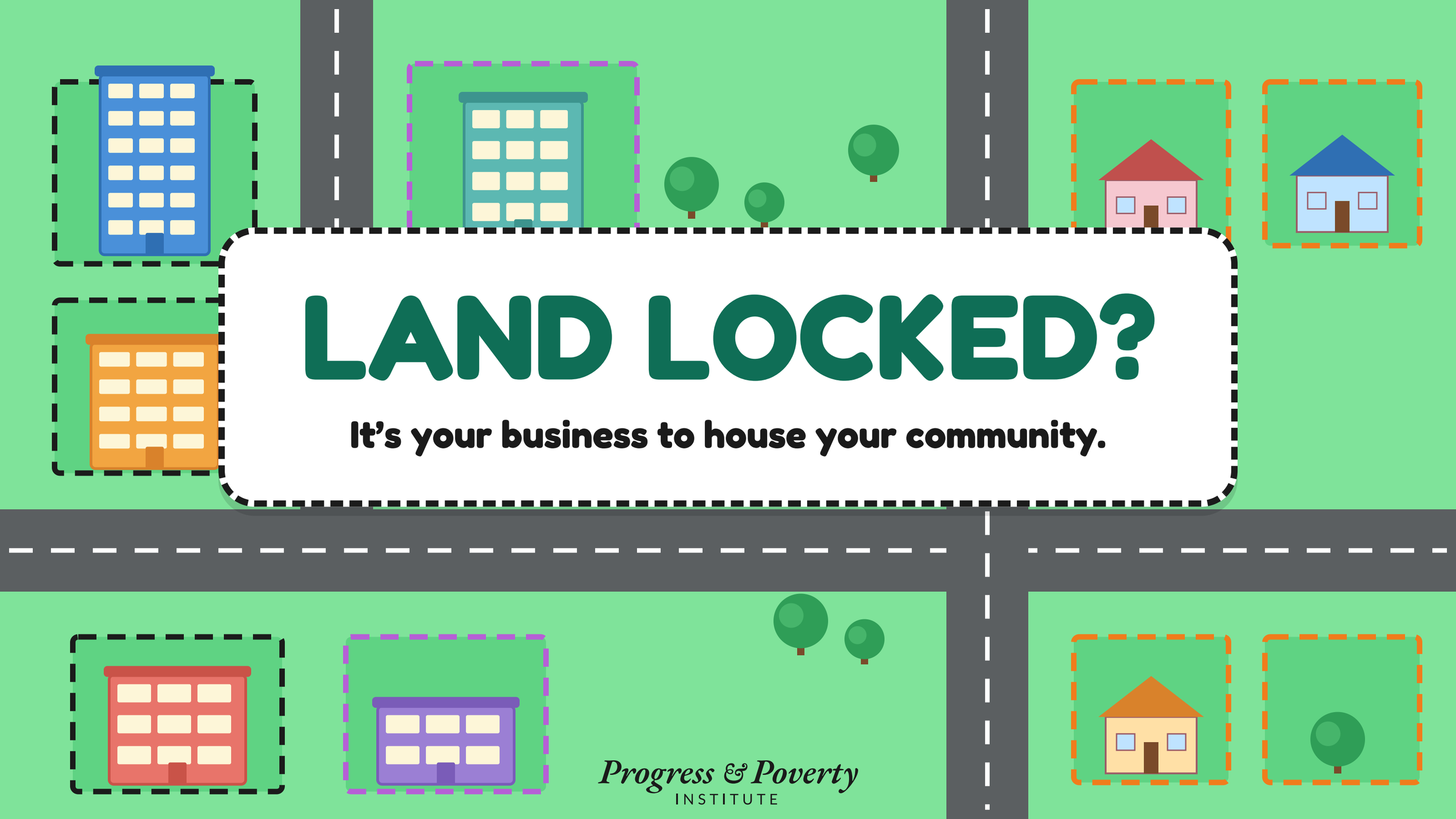

LAND LOCKED?
It’s your business to house your community.
Progress & Poverty
INSTITUTE

