

Agenda J 15



Diamond State Community Land Trust

January 2018

ANNUAL REPORT

Forever Affordable Homes

NEW FUNDING BRINGS NEW GROWTH

Operating and Production Grants

The CCHD grant has allowed us to build our board and staff capacity.



The grant from New Castle County is creating an affordable home in an area of opportunity.

Diamond State Community Land Trust has received funds in the past fiscal year from two new sources.

COMMUNITY-BASED GOVERNANCE

The longer-term work of Diamond State Community Land Trust received very significant encouragement from a recent national grant to support our operations.

The competitive national award from the Catholic Campaign for Human Development (CCHD) is based on the belief that "those who are directly affected by unjust systems and structures have the best insight into knowing how to change them."

Diamond State CLT is honored for this award which recognizes the CLT commitment to being a community-controlled organization which removes land from the market and holds it in trust in the furtherance of affordable housing.

CCHD works to break the cycle of poverty by helping low-income people participate in decisions that affect their lives, families and communities. CCHD offers a hand up, not a hand out. It acts as the domestic anti-poverty program of the U.S. Catholic Bishops, working to carry out

the mission of Jesus Christ "... to bring good news to the poor ... release to captives ... sight to the blind, and let the oppressed go free." (Luke 4:18)

COMMUNITIES OF OPPORTUNITY

A grant from the New Castle County Department of Community Services is creating an affordable home in an area of opportunity in the county, allowing a low-income household to live there.

ONGOING

We are grateful for project support from the Delaware Community Foundation, the Federal Home Loan Bank of Pittsburgh (FHLB-PGH), the Housing Development Fund (HDF) of the Delaware State Housing Authority (DSHA), the Kent County Levy Court who works closely with DSCLT through the the Neighborhood Stabilization Program (NSP), the Longwood Foundation, and Sussex County Council.

We receive program support from Deutsche Bank, Discover Bank, the Laffey-McHugh Foundation, the State Employees Combined Campaign (SECC), TD Bank, and WSFS Bank.

OUR HOMES

Now is a good time to apply!

A STATEWIDE INVENTORY

Our inventory of homes is state wide and growing in all three counties. In addition to new homes, we have current and pending resales of homes throughout the state.



CLT HOME BUYERS

The actual and potential owners of Diamond State homes include retirees, cost-burdened renters, families with special needs (homelessness, domestic violence, people with disabilities), and nonprofit organizations providing sanctuary or transitional housing to families.



TEN STEPS TO

1. Attend your CLT orientation

4. Obtain a mortgage pre-approval through our preferred lender

5. Attend a home buyer education workshop

8. Submit a purchase agreement on a Diamond State CLT home

9. Schedule the closing

ABOUT US

Our Unique Benefits to the Community

CLT HOME OWNERSHIP

2. Complete and submit your application along with all required documents



3. Meet with us to review your application and documents and make a plan



6. Obtain approval from our selection committee



7. Review the DSCLT ground lease with an attorney



Central to the community land trust homeownership model is the creation of a permanently affordable home, a legacy that will be passed on to future generations of homeowners.

Initial pricing of the home provides for affordability and when resold a resale formula has the goal of providing for an equitable balance for the departing CLT homeowner while preserving the affordability for the next family.

THE CLT ADVANTAGES

Unique benefits of the CLT approach include:

- ◆ mortgage payments and down payment costs that are well below market
- ◆ offering very affordable homes with equity built into the initial prices
- ◆ having an organization that encourages the participation and leadership of low-income people
- ◆ "backstopping" the homeowner, providing guidance and intervention when needed
- ◆ maintaining the homes in the CLT inventory upon resale
- ◆ assuring a new income-eligible home buyer upon resale

DISTINCTIVE CLT FEATURES

- ◆ Community-Based and Resident-Governed – We have a three-part board of directors, 1/3rd of its seats reserved for low-income CLT homeowners, making them integral to our governance.
- ◆ Membership Organization – We have several categories of membership, the most important of which is the "lessee" membership, all the CLT homeowner households.
- ◆ Holding Land in Trust – We create permanently affordable homes, preserving the community investment in them, keeping them affordable at each successive resale to a new income-eligible buyer. This is done by taking the land from the market, putting it in trust for the community, and selling the "improvements," the homes, to the home buyers.



