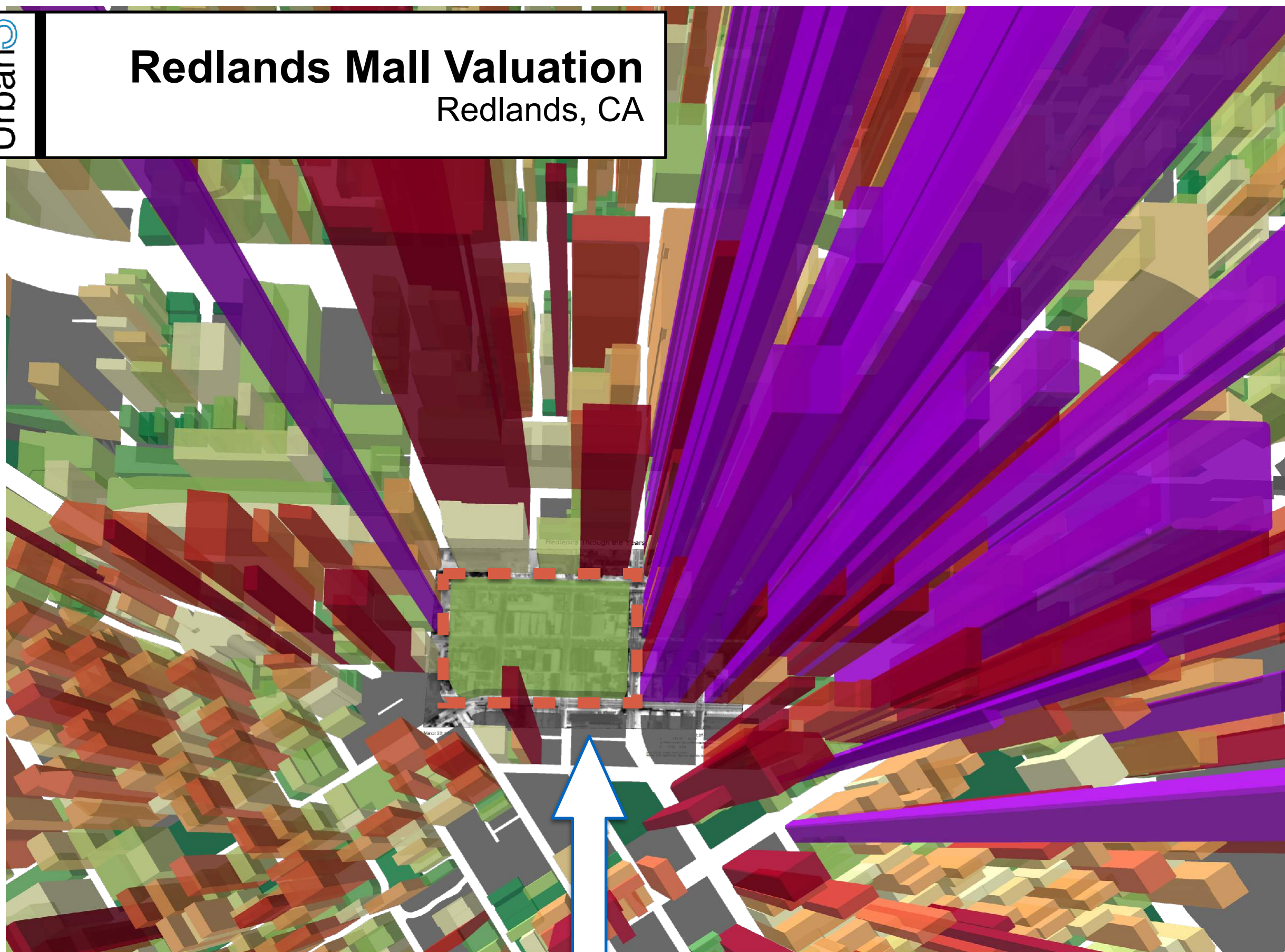
2017 Condition

\$21M

Estimated Taxable Value

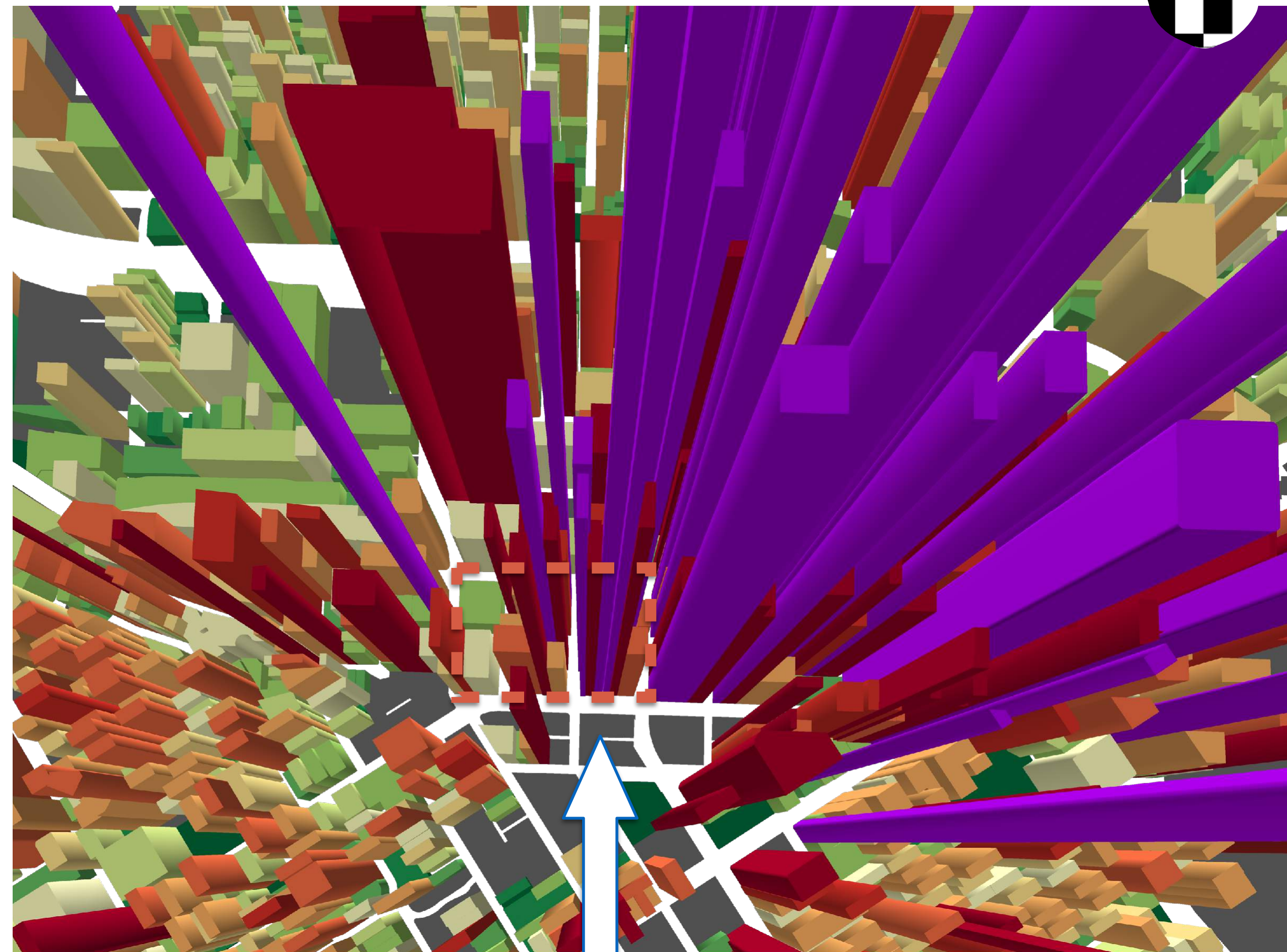
Redlands Mall Valuation

Redlands, CA



2017 Condition

\$5.6M
Current Taxable Value



1959 Buildings

\$21M
Estimated Taxable Value

Tax Value per Acre (\$)

- no tax value
- < 100,000
- 100,000 - 250,000
- 250,000 - 500,000
- 500,000 - 750,000
- 750,000 - 1,000,000
- 1,000,000 - 1,250,000
- 1,250,000 - 1,500,000
- 1,500,000 - 2,000,000
- 2,000,000 - 2,500,000
- 2,500,000 - 3,000,000
- 3,000,000 - 6,000,000
- > 6,000,000

If old buildings were maintained, you'd have 3x more tax base.



Idea:

MAKE AMERICA GREAT AGAIN.



2017 Condition

\$5.6M
Current Taxable Value



1959 Buildings

\$21M
Estimated Taxable Value

Tax Value per Acre (\$)