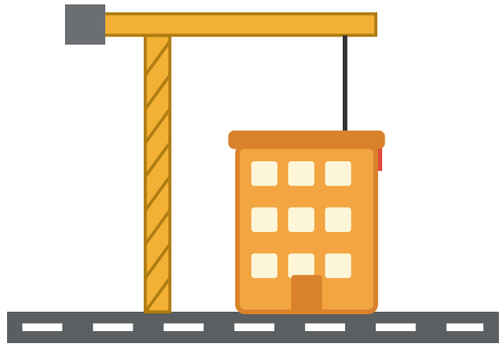
CONGRATULATIONS

YOU'RE THE CEO

of the biggest housing developer in town



RUN THE COMPANY WELL



Build

What, where, how tall



Keep or sell

Land you aren’t using



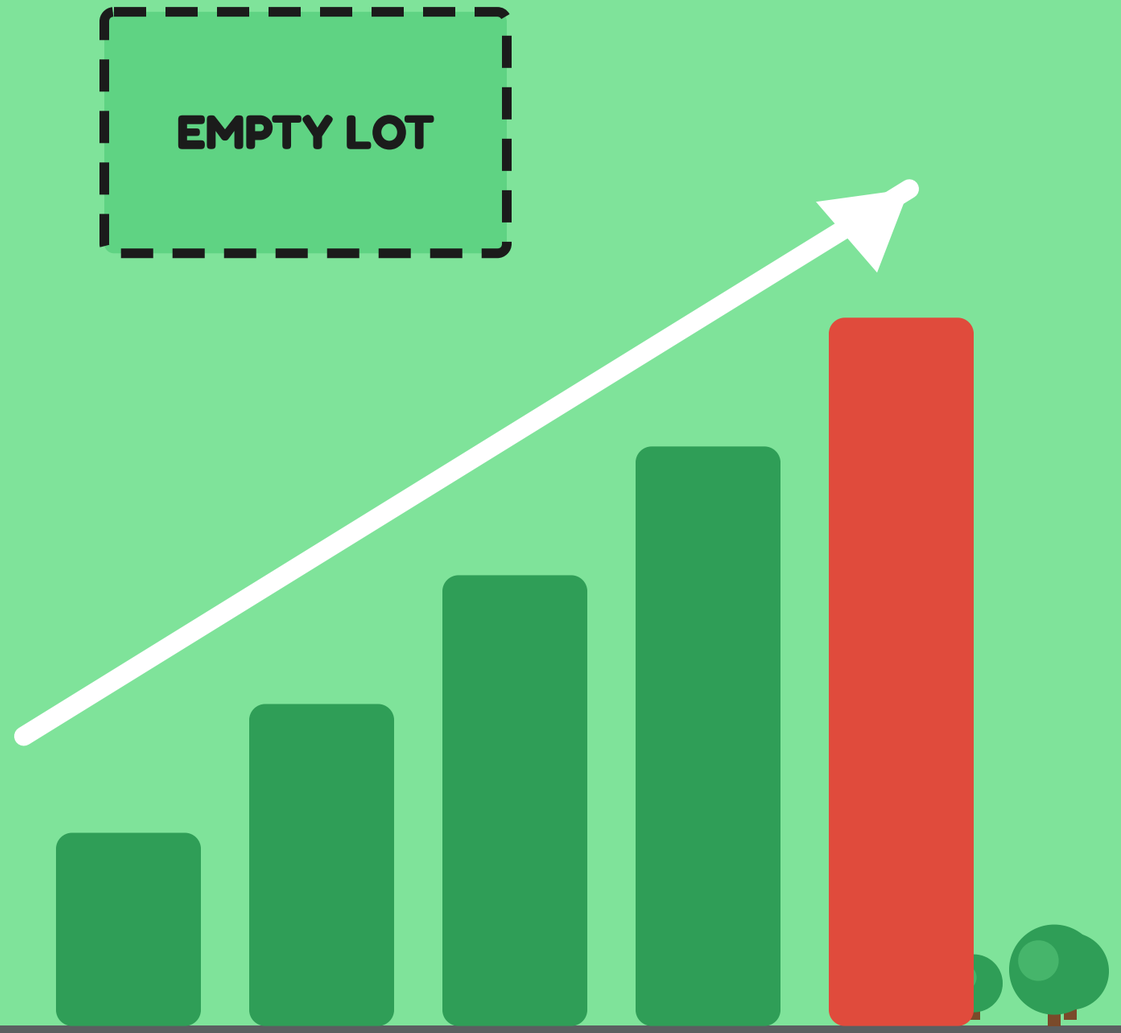
Rent in, taxes out

Start with $110

LAND GETS MORE VALUABLE EVERY YEAR

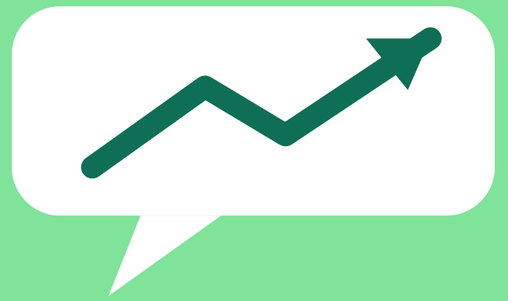
Built on or not.

