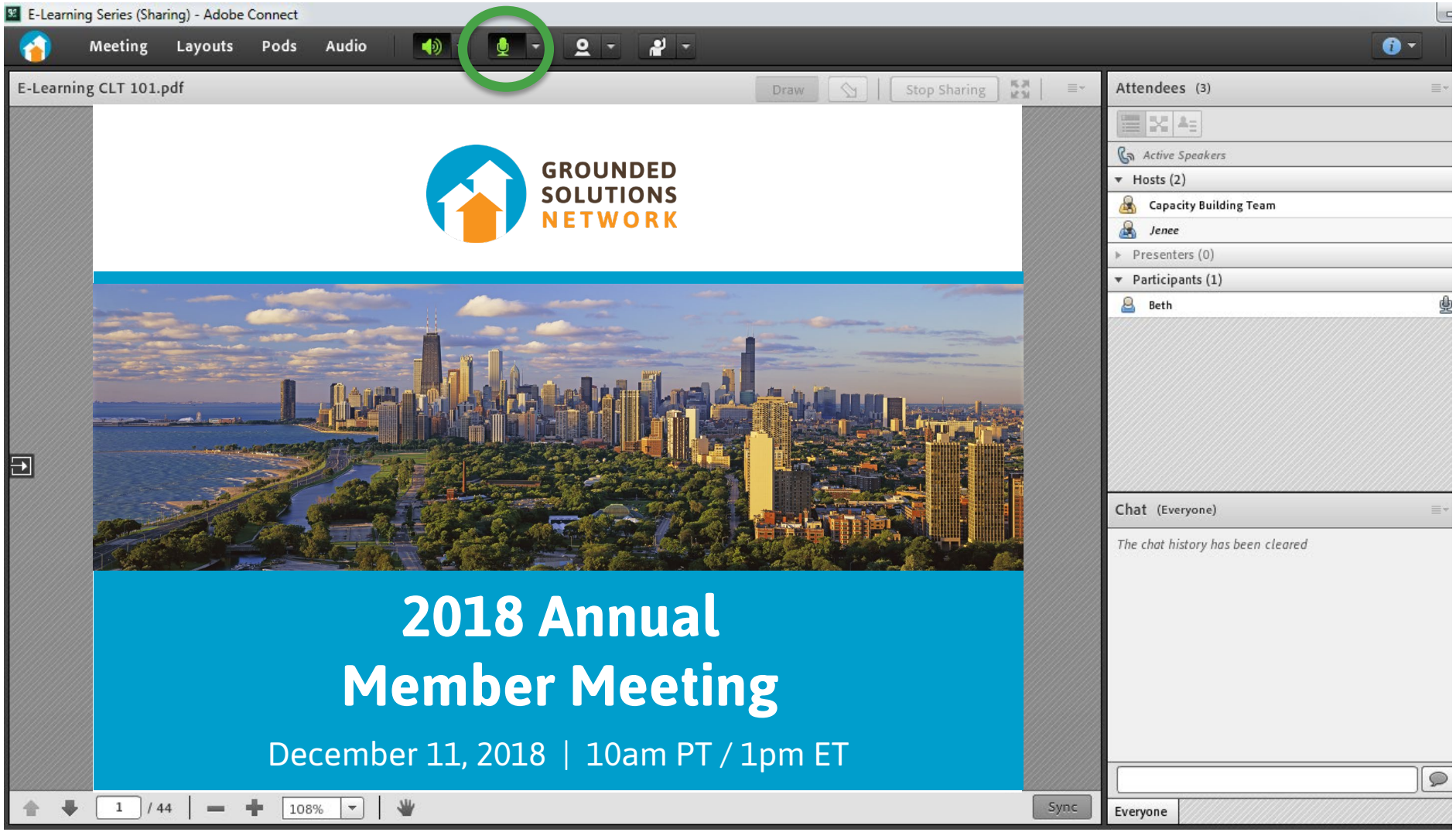
GROUNDED SOLUTIONS NETWORK

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.



