

# Key Decisions and Tasks for a New Community Land Trust

## Organizational (Building a Corporate and Contractual Foundation for the New CLT)

**Corporate structure.** Will the CLT be created as a *new* corporation, will it be grafted onto an *existing* nonprofit corporation, or will it be gradually *spun off* from an existing nonprofit?

**Governance.** Who will govern (or advise) the CLT? How will leaseholder interests and community interests be represented – and balanced? How will the governing body – or advisory committee – be selected?

**Service area.** How large or small a geographic area will the CLT serve? Will it adopt a smaller “zone of priority” within a larger “area of opportunity”? Will the CLT start small and later expand?

**Beneficiaries.** Who is the CLT planning to serve? Aside from household income, are there other criteria or other priorities that will guide the selection of “eligible” beneficiaries?

**Perpetual affordability.** Which resale formula will be adopted? Who will be eligible to buy a resold home? Will the CLT re-purchase and resell every home – or will the CLT oversee direct seller-to-buyer transactions?

**Responsible use.** What conditions and restrictions will be placed on the homeowner's use, upkeep, and improvement of his/her home? How intrusive will the CLT be in regulating use?

## Development and Finance (Building a Portfolio and Capacity for the New CLT)

**Projects.** Is the creation and stewardship of affordable housing the CLT's only purpose, or are non-residential buildings, community gardens, conservation, etc. also within the CLT's purview? If housing is the only purpose, which types and tenures of housing will be the CLT's priorities?

**Acquisition & development.** How will land be acquired? How will housing be constructed or rehabilitated? Where will the money come from? Which tasks and roles will the CLT play? Which tasks and roles will be delegated to others?

**Mortgage financing.** How will private-sector lenders be persuaded to provide mortgages for lower-income households who are purchasing resale-restricted homes on leased land?

**Sustainability.** How will the operational capacity of the CLT be sustained, especially during the 5-year ramp-up to a sizable portfolio? How will the long-term costs of stewardship be covered?

## Education & Outreach (Building a Base of Community Support for the New CLT)

**Governmental support.** How will municipal and state agencies be persuaded to provide equity and debt for the CLT's projects and on-going support for its operations? How will the CLT's lands and homes be taxed? Can the CLT “lessen the burdens of government” by taking over the municipality's stewardship responsibilities for sale- rerestricted homes subsidized by government grants or created through inclusionary zoning?

**Community education.** How will the CLT build acceptance and support for an unfamiliar model of homeownership? How will the CLT build its own constituency and membership?