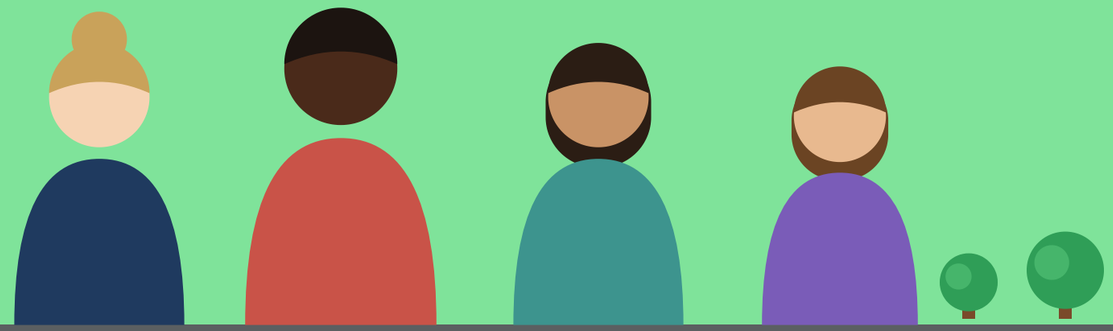
Company value = cash + land



YOUR SHAREHOLDERS

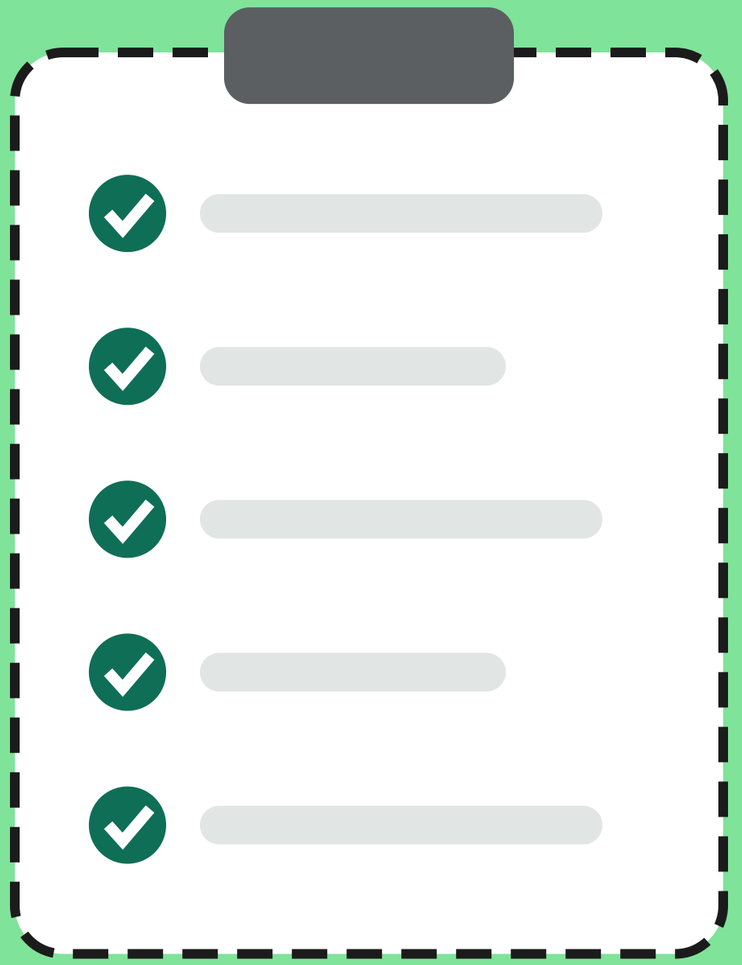
THEY EXPECT YOU TO RUN IT WELL





RULES OF THE GAME

They’re on the back of your cheat sheet.

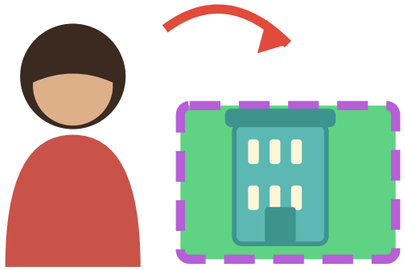


PICK YOUR ROLES



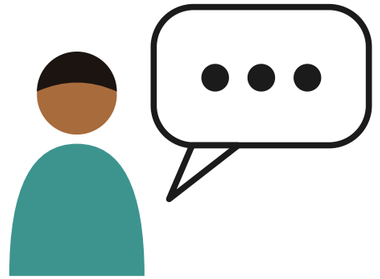
Score keeper

Runs the score card



Board manager

Moves the pieces



Spokesperson

Speaks at the debrief

BEFORE YEAR 1

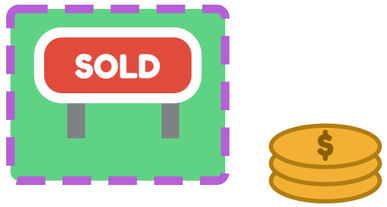
1. Scan for your score card
2. Name your town
3. Choose the tax rules on your sheet