COME TO AN ORIENTATION!

To learn more about our home ownership opportunities, please register for our FREE one-on-one prospective homeowner orientation. You can e-mail Diana Savitz at DianaSavitz@DiamondStateCLT.org or call her at 800-282-0477, ext. 306.

BOARD

New Members and Officers

We are a membership organization whose board is empowered by its members, which includes all CLT homeowners. In addition, the board is tri-partite, reserving one-third of its seats for CLT homeowners. Board members are elected by our membership at the annual meeting.

NEW MEMBERS

This past year, we have added three new board members: **Joan Fitzgerald**, **Denise Jackson**, and **Gina Miserendino**.

Joan Fitzgerald is Mortgage Consultant with Meridian Bank and works closely with low-income first-time home buyers. She lives in Arden, an historic land-lease community in north Wilmington, which was founded on the single-tax principles of Henry George. She has been one of the most knowledgeable and consistent supporters of the CLT model in Delaware. She holds a community seat on the board.

Denise Jackson came to our board through her work as the Program Manager at Whatcoat Social Services in Dover, for People's Place, one of our nonprofit partners. Denise is known for her commitment to helping end homelessness. As a



Joan Fitzgerald and Denise Jackson

representative of People's Place, she occupies a home owner seat on the board.

Gina Miserendino was a long-time staff member of the Delaware Housing Coalition, during which time, she helped to start the Diamond State CLT. She was also instrumental in starting West Rehoboth CLT. As a founder of the Diamond State CLT, she joins fellow founding member, Dawn Poczynek-Holdridge, on the board. She lives in Kent County and is active in the League of Women Voters. She teaches at Wilmington University and the PolyTech School District and holds a community seat on the board.

OFFICERS

At the end of FY17, the board had a change in officers, with Amy Walls, stepping down as President, succeeded by Lillian Harrison who had held the vice presidency. Sarah Keifer has been elected to the vacant position of Vice President.

Dave Buches continues as Secretary and Dawn Poczynek-Holdridge as Treasurer.

BOARD OF DIRECTORS

DIAMOND STATE COMMUNITY LAND TRUST

Lillian Harrison, PRESIDENT
Sarah Keifer, VICE PRESIDENT
Dave Buches, SECRETARY
Dawn Poczynek-Holdridge, TREASURER

Lydia Arguelles, Leaseholder
Diane Crockett, Leaseholder
Joan Fitzgerald, Community
Denise Freeman, Community
Denise Jackson, Leaseholder
Gina Miserendino, Community
Amy Walls, Public



Gina Miserendino

STAFF

New Faces and New Skills



Helen McAdory, Associate Director, and Diana Savitz, Program Manager



Save the date!

Charles Daly, Accounting Manager, has come to us with many years of work experience in corporate accounting. He is a former CPA and is a certified Intuit QuickBooks ProAdvisor. He has a BA (Economics, San Francisco State University) and MBA (Accounting, Syracuse University). Chuck has been working on strengthening our internal controls and improving our tracking and reporting functions.

Helen McAdory, Associate Director, is a licensed real estate professional and has had a career in industry and construction prior to assuming her role with DSCLT. She hails from KwaZulu, Natal, South Africa. She is taking charge of our development strategy, including a revision of the current development plan.

Diana Savitz, Program Manager, has brought to our work many years of experience as a real estate agent, property manager, and marketing professional with area builders. She is working on building our home buyer

pipeline, revising our outreach and stewardship efforts, and upgrading our statistical software.

Ken Smith, Executive Director, is completing his fourth year in this position.