Welcome

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

Robert Burns
Board President

Tony Pickett
Chief Executive Officer

Business Meeting

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Robert Dowling

Board Treasurer

2017 Audited Financials

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

LIABILITIES AND NET ASSETS		
Accounts payable and accrued liabilities	$ 36,729	$ 61,949
Accrued payroll and employee benefits	6,661	5,362
Accrued vacation	97,563	64,972
Deferred income	92,502	100,279
Deferred rent	3,658	10,189
Total current liabilities	237,113	242,751
Net Assets		
Unrestricted	1,437,785	1,029,954
Temporarily Restricted	1,693,978	620,450
Total net assets	3,131,763	1,650,404
Total liabilites and net assets	$ 3,368,876	$ 1,893,155

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

EXPENSES		
Program Services	3,136,003	2,631,864
Management and general	479,292	451,331
Fundraising	85,748	88,875
Total Expenses	3,701,043	3,172,070
Change in net assets	1,481,359	886,638
Net assets, beginning of year	1,650,404	763,766
Net assets, end of year	$ 3,131,763	$ 1,650,404

Christopher Ptomey

Board Member

Annual Vote: Results

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

Membership Report

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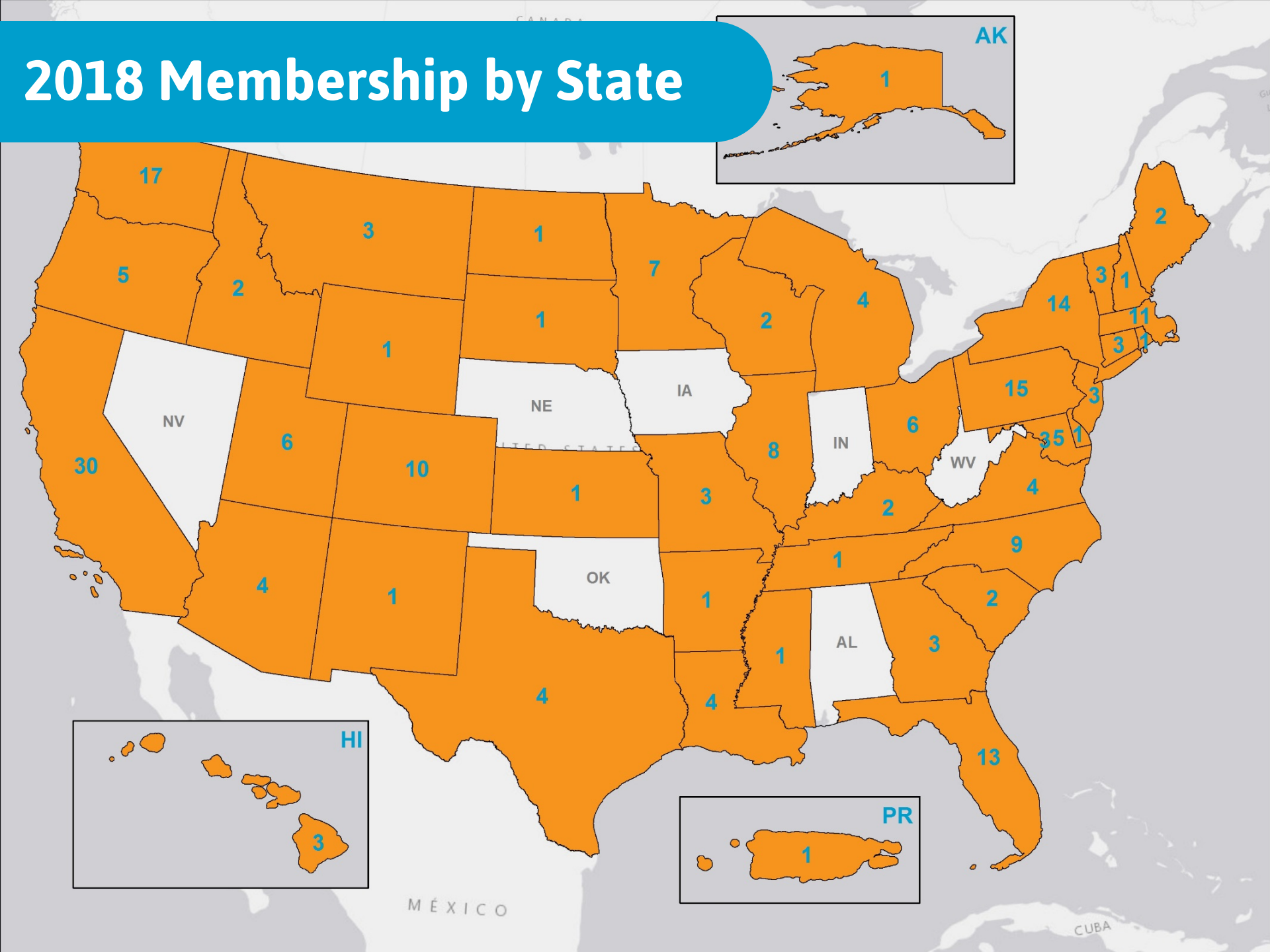
Jason Webb
Community &
Capacity Building
Specialist

