Homestead Community Land Trust

2007 Annual Report
“Homestead Community Land Trust work addresses many issues in our Healthy Community framework: providing for the basic need of housing, contributing to a vibrant and diversified economy by attracting more residents and businesses, and fostering strong and connected neighborhoods and communities. The Seattle Foundation was pleased to grant $25,000 to HCLT at this critical juncture in its organizational development and programmatic growth” – Phyllis Campbell, President/CEO of The Seattle Foundation.

“Homestead is helping change definitions for return on investment—they invest in families, children, and the future of our community.”

2007 BOARD OF DELEGATES

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Riddell Williams PS.

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University of Washington

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The Boeing Company Retiree

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Frank Video
Aide to Nick Licata, Seattle City Council

Adam Wiener
Redfin
DEAR FRIENDS,

2007 was an exciting and gratifying year for Homestead.

The many firsts Homestead experienced during 2007 provided much of the excitement, including:

• The first resale of a Homestead home
• The first condos added to the land trust, and
• The first family purchased a home through our program expansion into unincorporated King County.

It was gratifying to see the resale proceed exactly as expected, with Homestead’s selling family realizing significant equity through the sale, while the affordability of the home was preserved for the next family in need.

It was exciting as well to see Homestead’s Advantage program build real momentum during the year, bringing 10 additional homes into the land trust. Homestead’s portfolio grew almost 100% to 21 homes by the end of the year. We expanded staffing, adding a full time Communications and Development Director and grew our base of support. We then added 15 homes to our future housing development pipeline through a partnership with the Low Income Housing Institute on the Dearborn Townhomes project, and began to capitalize a stewardship fund to help ensure the long term integrity of Homestead’s housing stock.

This sense of excitement and gratification is inextricably linked to a deep sense of gratitude to our members. We thank you, our members, who continue year after year, in increasing numbers and in a diversity of ways, to support Homestead’s work with your financial contributions, time and talent.

Your steadfast belief in our work - that our communities are enriched by diversity, that permanently affordable homes strengthen individual homeowners and the broader community, and that families should be able to live close to work, friends and family – is the foundation upon which Homestead has grown, and will continue to grow in the years to come. Thank you all!

It remains a great honor to lead this organization as we build on the successes of 2007 and dramatically expand our work in the years to come.

Best regards,

Rebecca Andrews
President, Board of Delegates

Sheldon Cooper
Executive Director

Homestead Quick Facts

In 2007:

Homes in the land trust increased 91%

Families purchasing homes with Homestead increased 367%

Membership increased 50%

Contributions from all sources increased 74%

Homestead staffing increased 56%

Number of single family homes in the land trust: 17

Number of condos in the land trust: 4
The term **stewardship** references the careful and responsible management of something entrusted to one's care. In Homestead’s case, we are entrusted with ensuring the affordability of the homes in the land trust, assuring that they stay affordable from one buyer to the next. We **steward** the public and private investment that made our homes **affordable**. In 2007, Homestead facilitated its first resale of one of its homes and there is now a concrete example of our stewardship function in action.

In 2005, Shelter Real Estate Developers donated the land under one of their new homes to **Homestead**, allowing us to sell the home at a $150,000 discount to a low income family that year. The resale formula in our ground lease set the 2007 sales price at $195,000, low enough for another modest income household to buy it **without additional public or private** subsidy. Because our stewardship has preserved the affordability, two modest income households are served for the price of one.

It doesn't stop there. Through our stewardship, this house could easily be a first home for 10 generations of modest income buyers during its useful life, all for that original $150,000 subsidy investment. Multiply that by the 21 homes in trust at the end of 2007, or the hundreds of homes we are working to bring into the land trust during the next 10 years, and the **value** of stewardship really begins to shine.

**Dejene Tesema, Mulunesh Tenagne, son Robel and daughter Meron** purchased their townhome in May 2007. They were referred to **Homestead** by Habitat for Humanity. The family made too much income for Habitat’s program, but market rate housing was completely out of reach. When they found the home in their Northgate neighborhood, it was exactly what they were looking for. The family emigrated from Ethiopia in 2003 and was so excited to be **able to purchase a home** close to work at a local gas station. They needed to find a home large enough for their two children. “It is a 3 bedroom, 2 bath, brand new house,” said Dejene, “It’s a very nice house, we really like it and feel so lucky to be here!”