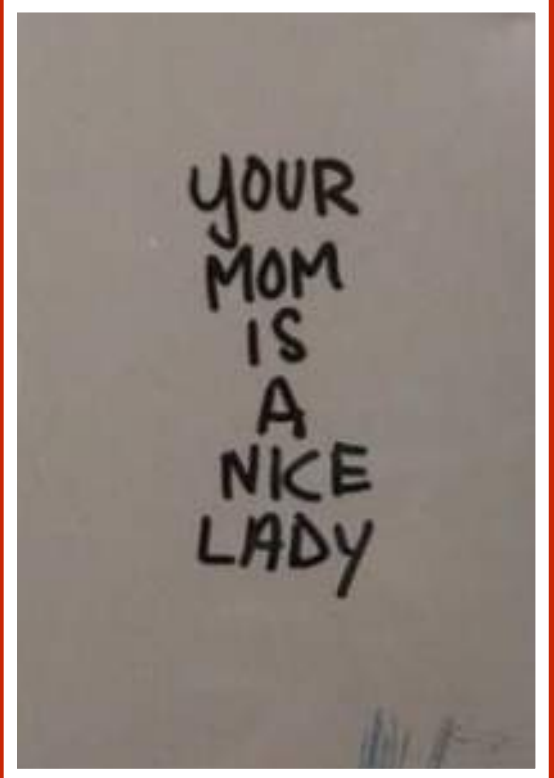
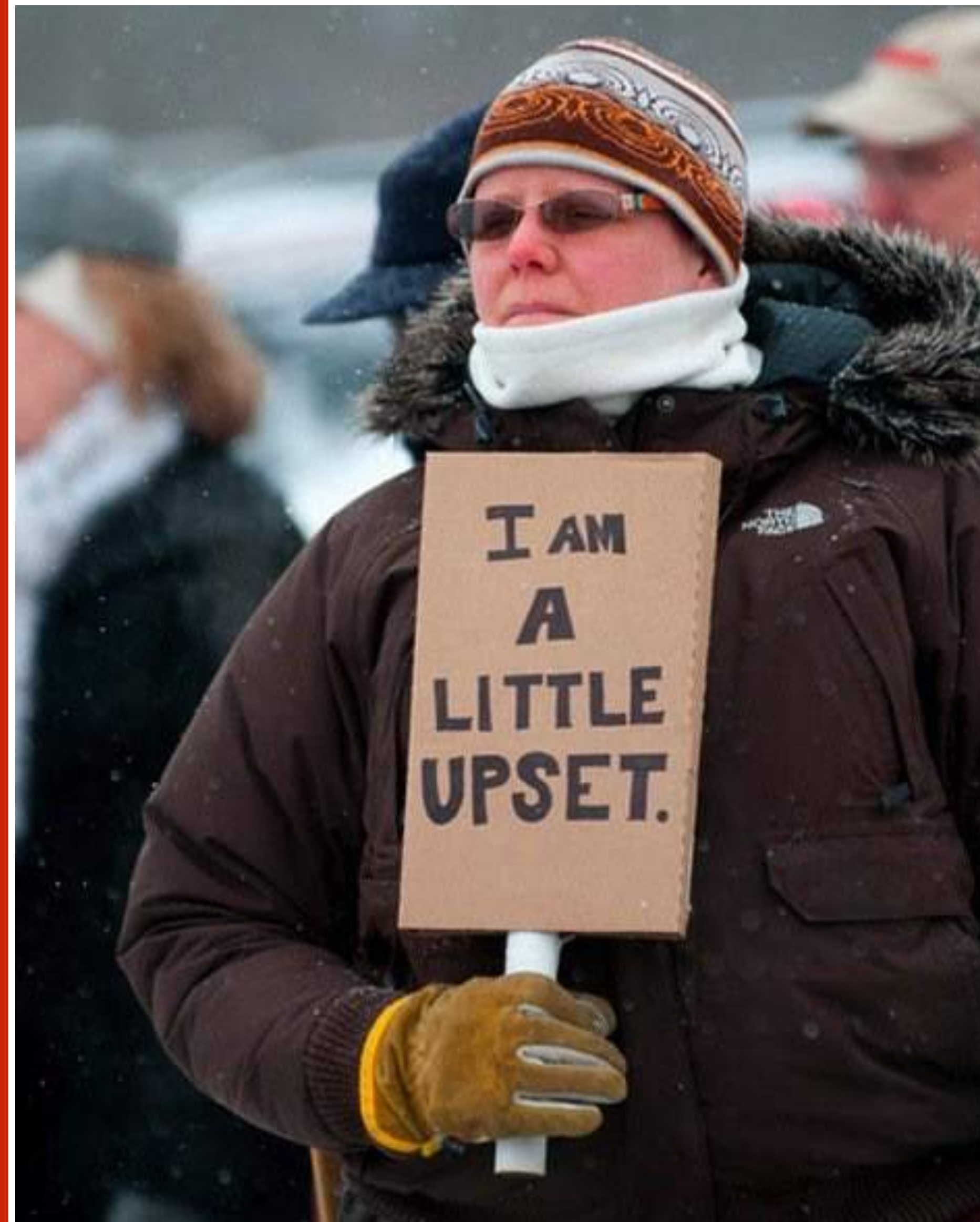
- no tax value
- < 100,000
- 100,000 - 250,000
- 250,000 - 500,000
- 500,000 - 750,000
- 750,000 - 1,000,000
- 1,000,000 - 1,250,000
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- 1,500,000 - 2,000,000
- 2,000,000 - 2,500,000
- 2,500,000 - 3,000,000
- 3,000,000 - 6,000,000
- > 6,000,000

If old buildings were maintained, you'd have 3x more tax base.