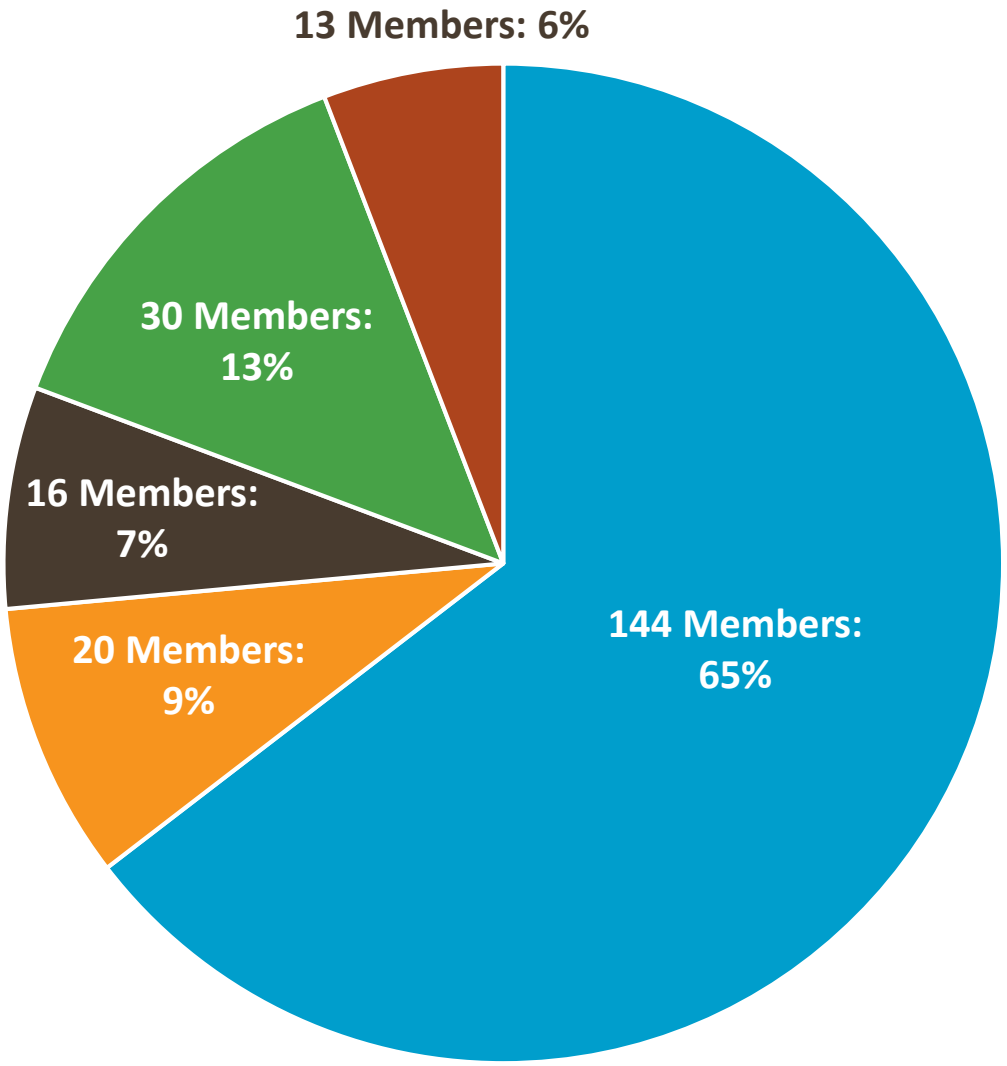
2018 Membership by State



2018 Membership

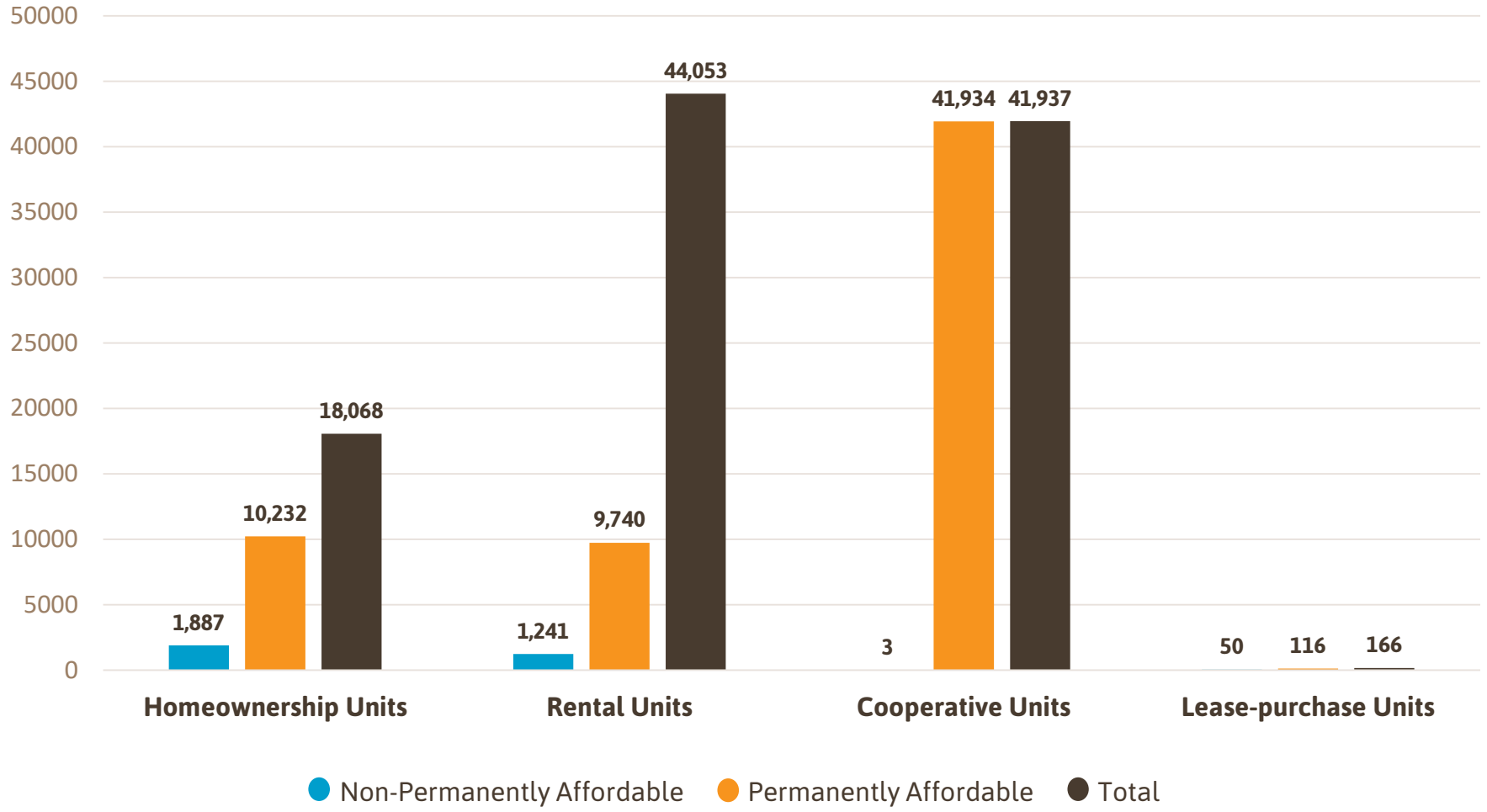
223 Members: Self-Identified Org. Type

- CLT/a nonprofit with a shared equity program
- Government
- Habitat for Humanity
- Other Organizations
- Individual Members