progress-and-poverty-institute.github.io/land-locked-scorecard

EVERY YEAR FROM YEAR 2

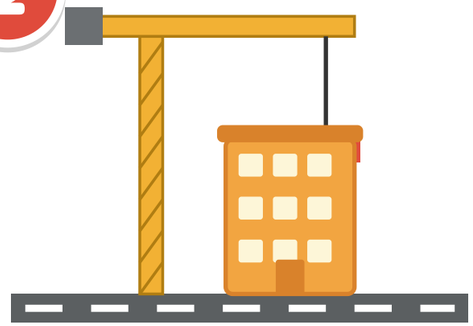
FOUR STEPS

1



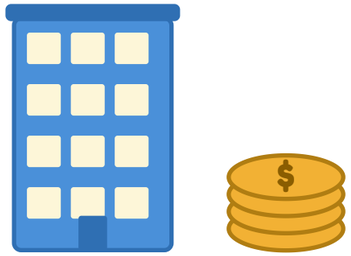
Buy or sell land

2



Build

3

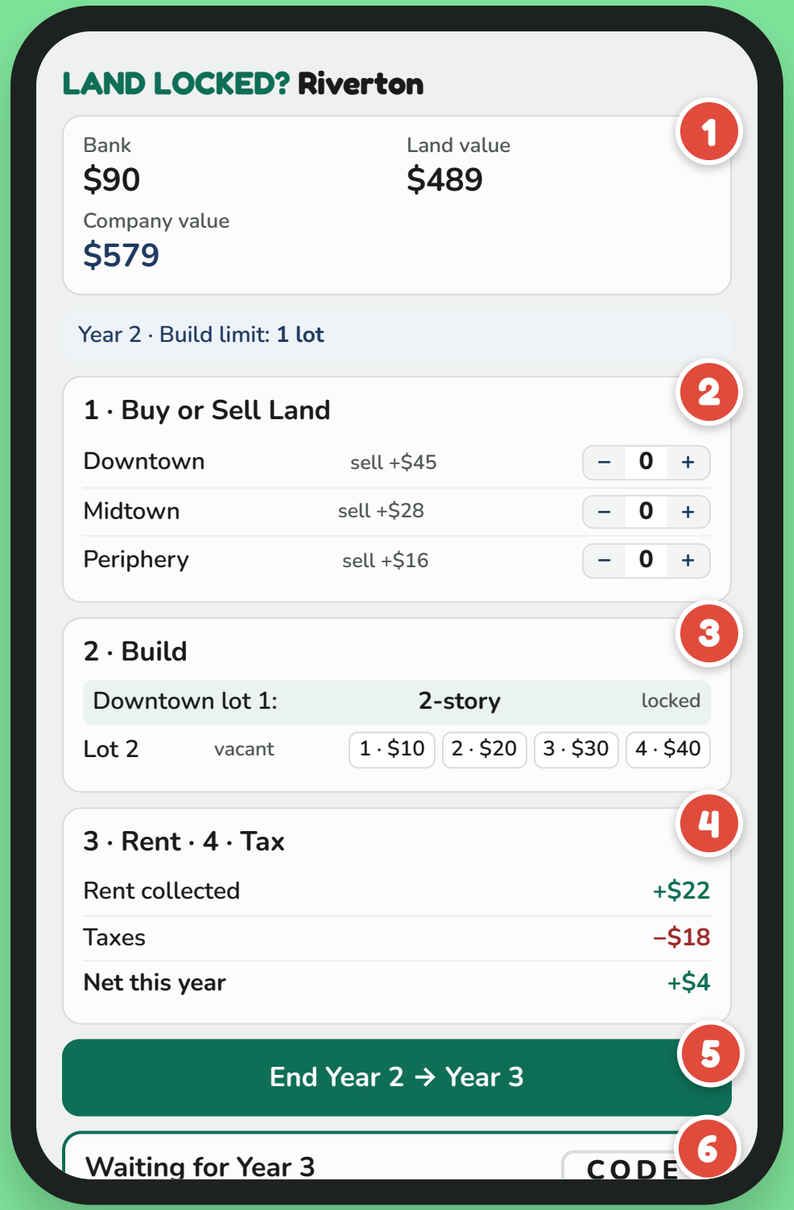


Collect rent

4



Pay taxes



YOUR SCORE CARD

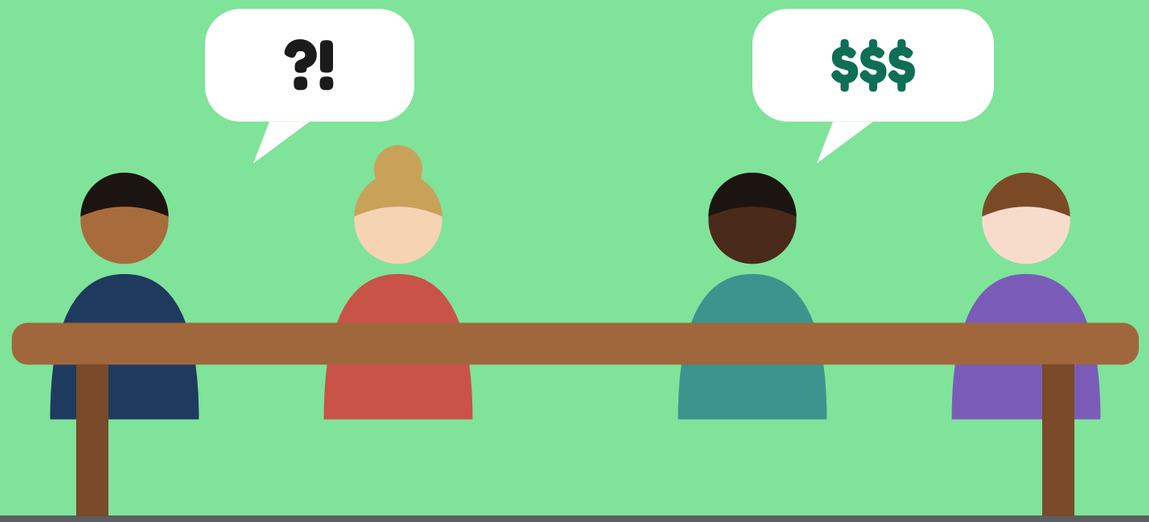
1. Bank, land & company value
2. Buy or sell
3. Build
4. Rent and taxes
5. End the year
6. Wait for my code