Canadians Are Different



PROTEST



GRAFFITI

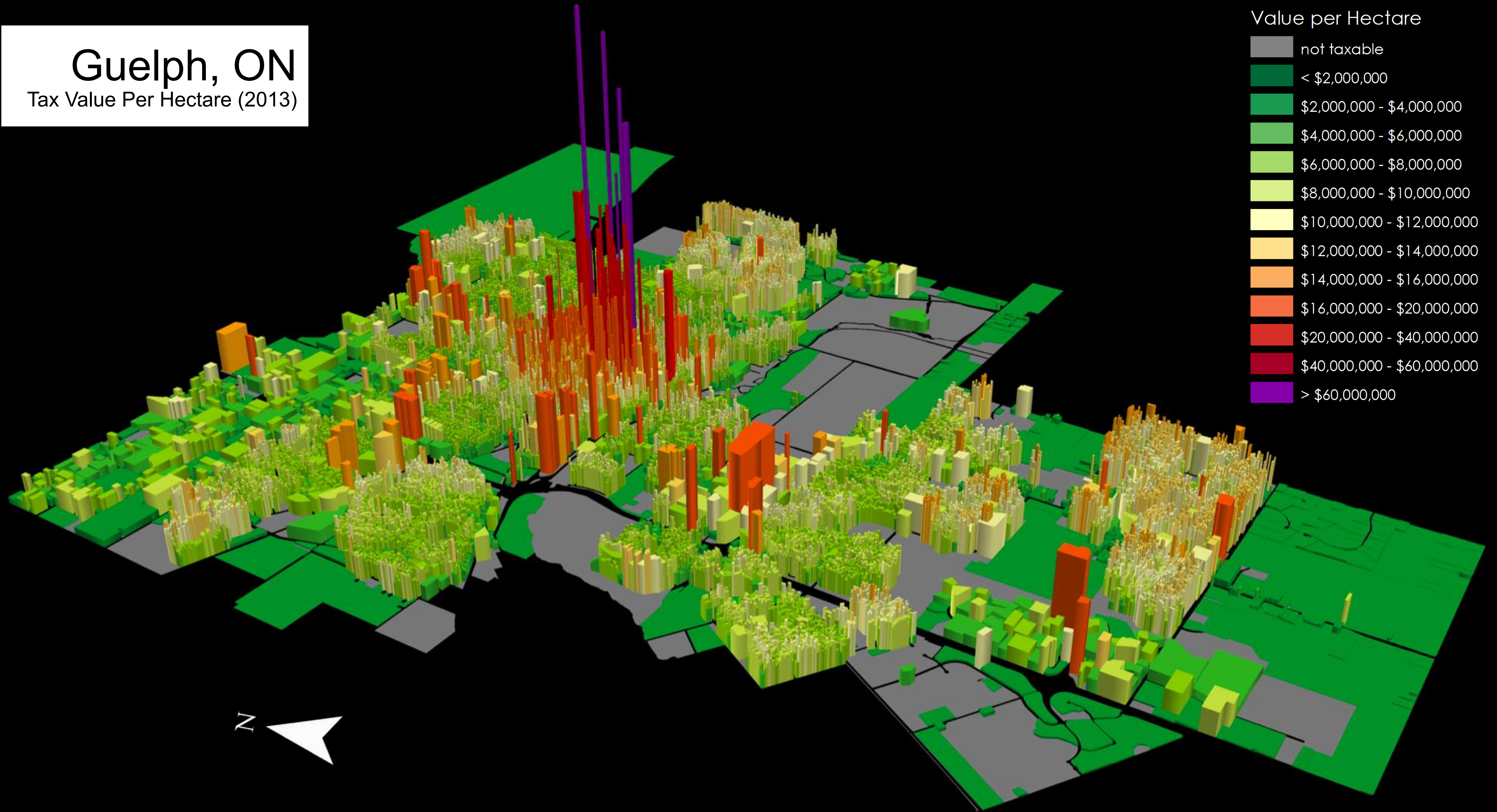


What are the numbers in Ontario?



Guelph, ON

Tax Value Per Hectare (2013)





Auckland, NZ

Land-use valuation-to-density study

DOMINION ROAD STATION AREA DEVELOPMENT

Prepared for:
Auckland Design Office, Auckland Council

18 July 2016