Jo Ann Zorb has moved into a new role with us, providing technical assistance on development, sales price methodology, and resales.



Diana Savitz and Jo Ann Zorb

CONTACT US

Chuck Daly, ACCOUNTING MANAGER	DoverOffice@DiamondStateCLT.org
Helen McAdory, ASSOCIATE DIRECTOR	HelenMcAdory@DiamondStateCLT.org
Diana Savitz, PROGRAM MANAGER	DianaSavitz@DiamondStateCLT.org
Ken Smith, EXECUTIVE DIRECTOR	KenSmith@DiamondStateCLT.org
Jo Ann Zorb	JoAnnZorb@DiamondStateCLT.org

Connect with Us on Social Media:



THE CLT NETWORK

Community land trusts are growing!

● = Network Member



New CLTs 2017

- IA – 2 CLTs
- NH – 4 CLTs
- NJ – 4 CLTs
- OK – 1 CLT
- WY – 2 CLTs

The National Community Land Trust Network (now Grounded Solutions) is reporting very positive growth in the CLT network over the last 2 years.

In November 2015 the Network reported 136 CLTs in 41 states. As of November 2017 there are now 330 CLTs in 46 states!

Growth of Existing Members by State 2015 vs 2017

2015 > 136 CLTs

2017 > 330 CLTs

State	2015	2017
AK	1	3
AL	2	3
AZ	5	6
CA	11	34
CO	5	9
CT	1	4
DC	2	3
DE	2	2
FL	6	13
GA	3	10
HI	1	3
ID	1	2
IL	4	6
KS	1	1

KY	1	2
LA	3	6
MA	9	21
MD	3	9
ME	4	6
MI	1	9
MN	5	8
MO	2	5
MS	2	5
MT	3	6
NC	4	9
ND	1	2
NM	1	6
NY	9	24
OH	4	5

OR	2	6
PA	4	11
RI	2	3
SC	2	3
SD	1	1
TN	2	5
TX	4	10
UT	3	7
VA	1	4
VT	5	10
WA	11	22
WI	2	2



THANK YOU!

Donors, Members, Partners, and Other Supporters

INDIVIDUALS

Eva Abott & Van Temple
 Lydia & Jacobo Arguelles
 Ossi Becke
 Robert Broesler
 Austin & Michele Brown
 David Buches
 Carma Carpenter
 Diane Crockett
 Charles Daly
 Carol Succarotte Daniels
 Chnelle Darby
 Melissa DiBacco
 Jason Dye
 Kim Elliott
 Charlena Evans
 Kathy Fansler
 Joan Fitzgerald
 Laz & Dayami Fonticella
 Denise Freeman
 Matthew Freeman
 Denise Fuller
 Mary Ellen Gray
 Kate Hanley
 Christine Harris
 Lillian Harrison
 Tom & Kim Horne
 Sharon Hutchison
 Denise Jackson
 Jacqui Jarrell
 Sarah Keifer
 Patricia Kelleher
 Lyndsay Kersey
 Jeannine Knight
 Yolanda Knight
 Dominic Mancuso & David Marsh
 Helen McAdory
 Heather Mirto
 Gina Miserendino
 Tiffany Morris
 Carla Patterson-Gulledge
 Dawn Poczynek-Holdridge
 Tina Riley
 Diana Savitz
 Jeffrey Schoch
 Kyle Scott
 Andre & Nicole Sizer
 Ken Smith
 David & Rebecca Thomas
 Robert & Carol VanSciver
 Amy Walls
 Francine Walls
 Gwen Watson
 Carol Wilson
 Andy Zampini

ORGANIZATIONS

Airbase Carpet & Tile Mart
 AmazonSmile Foundation
 Axiom Engineering, LLC
 Batta Environmental Associates

