



# Annual Report 2005

Dear CCLT Members and Supporters,

As the Cuyahoga Community Land Trust heads into its fifth year of operation, I am pleased to report to you that the Land Trust is growing stronger and continuing to expand.

Inside you'll find a description of CCLT's accomplishments in 2005 and plans for the year ahead. Many of the outcomes we've achieved are expressed in terms of numbers – numbers of clients served or new members reached; the dollar value of housing investment; the amount of resources accessed to fulfill our mission.

Those numbers are only possible through the work of people. CCLT is served well by a deeply committed board and an expanding, capable staff. At the board retreat in October 2005, 12 of CCLT's 13 trustees participated in an evening and morning of assessment of our prior strategic plan and setting of goals for 2006. The retreat was facilitated by the director of the Yellow Springs, Ohio, community land trust, Marianne MacQueen.

CCLT staff, along with trustee Mary Jo Mazzarella, attended the national CLT conference last August, where director Marge Misak served on a panel discussion and led a workshop on CLT partnerships with other non-profit developers. Marge is also serving on a workgroup to develop a CLT Academy as part of the newly independent national CLT Network and will help teach the first course offering of the Academy.

Several board members participated last summer and fall in community outreach efforts to raise awareness of the work of CCLT. Board member Mitsi Wagner and CCLT homeowner and board member Kristy Fann were especially involved in these efforts.

This past year was also marked by new and renewed partnerships with other organizations. CCLT is proud to have been accepted for membership in Community Shares, whose mission is to support social justice organizations through workplace giving programs and other philanthropic initiatives. CCLT's primary business model for housing development involves partnering with other non-profit organizations. Our new Homebuyer Initiated Program depends on those partnerships.

As the cost of housing continues to outpace people's wages, we're grateful for the many organizations and individuals who have joined us to help create a lasting solution to the affordable housing crisis.

Sincerely,

*Gary L. Boska*

Gary L. Boska

President, Board of Trustees

## CCLT Mission

The Cuyahoga Community Land Trust (CCLT) is a membership organization that uses the land trust model for community stewardship of land in our neighborhoods. The CCLT secures permanent affordability of home ownership, rental and commercial opportunities for future generations. The CCLT partners with local development organizations. The CCLT is part of a larger democratic vision that seeks equity to develop stability, diversity and affordability for the people and neighborhoods it serves.

# Statement of Activities

	2005 unaudited	2004 audited
<b>INCOME</b>		
Grant Income - Operating	39,500	30,583
Temporarily Restricted Grant	-	36,667
Grant Income - Capital	25,000	45,000
Contributions - Individuals	13,465	16,530
Development Fees	19,130	-
Fund Raising Income	2,650	1,490
Rental Income	1,156	320
Miscellaneous Income	646	-
<b>TOTAL INCOME</b>	101,547	130,590
<b>EXPENSES</b>		
Personnel	77,304	61,982
Contractual	5,948	5,288
Other Operating Expenses	31,798	16,277
<b>TOTAL EXPENSES</b>	115,050	83,547
<b>OTHER GAIN/LOSS</b>		
Gain/Loss on Contributed Property*	(71,976)	83,700
<b>NET INCOME</b>	(85,479)	130,743

\*2004 Gain represents "as is" value of house contributed to CCLT. After substantial rehabilitation, house was sold to Land Trust buyer, with land value retained on CCLT books. Because house was sold for less than original appraisal value plus rehabilitation cost, a loss appears on the statement of activities for 2005.

## Personnel/VISTAs

CCLT is grateful for the commitment in 2005 of two full-time VISTA Members at our office, under the sponsorship of the Ohio CDC Association. John Jackson and Kyle Julien came to CCLT in February 2005, as we were looking also to expand our membership and funding base, solidify organizational systems, and raise awareness of our mission within the community.

Kyle and John brought different, but complementary skills to the organization. Kyle's strong research and writing skills, as well as his knowledge of database development, were put to work in developing a donor/member/client database and expanding our individual and foundation fundraising. Working with Homeowner Services Coordinator Doris Honsa, John has used his design skills and organizing efforts to develop materials and a marketing plan for outreach to potential homebuyers. He also organized board member participation in staffing a CCLT booth at various community events.

There is no aspect of the organization John and Kyle have not touched. Staff meetings feature lively discussions about all aspects of affordable housing and community development. Working

together, they designed our website, reworked and improved the writing and design of our brochures, and designed a CCLT postcard and notecard that we use for thank you notes, "save the date" notices and personalized correspondence. They have each been "staff" to a board committee.

John's and Kyle's combined efforts have resulted in greatly increased capacity for the Cuyahoga Community Land Trust. Some specific accomplishments in their time at CCLT include:

- A 182 percent increase in our mailing list.
- A 48 percent increase in the number of individual donors to CCLT, 2005 over 2004.
- A functional database used to track members, donors and donations.
- Inquiries and grant requests to six new foundations.
- Assistance with grant reporting and renewal proposals for two major funders.

