2018 Annual Member Meeting

December 11, 2018 | 10am PT / 1pm ET
Getting Started

Mute or un-mute yourself by clicking the microphone or phone menu.

2018 Annual Member Meeting
December 11, 2018 | 10am PT / 1pm ET
Welcome

1. Welcome
2. Business Meeting
3. Membership Report
4. 2018 Accomplishments
5. Looking Ahead to 2019
6. Member Open Forum & Closing
Business Meeting

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Robert Dowling
Board Treasurer
## 2017 Audited Financials

### ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$3,023,210</td>
<td>$1,492,175</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>307,657</td>
<td>375,589</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>24,946</td>
<td>12,328</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>3,355,813</td>
<td>1,880,092</td>
</tr>
<tr>
<td><strong>Office equipment, net of depreciation</strong></td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Non current assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Deposits</td>
<td>13,063</td>
<td>13,063</td>
</tr>
<tr>
<td><strong>Total non current assets</strong></td>
<td>13,063</td>
<td>13,063</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$3,368,876</td>
<td>$1,893,155</td>
</tr>
</tbody>
</table>

### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued liabilities</td>
<td>$36,729</td>
<td>$61,949</td>
</tr>
<tr>
<td>Accrued payroll and employee benefits</td>
<td>6,661</td>
<td>5,362</td>
</tr>
<tr>
<td>Accrued vacation</td>
<td>97,563</td>
<td>64,972</td>
</tr>
<tr>
<td>Deferred income</td>
<td>92,502</td>
<td>100,279</td>
</tr>
<tr>
<td>Deferred rent</td>
<td>3,658</td>
<td>10,189</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>237,113</td>
<td>242,751</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>1,437,785</td>
<td>1,029,954</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>1,693,978</td>
<td>620,450</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>3,131,763</td>
<td>1,650,404</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$3,368,876</td>
<td>$1,893,155</td>
</tr>
</tbody>
</table>

### REVENUES

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
<td>$4,237,500</td>
<td>$3,152,411</td>
</tr>
<tr>
<td>Program Fees</td>
<td>886,506</td>
<td>836,980</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>48,585</td>
<td>41,205</td>
</tr>
<tr>
<td>Interest and other income</td>
<td>3,231</td>
<td>1,560</td>
</tr>
<tr>
<td>In-kind contributions</td>
<td>6,560</td>
<td>26,552</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>5,182,382</td>
<td>4,058,708</td>
</tr>
</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>3,136,003</td>
<td>2,631,864</td>
</tr>
<tr>
<td>Management and general</td>
<td>479,292</td>
<td>451,331</td>
</tr>
<tr>
<td>Fundraising</td>
<td>85,748</td>
<td>88,875</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>3,701,043</td>
<td>3,172,070</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>1,481,359</td>
<td>886,638</td>
</tr>
<tr>
<td>Net assets, beginning of year</td>
<td>1,650,404</td>
<td>763,766</td>
</tr>
<tr>
<td><strong>Net assets, end of year</strong></td>
<td>$3,131,763</td>
<td>$1,650,404</td>
</tr>
</tbody>
</table>


Christopher Ptomey
Board Member
142
Member votes needed to achieve quorum.

144
Members voted.

104
Approved the 2017 Annual Meeting minutes.
Annual Vote: Approved

Brenda Torpy
Champlain Housing Trust

Maria Benjamin
San Francisco Mayor’s Office of Housing and Community Development
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Jason Webb
Community & Capacity Building Specialist
2018 Membership

223 Members: Self-Identified Org. Type

- CLT/a nonprofit with a shared equity program: 144 Members: 65%
- Government: 16 Members: 7%
- Habitat for Humanity: 30 Members: 13%
- Other Organizations: 20 Members: 9%
- Individual Members: 13 Members: 6%
2018 Membership

Residential Properties Owned or Stewarded by Members: 104,224 Units Reported by 128 Members
2018 Membership

Non-Government Member Portfolios:
65,027 Units Stewarded by 123 Organizations

- 10 units or less: 19
- 11-25 units: 13
- 26-50 units: 21
- 51-100 units: 21
- 101-200 units: 20
- 201-500 units: 17
- More than 500 units: 12
Non-Residential Member Portfolios:

<table>
<thead>
<tr>
<th>Category</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>Urban Agricultural Sites (14)</td>
<td>41</td>
</tr>
<tr>
<td>Commercial Spaces (23)</td>
<td>95</td>
</tr>
<tr>
<td>Conserved, Undeveloped Land Sites (16)</td>
<td>110</td>
</tr>
</tbody>
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Beth Sorce
Director of Capacity Building
Training

- Event Sponsorships
- Monthly E-Learning Series
- Intersections 2018
Technical Assistance

- Supporting new CLTs/Lasting affordability programs
- Capital investments through the Citi Accelerator Fund
- Strengthening existing programs
- Responded to more than 350 Help Desk Requests
Resident Ambassadors
Looking Forward

2019 At a Glance

- Training Institute is going virtual!
- Still time to apply to the Technical Solutions Fund!
Stephanie Reyes
State & Local
Policy Manager
Inclusionary Housing in Minneapolis
Tony Pickett
Chief Executive Officer
Duty-to-Serve Underserved Markets

- Shared equity homeownership” written into FHFA’s duty-to-serve rule.

- Fannie Mae and Freddie Mac both included shared equity homeownership in their 3-year Underserved Market Plans, committing to improve mortgage access for borrowers.

- Freddie Mac now has a CLT product offering!

- Signed on or contributed to roughly 20 letters and sent out calls-to-action to members and stakeholders
National Policy

Advocacy

- Submitted public comments and amicus brief on proposed changes to FHLB Affordable Housing Programs & efforts to roll-back Affirmatively Furthering Fair Housing rule.

- Signed-on to well over two dozen letters supporting affordable housing, equitable development, fair lending, and fair housing.

HOME

- Working HUD headquarters to obtain a policy clarification on resale formulas in 2019.
82 Participating Organizations (55 Members)

- 20 Habitat for Humanity Affiliates
- 19 HUD Housing Counseling Programs
- 36 Community Land Trust Programs
- Details on over 6,400 properties and 8,000 purchase transactions in the HomeKeeper National Data Hub
- Onboarding grants now available for eligible organizations.
Rachel Silver
Chief Operating Officer
Research

Inclusionary Housing Database Map and Inclusionary Housing Survey
Study on Shared Equity Homeownership Performance

- Largest study to date with comprehensive evaluation: 58 shared equity programs totaling 4,108 properties.
- Data from HomeKeeper National Data Hub: 1985-2018.
- Findings reinforce existing knowledge and add new insights.
Looking Ahead to 2019

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Tony Pickett
Chief Executive Officer
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Any victories from our members in 2018?
What is on the horizon for our members in 2019?
THANK YOU!