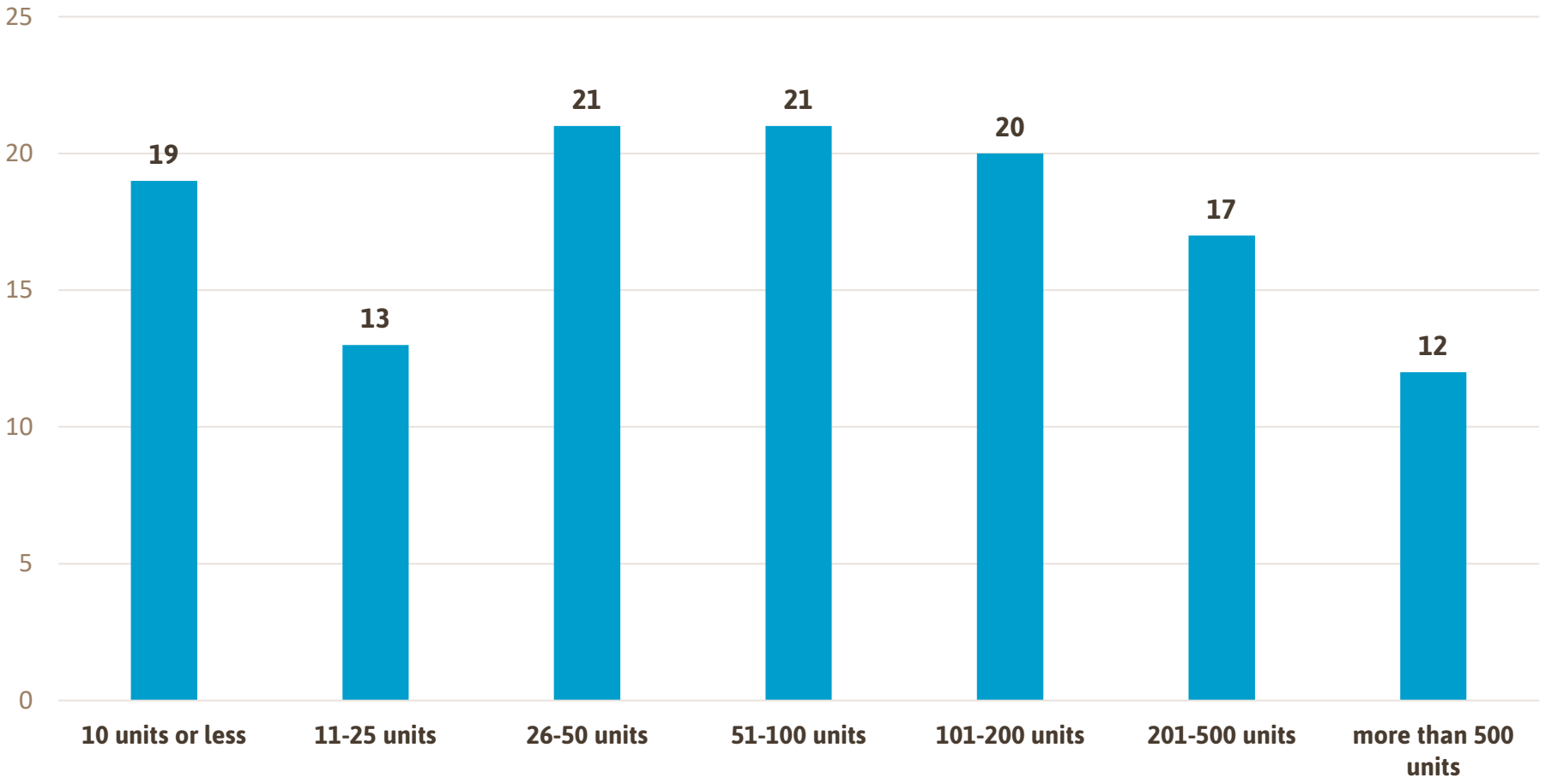
2018 Membership

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



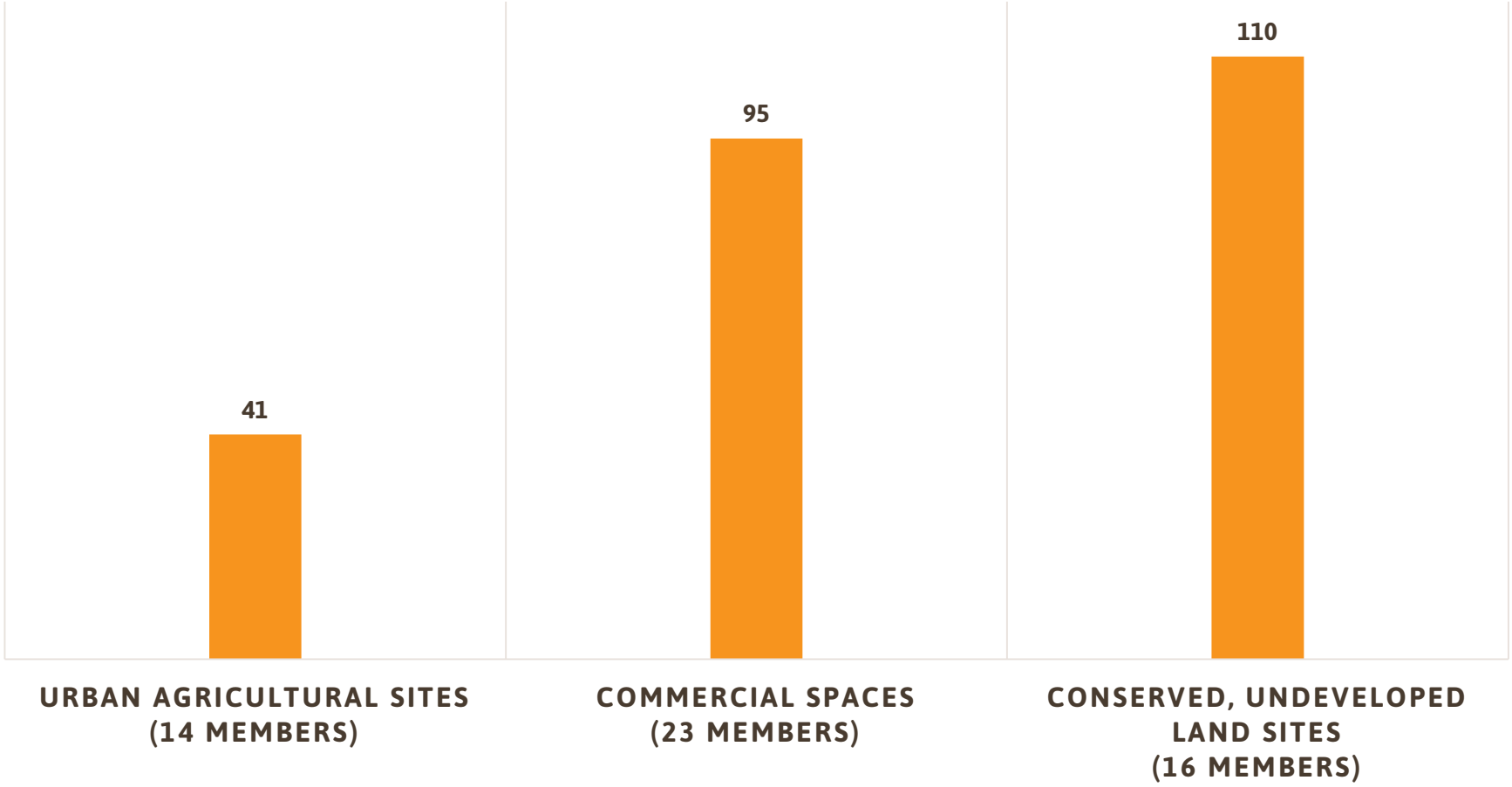
2018 Membership

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



2018 Membership

Non-Residential Member Portfolios:



2018 Accomplishments

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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

COMMUNITY LAND TRUST ACCELERATOR

citi
CitiCommunityDevelopment.com

GROUNDED SOLUTIONS NETWORK

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

Inclusionary Calculator 2.0

Tony Pickett

Chief Executive Officer

National Policy

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.

Tiffany Eng

Director of HomeKeeper

HomeKeeper

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.