## CCLT is a member of:

- *Cleveland Neighborhood Development Coalition*
- *Coalition on Housing and Homelessness in Ohio*
- *Community Shares*
- *National Community Land Trust Network*
- *National Low Income Housing Coalition*
- *Ohio CDC Association*

## CCLT Board of Trustees

Gary Boska, President  
 Sheila Davis, Vice President  
 Mary Jo Mazzarella, Vice President  
 Mitsi Wagner, Secretary  
 Robert F. Scherer, Treasurer  
 Kristy Fann  
 Michael Fiala  
 Kathryn Harlow  
 JoAnne Urban Jackson  
 Janet Loehr  
 Brian Stefan-Szittai  
 Piet van Lier  
 Anthony Vento

## Staff

Marge Misak, Executive Director  
 Doris Honsa, Homeowner Services Coordinator  
 John Jackson, Outreach Coordinator  
 Kyle Julien, Development Director

CCLT is located at:  
 4100 Franklin Blvd.  
 Cleveland, OH 44113  
 Phone: 216-334-1620  
 Fax: 216-281-2506  
[www.ccLandTrust.org](http://www.ccLandTrust.org)

● Materials and training for board members to effectively present CCLT's mission at community events.

● Development and maintenance of CCLT website.

Kyle is now joining the staff of CCLT as development director, and John will extend his VISTA service with us until September 2006, when he returns to school. We extend our sincere thanks to each of them.

## **2005 In Review**

### **Housing Development**

- Closed on three Land Trust homes. Total housing investment of CCLT now exceeds \$850,000.
- With construction financing and construction management from Neighborhood Housing Services of Greater Cleveland, rehabilitated and sold a Land Trust home in Maple Heights. The formerly vacant, foreclosed property is now a neighborhood asset as well as home to an income-qualified household.
- With major funding from the City of Cleveland's Housing Trust Fund, launched our Homebuyer Initiated Program in Fall 2005. Qualified CCLT applicants can choose from newly constructed or substantially rehabilitated homes throughout Cleveland. Land Trust subsidy will reduce the price significantly.
- Secured Cleveland City Council approval for transfer of three land bank lots in vicinity of Urban Community School's new campus on the near West Side. We'll work with the council member on reinvestment plans for the entire street and seek a development partner to build energy efficient homes there.
- Worked with Neighborhood Voices, a grassroots coalition on Cleveland's near West Side to influence the revised concept plan for the Riverview HOPE VI project of the Cuyahoga Metropolitan Housing Authority. The concept plan now includes a commitment for 10 to 30 percent of the units beyond the public housing replacement units to be made permanently affordable to households at or below 80 percent of area median income.
- Predevelopment work with Detroit Shoreway and the Cleveland Green Building Coalition on a Land Trust project in Cleveland's EcoVillage.

### **Homeowner Outreach, Education and Support**

- Developed joint marketing initiatives with three Community Development Corporations in Cleveland for the Homebuyer Initiated Program: Detroit Shoreway Community Development Organization, St. Clair Superior Development Corporation, and Stockyard Redevelopment Organization.
- Broadened intake and referrals in 2005, through citywide marketing, in addition to neighborhood-based outreach. CCLT client intakes came from 15 different Cleveland zip codes, 53 percent from the East Side and 47 percent from the West Side. In addition, primarily because of marketing the home in Maple Heights, inquiries about CCLT came from 14 different suburbs.
- Applicant referrals to three homebuyer education resources: Cleveland Housing Network, Neighborhood Housing Services and the Spanish American Committee. Homeowner Services Coordinator Doris Honsa speaks regularly at NHS and SAC classes.
- Intervened in post-purchase issues with homeowners.

### **Community Gardens**

CCLT has been working with several organizations to preserve community gardens in Cleveland. The Ohio State University Extension Service and the Community Development Department of the City of Cleveland have long been active in supporting and organizing community gardens and gardeners. Many gardens are on land bank lots or other lots subject to new development pressures. CCLT has joined with OSU Extension Service, EcoCity Cleveland, the Cleveland Botanical Garden and other stakeholders to develop a pilot project and follow-up plan for garden preservation.

## **The Year Ahead**

The CCLT board and staff held a retreat in late October 2005. Together, they reviewed the landscape for community land trusts nationally, statewide and locally; assessed the outcomes from the 2003 strategic plan; and developed four priority areas for action in 2006. These priority areas are:

- Diversification of the funding base, paying close attention to developing corporate support, broadening individual support, and structuring development projects to generate fee-based income.
- Expanding and strengthening the Homebuyer Initiated Program while pursuing other development opportunities.
- Development and implementation of a Strategic Communications Plan to broaden support for CCLT's mission and programs among policy makers and institutional stakeholders.
- Activating a Homeowner/Board Committee to foster networking among Land Trust homeowners and develop policies to strengthen post-purchase support.

# With Thanks to Our Supporters

CCLT's work is made possible through the support of many individuals and organizations. Special thanks go out to:

## Foundation and Corporate Support

### Program support for CCLT comes from:

- The Sisters of Charity Foundation of Cleveland
- Enterprise Community Partners, HUD Section IV grant
- National City Bank
- Dominion Foundation
- Charter One Bank
- The Hicks Family Trust
- Community Shares

### Capital funding to underwrite the cost of CCLT homes comes from:

- The City of Cleveland Housing Trust Fund
- The Eva L. and Joseph M. Bruening Foundation
- The George Gund Foundation
- The Murphy Family Foundation

## Individual Donors and Members

### January through December 2005

4 anonymous donors  
Celeste Agardi  
American Coach Sales  
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Jessica Petryshyn & Mark Kmit  
Helena & Perry Phillips

## In-kind Donations

- Americorps\*VISTA Program
- Capital Performance Analysts, LLC
- Dave's Supermarkets
- Lincoln Institute of Land Policy
- Lutheran Children's Aid and Family Services
- Mary Jo Mazzarella and Mike Reminick
- Ohio CDC Association
- Judy Pestak
- Toni Rankin
- Kurt Schaffer
- Robert F. Scherer
- TechSoup.org
- Westside Market Café

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