SET UP YOUR BOARD, ASSIGN ROLES, AND PLAN YOUR STRATEGY

1. Score keeper
2. Board manager
3. Spokesperson

1:30

TO PLAN

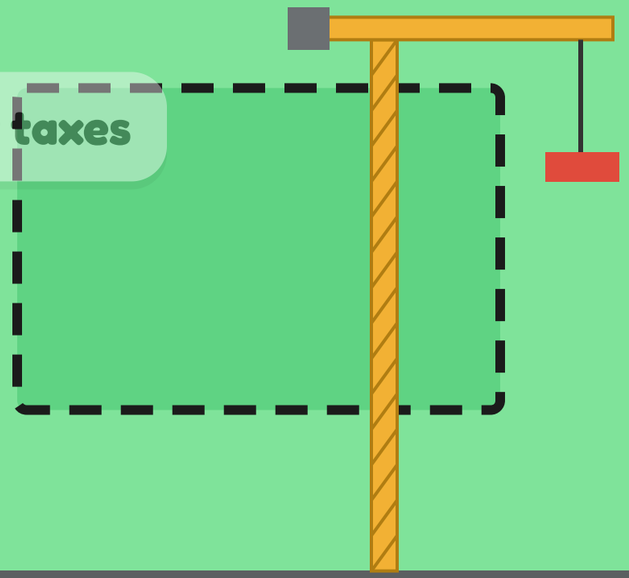


YEAR 1

Setup year

Build on one lot. That's all.

1. Buy or sell land
2. **Build**
3. Collect rent
4. Pay taxes



START YEAR 1

LAND

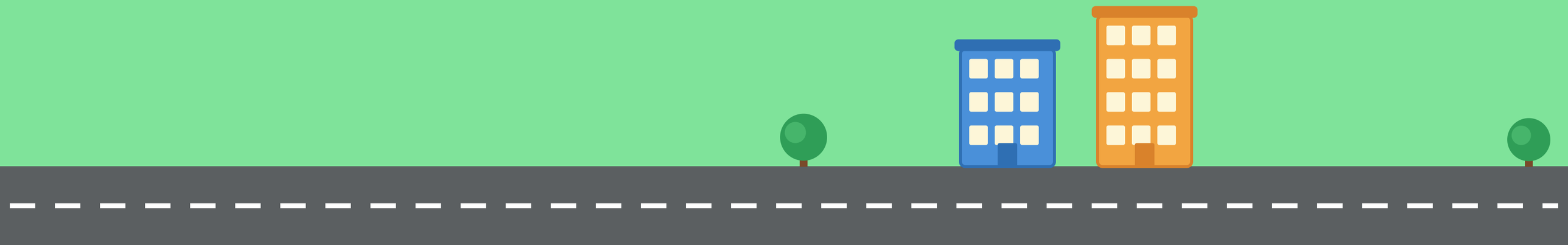
Type this code into your score card





YEAR 2

1. Buy or sell land
2. Build
3. Collect rent
4. Pay taxes



START YEAR 2

LOTS

Type this code into your score card

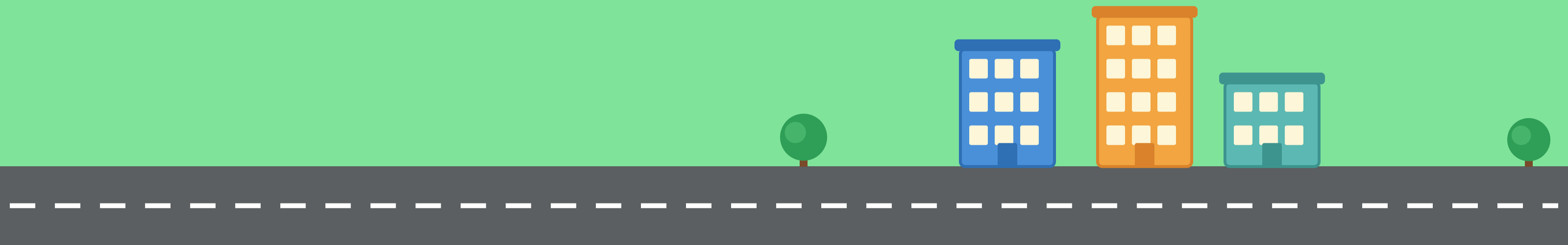






YEAR 3

1. Buy or sell land
2. Build
3. Collect rent
4. Pay taxes



START YEAR 3

RENT

Type this code into your score card





YEAR 4

Your company is growing!

Now build on 2 lots a year.

1. Buy or sell land
2. Build
3. Collect rent
4. Pay taxes



START YEAR 4

TOWER

Type this code into your score card



YEAR 5

Reassessment year

Your tax bill changes from this year on.