**Homestead assisted 11 families to purchase their homes in 2007—the following stories represent 3 of those families.**
Mijo Lee and son, Teyo Lee are among the families to purchase in 2007. Mijo is an attorney and works as a public defender in Seattle. A friend of hers recommended that she contact Homestead Community Land Trust. “I never considered buying,” said Mijo, “It didn’t occur to me that I could afford to own a home.” After being approved for a homeownership grant through the Homestead Advantage Program and searching for a home, Mijo’s perspective shifted. “I thought, now I can afford to buy a home—I feel so thankful, I’m doing something for myself, my son and my whole community,” she said. “Affordable housing is an economic investment and an investment in community—the investment was made in our family and will benefit many down the line.” The Lees closed on their Seattle home in April 2007.

James Nail, Kasandra Laing and children Alexia and Skyler also purchased their home through the Homestead Advantage Program this spring. James, who works as a full-time machinist at JD Ott Company, was concerned about being able to afford a home for his family. “We went to apply for low income housing, but were overqualified because of my overtime, but we still could not afford to buy a house,” said James. Around this same time, James’ grandmother and aunt made the decision to sell their home. The house had been in the Nail family for 60 years. Because of Homestead’s buyer-driven program, the Nails could purchase their family home. “My kids love living in their grandma and aunt’s house,” said James, “The kids have this sense of security and are able to stay in the same school district.” James then went on to say, “Homestead is important because it gives hardworking people a chance to buy a house—they make it affordable for me and then make it affordable for other people down the line.”
## 2007 STATEMENT OF ACTIVITIES

### REVENUE AND OTHER SUPPORT:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Grants*</td>
<td>$467,597</td>
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<tr>
<td>Donations</td>
<td>26,106</td>
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<tr>
<td>In-kind donations</td>
<td>4,010</td>
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<td>Fees</td>
<td>53,087</td>
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<tr>
<td>Stewardship fund</td>
<td>8,000</td>
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<tr>
<td>Interest and Other</td>
<td>2,434</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td>$561,234</td>
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### EXPENSES:

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<th>Description</th>
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<tr>
<td>Program Services*</td>
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<tr>
<td>Management and general</td>
<td>63,553</td>
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<tr>
<td>Fundraising</td>
<td>6,288</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$159,237</td>
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Increase in Unrestricted Net Assets: $41,197  
Increase in Restricted Net Assets*: $360,800

## STATEMENT OF FINANCIAL POSITION

### ASSETS:

<table>
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<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Current Assets</td>
<td>$93,907</td>
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<tr>
<td>HCLT Affordable land</td>
<td>762,800</td>
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<tr>
<td>HCLT Affordable Condo Covenants</td>
<td>144,000</td>
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<tr>
<td>Fixed Assets (other)</td>
<td>4,520</td>
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<td>Note receivable</td>
<td>4,201</td>
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<td><strong>Total Assets</strong></td>
<td>$1,009,428</td>
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### LIABILITIES:

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<th>Description</th>
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<tr>
<td>Current Liabilities</td>
<td>$3,363</td>
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<tr>
<td>Long Term Liabilities</td>
<td>99,000</td>
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<td><strong>Total Liabilities</strong></td>
<td>$102,363</td>
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### NET ASSETS:

<table>
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<th>Description</th>
<th>Amount</th>
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<tr>
<td>Unrestricted</td>
<td>$99,268</td>
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<tr>
<td>Temporarily restricted</td>
<td>807,800</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td>$907,068</td>
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Total Liabilities and Net Assets: $1,009,428

* Value of purchase assistance grants conveyed to our clients for Homestead land purchase and condo covenants in 2007 was $360,000.

Full financial audit for 2007, prepared by Your Financial Solutions LLC, is on file at the Homestead Community Land Trust office.

“I wanted to buy so that I would have increased control…the possibility for me to have things abruptly change are much lower today because I own.” ~Janna Wachter, June 2007
2007 MEMBERS AND SUPPORTERS