B & B Design Contracting LLC.
 Barbacane, Thornton & Co. LLP
 Beaver Properties, LLC
 Burris Masonry
 City of Dover
 Community Foundation of the Eastern Shore
 Compliance Environmental
 Delaware Alliance for Nonprofit Advancement
 Delaware Community Foundation
 Delaware State Housing Authority
 Del-Mar Appliance
 Deutsche Bank
 Discover Bank
 Dover Community Partnership
 Embrace Home Loans
 Fannie Mae
 Federal Home Loan Bank of Pittsburgh
 Grounded Solutions Network
 Growth Inc.
 Hollingsworth HVAC
 Housing Alliance Delaware
 Kent County Levy Court
 Longwood Foundation
 Meridian Mortgage
 Michael P. Morton, P.A.
 NCALL Research

New Season Landscaping
 Outlook Events, LLC
 Payworth Construction
 People's Place
 Pratt Insurance
 Pro-Bee Cleaning Service
 Reliable Home Inspection
 Rodney Village Civic Association
 Ryan Architecture, LLC
 Schmittinger & Rodriguez
 Schoch Appraisals, LLC
 Scott Conrad Contractor, LLC
 Sergovic, Carmean, Weidman, McCartney & Owens, PA
 State Employees Charitable Campaign
 Strobert Tree Service
 Sussex County
 TD Charitable Foundation
 TechSoup Global
 Ten Bears Environmental
 The Shepherd's Place
 Town of Ellendale
 U & I Builders
 United Cerebral Palsy of DE
 US Conference of Catholic Bishops
 Wakefield Associates, Inc.
 Ward & Taylor
 WSFS Bank

Become a Member!

I support the mission and work of Diamond State CLT and am becoming a member at the following level:

- \$5—Household income below \$35,000/year (General Member—Voting)
- \$35—Household income above \$35,000/year (General Member—Voting)
- \$35—Household income below \$35,000/year (Supporting Member—Non-Voting)

MEMBERSHIP FORM

NAME	
ORGANIZATION	
ADDRESS	
CITY, STATE ZIP	
PHONE	EMAIL

This is a renewal of membership.

Contribute to Our Work!

- In addition to membership, I am including a donation.
- In place of becoming a member, I am enclosing a donation.

FYs 2017 & 2016

Financial Statements

	FY 2017	FY 2016
REVENUE & SUPPORT		
Contributions/Foundation Support	191,975	69,518
Government Grants	170,578	249,102
Ground Lease Income	12,700	11,990
Stewardship Fees	15,000	8,500
Rental Income, other	0	2,915
Unrealized Gain on Investments	2653	0
Miscellaneous	6,521	1,244
Investment Income, gains, & misc.	3,441	3,566
Net Assets Released from Restrictions	30,000	16,000
Total Revenue & Support Unrestricted	432,868	362,835
EXPENSES & LOSSES		
Insurance	2,329	2,385
Investment Fees, Interest Expenses	19,959	14,008
Land & Legal	1,096	2,209
Office Expenses, including Travel	15,520	9,137
Staff	76,555	33,679
Professional Fees	68,119	95,032
Membership Dues	4,543	6,624
Other	5,088	2,588
Losses on housing held for sale	187,752	202,841
Total Expenses & Losses	380,961	368,503
NET ASSETS		
Unrestricted & Undesignated	218,137	178,230
Restricted - Revenue & Support		
+ Other	3,000	20,000
+ Matched Savings Program	15,469	10,000
+ Rodney Village CLT Homes	75,000	85,000
Board Designated - Revenue & Support		
+ Sussex County Housing Development	400,000	400,000
+ Property Maintenance Reserves	74,000	62,000
Change in Unrestricted Net Assets	51,907	(5,668)
Change in Temporarily Restricted Net Assets	(21,531)	4,000
Total Change in Net Assets	30,376	(1,668)
Net Assets, Beginning (July 1)	755,230	756,898
Net Assets - Ending	785,606	755,230
Total Liabilities & Net Assets	1,299,501	1,163,745
+ Current & Noncurrent Assets	1,299,501	1,163,745
- Total Liabilities	513,895	408,515



The Delaware Community Foundation (DCF) assists Delaware charities in establishing endowment funds to provide for long-term financial stability. Donors may contribute to the Diamond State CLT Fund which is maintained by DCF. Donations designated for the Diamond State CLT Fund are invested by DCF's professional advisors to provide growth and stability. Interested donors should visit <https://delcf.org/nonprofit-funds/> for further details.