1. Buy or sell land
2. Build
3. Collect rent
4. Pay taxes



START YEAR 5

VALUE

Type this code into your score card





YEAR 6

1. Buy or sell land
2. Build
3. Collect rent
4. Pay taxes



START YEAR 6

BOOM

Type this code into your score card



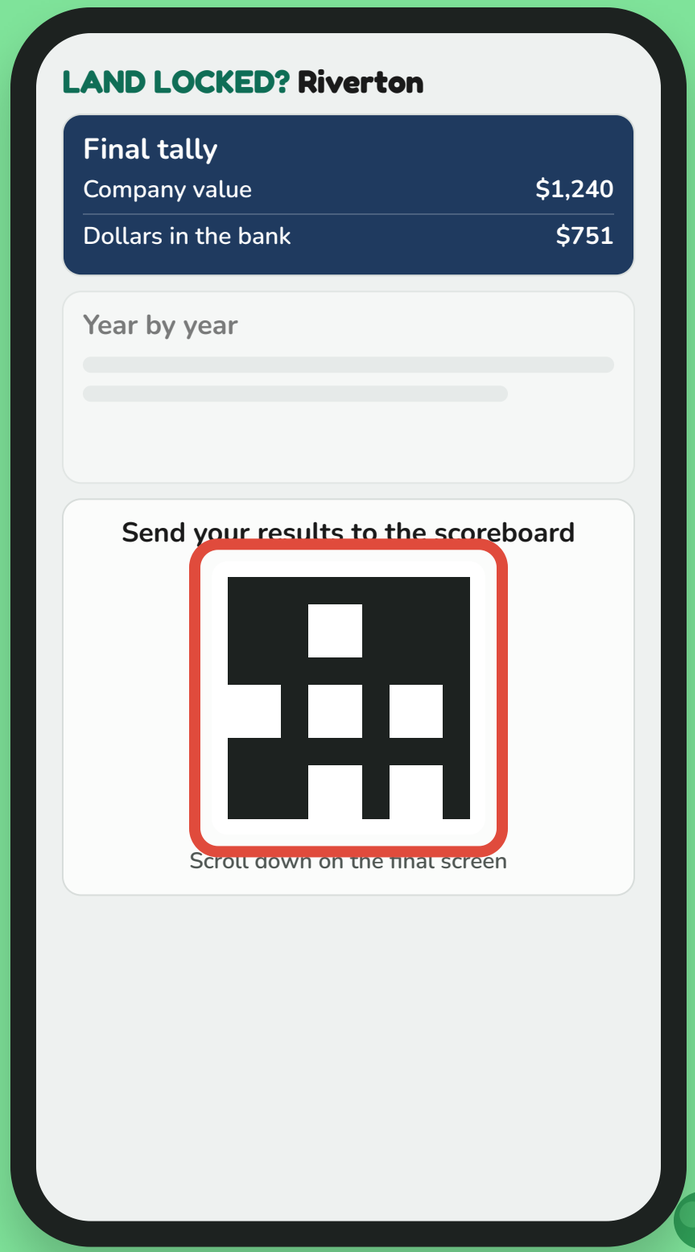




THAT WAS THE FINAL YEAR

SEND US YOUR RESULTS

1. Find the QR code
2. Bring it up front



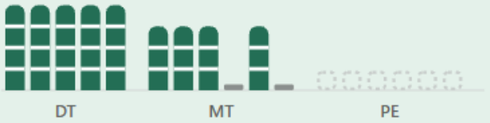
RESULTS: THE BOARDS

Land Tax towns in green, Property Tax towns in grey.

Land Tax Towns tax on land only · 3 teams

Best Town

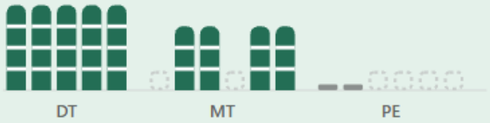
$881 company value



Profit for shareholders **+$337** · Bank **$316** · Land **$565** · Lots kept **11/17** · Downtown **20** stories

Moneyville

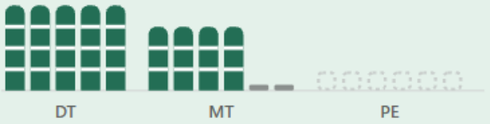
$1,004 company value



Profit for shareholders **+$460** · Bank **$471** · Land **$533** · Lots kept **11/17** · Downtown **20** stories

Mont Blanc

$1,002 company value

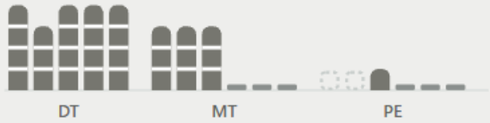


Profit for shareholders **+$458** · Bank **$437** · Land **$565** · Lots kept **11/17** · Downtown **20** stories

Property Tax Towns tax on land + buildings · 3 teams

Pawnee

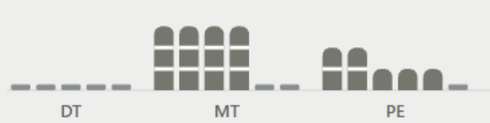
$831 company value



Profit for shareholders **+$287** · Bank **$170** · Land **$661** · Lots kept **15/17** · Downtown **19** stories

Unnamed town

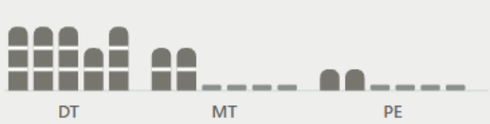
$753 company value



Profit for shareholders **+$209** · Bank **$44** · Land **$709** · Lots kept **17/17** · Downtown **0** stories