INDIVIDUAL CONTRIBUTORS & MEMBERS
Brian Allen
Denel Andreas & David Lee
Rebecca Andrews & Scott Olmsted
Mr. & Mrs. Leonard Andrews
Hester Angus
Anonymous
Robert Antieau
Ghenet Araya
Marina Avila
Kathleen Baginski
Ezra Basom
Mike Beebe
Clara Berridge
Doug & Kristin Bolken
Tina Bonfield
Deborah Bowler
Rhonda Busby
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Aaron Christophersen
Jenny Cochrane
Brent Curtis & Katie Kadwell
Akawoeld Dadi & Alem Beyene
Dent Davidson
Len Davis & Analia Castanos
Chelsea Day
Kelly Dodd
Jokhanah Ennes
Jane & Luke Fairchild
Monica Fisk
Kathryyn Flake
Abie Flaxman
Syd Fredrickson
James Gblraitha
Helen Gamble
Abraham Gebrsellassie & Almaz Gebrimedhin
Hans Gens
Michael Gilbride
Peter Graff
Johan Grimsrud & Jill Humprey
Karen Guzik
Brian & Eleni Hathaway
Tonya Hennen
Lisa Herbold
Serena Heslop
Catherine Hillenbrand
Melora Hiller
Lisa Huang
Johanna Hulick
Megan & Adam Hyla
Sarah Isakson
Esther “Little Dove” John
Laura Johnson
Kristol Joy
Will Kemper
Dean KiloDavis
Mas Koba
Tina Lathrop
Jay & Linda Lapin
Amy Larson
Brooke Lather
Pat Lavelle
Bill & Patty Lavelle
Rhys & Brooke Lawson
Jay Lazerwitz
Tracy Le
Vanessa “Mijo” & Teyo Lee
Suzanne LianBraaten
Craig Lorch
Michael Lovelady
Larisa Lumba
Sarah Luthens
Kendra Lyonais & Jay Austin
Marilyn Magilang
Paula Mahoney
Anita Manuel
James Martos
Ivy Masse
Tara Matson
Scott McClay & Lisa Morrow
Denee McCloud
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Susan Moore
Amy Morgano
Jason Moy
James & Kasandra Nail
Danel Neal
Peter Nevin
Scott Noland
Sokhateyadey Noranarith
Linda Novenski
Elman Nyass
& Yolanda Eskridge-Nyass
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Doug & Peg Ostrander
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Drew Paxton
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Valerie Pickens
Laura Pierce
Joshua & Kathleen Porch
Fawn Proctor
Siobhan Ring & Erin Katz
Randy Robinson
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San Ta Saechao
Bill Sammer
Gina Sampson
Lisa Santos
Kathryn Saunders
Jo Scozzafava
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Jenna Smith
Mike Smith & Willow Kelly
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Janet Stebbins
Jeff & Sharon Stedman
Lisa Strandin
Dejene Tesema & Mulunesh Tenaghe
Sakhan Thun & Mouang Saely
Dans Ngoc Tran
Heidi Triple
Liesbeth Vanderwal
Frank Video
Janna Wachter
Ribaba Warsame
Adam Wiener
Lillian Barbara Williams
Barbara Wiley
Sage Wilson & Michelle Thomas
Jassy Withgitt
Jeff Wood
Alice Yeh

CORPORATE & FOUNDATION PARTNERS
Coho Team of Windermere Agents
Fannie Mae
Field Roast Grain Meat Co.
General Electric Foundation
GreenWorks Realty
HomeStreet Bank
Medical Consultants Network
Microsoft Matching Gifts Program
The Nordcliff Foundation
Northwest Outdoor Center
Pacific Northwest Title
Riddell Williams PS.
The Seattle Foundation
U.S. Bankcorp Foundation
Washington Mutual Foundation
Windermere Foundation
Windermere West Seattle
Windfall Winery
Your Financial Solutions, LLC

COMMUNITY PARTNERS
City of Seattle Department of Housing
City of Seattle Department of Neighborhoods
Federal Home Loan Bank of Seattle
Habitat for Humanity of Seattle/South
King County Housing Development Consortium
International District Housing Alliance
King County Legacy of Equality, Leadership, and Organizing (LELO)
Low Income Housing Institute
Northwest Community Land Trust Coalition
People's Bank
Seattle Housing Authority
Tenants Union of Washington State
Urban League of Seattle
Washington Homeownership Center
Washington State Housing Finance Commission
Washington State Office of Community Development

Homestead Community Land Trust greatly appreciates the individuals, corporations and community partners that support our work. Every effort has been made to ensure accuracy of this list. If we need to correct our records, please contact us at 206.323.1227. Thank you!
MISSION STATEMENT

Homestead Community Land Trust is dedicated to drawing together our diverse communities to build and permanently preserve decent affordable housing and real self-determination in the places where we live and work.

“Buying with HCLT is a partnership not only in deed, but in spirit. Without that spirit, I would never have had this chance to live happily ever after.” ~Frank Video, July 2007

STATEMENT OF PURPOSE

Certified as a Community Housing Development Organization in 2000, we are a grassroots, membership-based 501 (c) (3) organization with strong ties to the communities and neighborhoods we serve. Homestead is Seattle’s only community land trust. Homestead’s mission and purpose goes beyond a band-aid, quick fix solution to barriers in homeownership. Homestead addresses the problems inherent in a market-driven housing delivery system directly by creating a portfolio of homes that will remain permanently affordable for those working households not served by the community’s unpredictable housing market.

“When I had a question or a concern, whenever I needed to be pointed in the right direction, whenever I had a meeting, or even whenever I was feeling panicky – the Homestead was there for me, from start to finish... and beyond. They’re still there for me if I ever need them, and they’re almost as excited for me as I am!” ~Michael Lovelady, December 2007