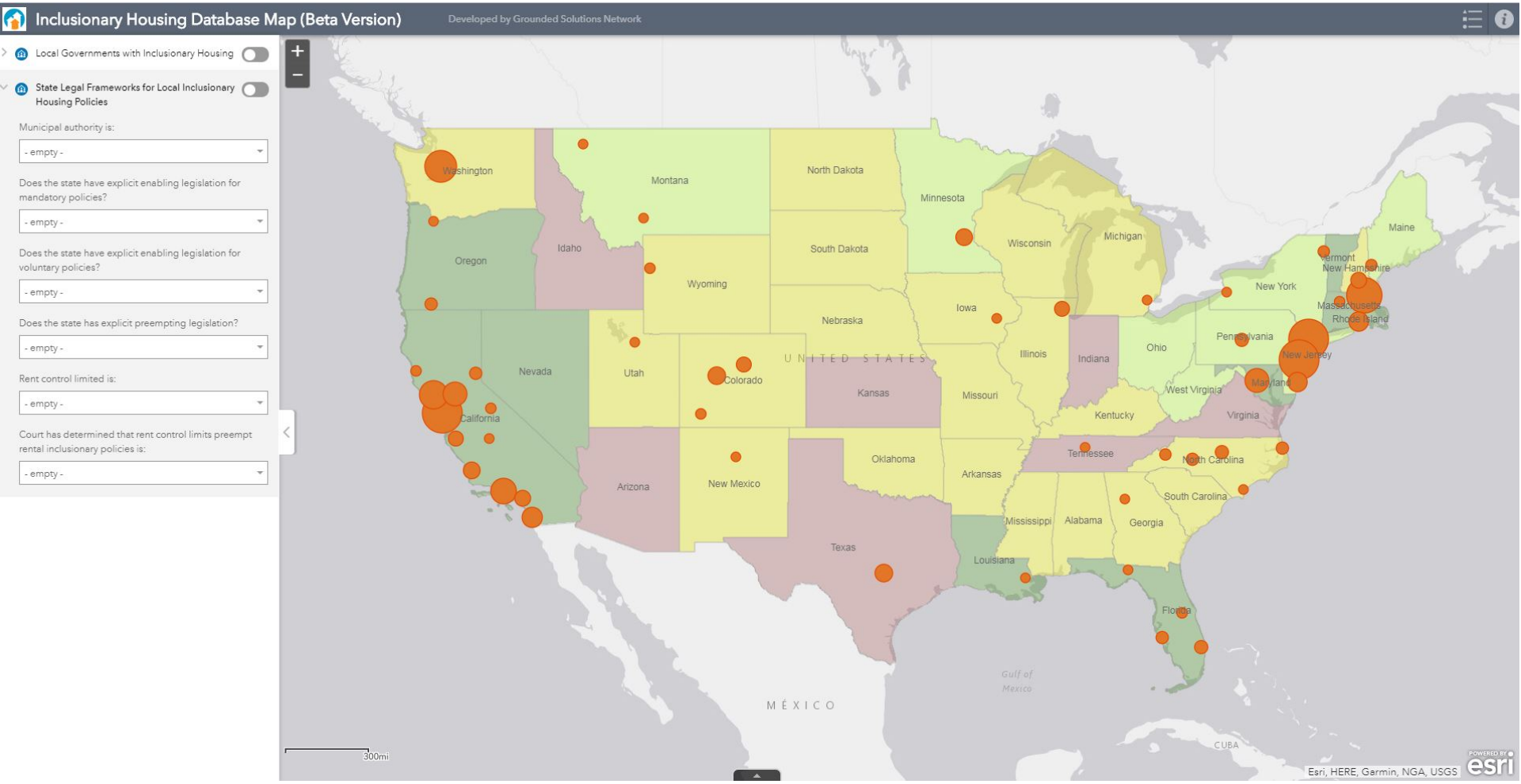
HomeKeeper

Rachel Silver

Chief Operating Officer

Research

Inclusionary Housing Database Map and Inclusionary Housing Survey



Research

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.
- Working paper expected to be published by Lincoln Institute of Land Policy in the first half of 2019.