NIMBYtown

$949 company value



Profit for shareholders **+$405** · Bank **$240** · Land **$709** · Lots kept **17/17** · Downtown **14** stories

building — height = stories empty lot still owned lot sold

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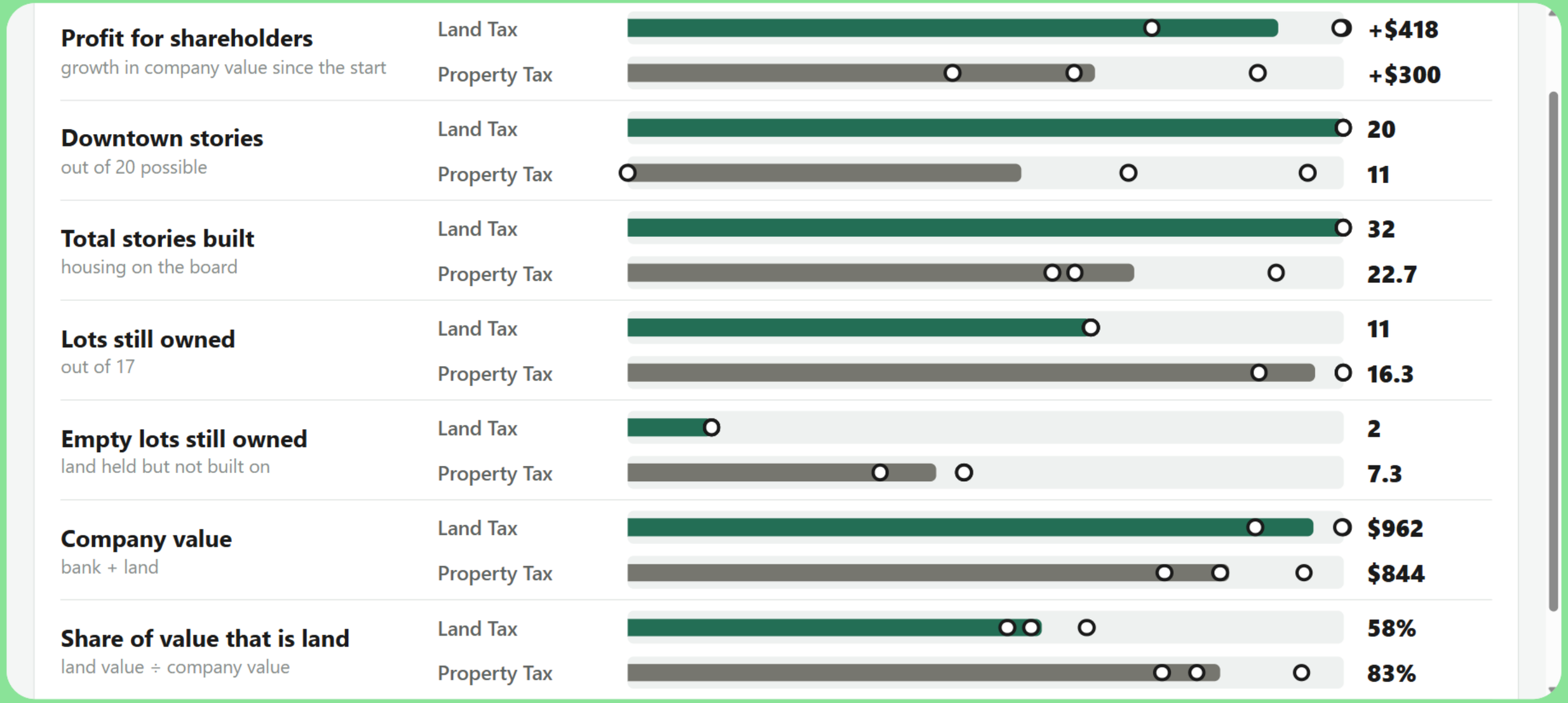
RESULTS: SIDE BY SIDE

Averages for each kind of town. Each dot is one team.



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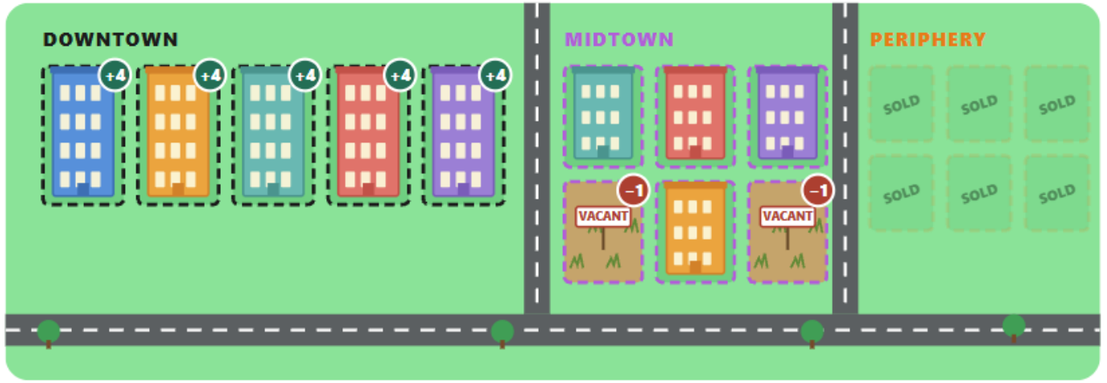
WHAT KIND OF TOWN DID WE BUILD?