Chuck Daly, Accounting Manager



Diamond State CLT is a participating charity in the State of Delaware's annual State Employees' Charitable Campaign (SECC). Through this Campaign, Delaware State employees can elect periodic payroll deductions for charitable contributions to Diamond State CLT and other charities. The Campaign remits these contributions to Diamond State on a monthly basis. For more information, visit <https://secc.delaware.gov> or contact your Agency's Campaign Chairperson or Captain.



DiamondStateCLT.org

Strengthening Delaware Communities with Permanently Affordable Homes

How We Continue to Grow Delaware's Inventory of Permanently Affordable Homes



HOLDING LAND IN TRUST
on behalf of the community



RESALES of CLT HOMES
keep them affordable to successive income-eligible buyers

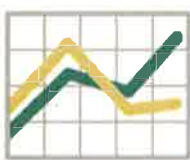


40
permanently affordable homes in our growing inventory

DIAMOND STATE COMMUNITY LAND TRUST is a membership organization with a community-based board that includes CLT homeowners. It's mission is to strengthen Delaware communities through creating and preserving permanently affordable homes.

3.2 Million
in permanently preserved investments for the community

55%
average median income of new homeowners at entry



\$101,700
average sales price is well below market





Community Land Trusts

How does a community land trust work?

Various sources of public and philanthropic capital...

...are used by community land trusts...

...to acquire homes in a geographic focus area.

- Private donors
- Federal housing subsidies
- City-owned property
- Community foundations
- Anchor institutions

CLT



Community land trusts tweak the normal process of homebuying...

A new resident buys their house outright...

They pay an annual fee to the CLT to support its operations...

Why CLTs Matter

Although the first community land trust in the US was started in rural Georgia in 1970 by civil rights leaders to help poor black farmers, today, the majority of the country's nearly 250 community land trusts are today located in urban areas.

CLTs create affordable housing while still allowing low-income residents to build equity as homeowners. Moreover, because the CLT retains ownership of the underlying land, this housing remains permanently affordable, even as the original beneficiaries of an affordable home price sell and move on. This long-term, continuing benefit makes CLTs an especially efficient use of affordable housing subsidies.

By locking in permanent access to affordable housing, CLTs can play an important role in countering the market-driven displacement associated with gentrification. And by stewarding neighborhood land for the public good, not speculative profit, CLTs have played an equally important role in stabilizing communities by preventing unnecessary foreclosures.



CLT

...and the CLT retains permanent ownership of the land.

...to make housing permanently affordable.



A new resident buys the house at a price that's been kept affordable...

CLT

...while the CLT retains the land.

...and agrees to the same requirements around resale.

CLTs are typically governed by:



CLT

The CLT's geographic focus allows it to not only provide affordable housing, but to play an important role in stabilizing neighborhoods.



As it diversifies its portfolio, the CLT can also own land in trust for permanently affordable rental housing or community-focused commercial developments.