Looking Ahead to 2019

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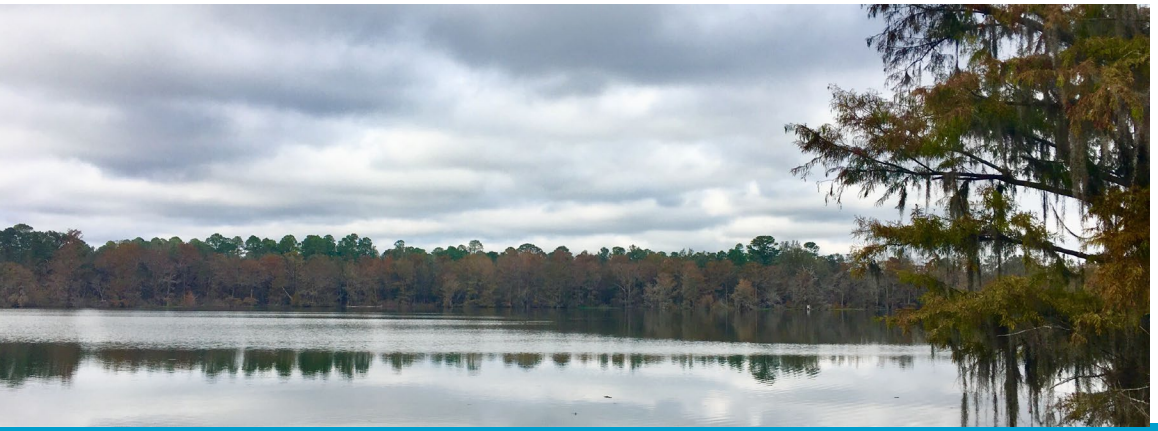
Tony Pickett

Chief Executive Officer

50th CLT Anniversary Celebration



Member Open Forum

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Any victories from our members in 2018?

What is on the horizon for our members in 2019?

THANK YOU!