Urban fabric: downtown stories count up; empty lots and sprawl count down.

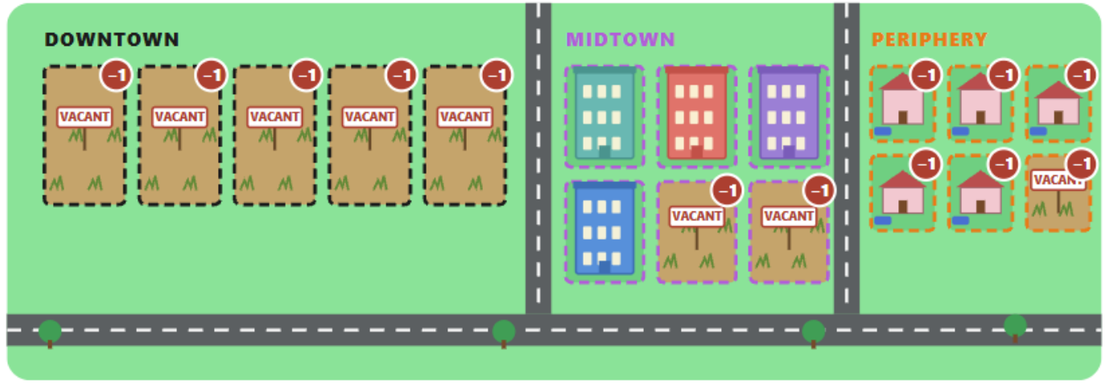
Scan team QR | Paste code | Table view | Clear all

Strongest urban fabric — Land Tax town — +18



Downtown stories **+20** · Empty lots still owned **−2** · Periphery buildings **0**

Weakest urban fabric — Property Tax town — −13



Downtown stories **0** · Empty lots still owned **−8** · Periphery buildings **−5**

Land Tax average	+18
Property Tax average	+1

+1 per downtown story **−1** per empty lot still owned **−1** per periphery building (sprawl) midtown buildings and sold lots: 0

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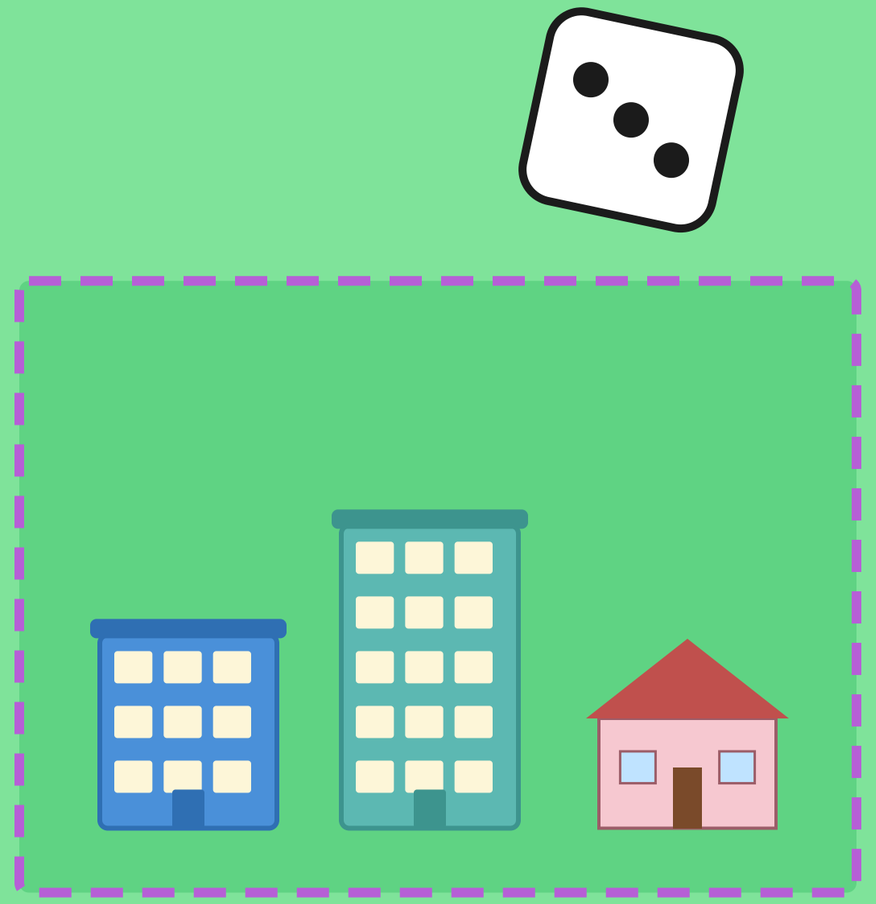
REMEMBER: IT'S A GAME

WHAT WE SIMPLIFIED



OUTSIDE THE GAME

WHAT HAPPENS WHEN REAL COMMUNITIES TAX LAND?



MAKE SITTING ON GOOD LAND COSTLY, AND BUILDING ON IT REWARDING.

Learn more

progressandpovertyinstitute.org