Diamond State Community Land Trust



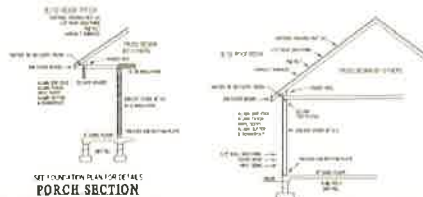
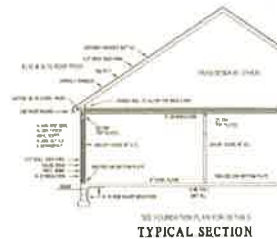
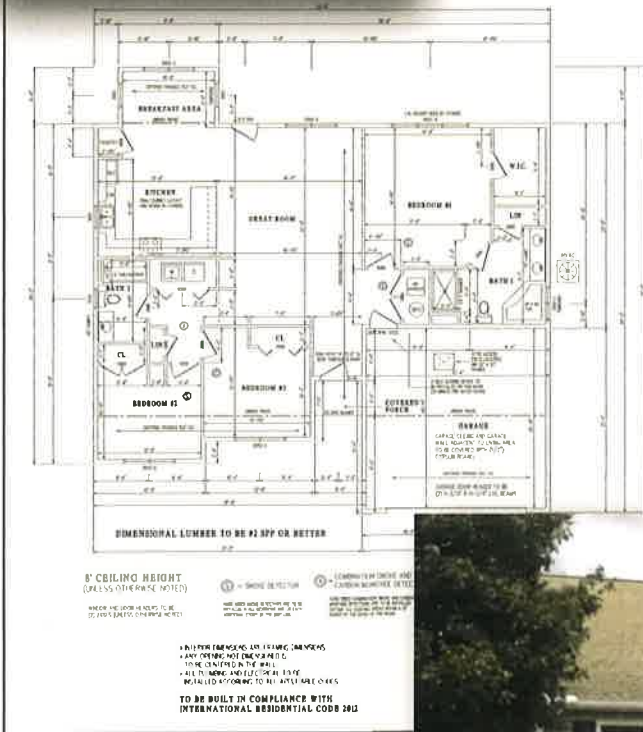
Coming to Seaford

4 NEW 3-bedroom ranch-style homes with:

- ◇ Zero-step entry & adequate doors, halls, bathroom turning room
- ◇ Inclusive design with “visitable” and “livable” features
- ◇ Great room, breakfast area, garage, landscaping
- ◇ 1700 sq-ft homes, expected price range \$140,000—\$150,000

Household info

- Buyer must qualify for DSCLT leasehold ownership model.
- Homes with inclusive design to accommodate persons with disabilities.
- Income restrictions apply: household must be <80% of AMI based on household size



INCLUSIVE DESIGN

Diamond State CLT
 P. O. Box 1484
 Dover, DE 19903
DiamondStateCLT.org
 Phone: 800-282-0477
 E-mail: INFO@DiamondStateCLT.org

Forever Affordable Homes

COMING SOON!

ELLENDALE



Market Value:

\$190,000

CLT Purchase Price:

\$142,400 *

A spacious family home in the country in Sussex County.

This home features:

FIRST FLOOR

BEDROOM!!!

4 bedrooms / 3 baths

EXTERIOR

- ◆ New Siding
- ◆ New Roof
- ◆ New Shutters
- ◆ New Storage Shed

INTERIOR

- ◆ New Plumbing
- ◆ New Electrical System
- ◆ New HVAC
- ◆ New Paint
- ◆ New Windows
- ◆ New Interior Doors

KITCHEN

- ◆ New Cabinets
- ◆ New Countertops
- ◆ New Tile Backsplash
- ◆ New Appliances
- ◆ New Flooring
- ◆ New Light Fixtures

BEDROOMS & BATHROOMS

- ◆ New Flooring
- ◆ New Bath Fixtures

Fall 2018

Newly Constructed Single-Family Home in Ingram Village

Diamond State Community Land Trust is offering this single family home with a bedroom on the first floor! Located in the Ingram Village neighborhood of Ellendale, minutes from Georgetown and the beaches.

Call today to find out about how to make this home yours!

* Buyer must qualify for the Diamond State Community Land Trust model. Ownership is leasehold estate. Household must be under 80% of the Kent County Area Median Income (AMI) based upon household size.



To find out more about this home and our program or to schedule a personal orientation with Diana Savitz, Program Manager, contact:

800.282.0477 X 306 DianaSavitz@DiamondStateCLT.org