

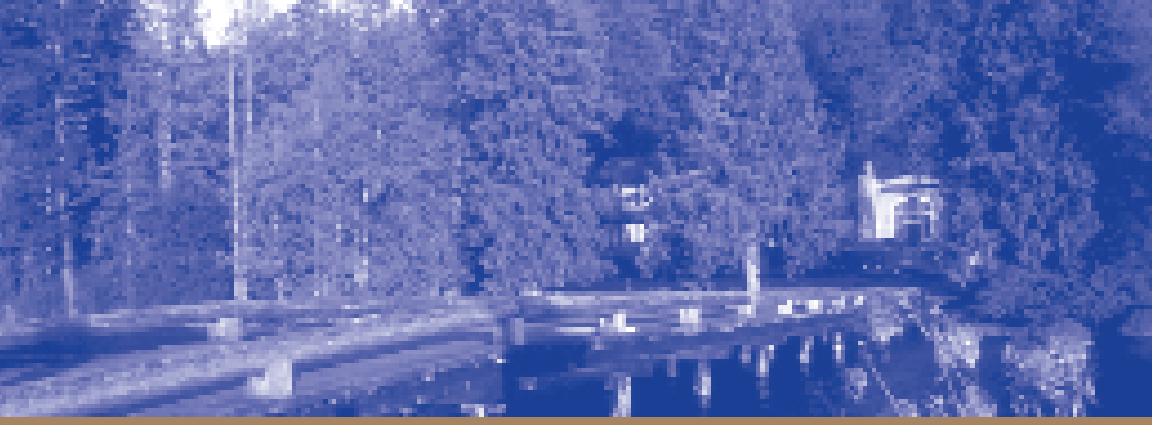
**A THREE DAY PROFESSIONAL DEVELOPMENT COURSE  
FOR COMMUNITY LAND TRUST PRACTITIONERS**

# **THE COMMUNITY LAND TRUST ACADEMY: INTERMEDIATE LEVEL SURVEY COURSE**

April 3-6, 2006

**Seabeck Conference Center  
15395 Seabeck Hwy NW  
Seabeck, WA**





## THE COMMUNITY LAND TRUST ACADEMY: WHAT WILL YOU LEARN?

- The connection between organizational goals and organizational structure in the “classic” CLT.
- Variations to a “classic” CLT and the strengths and weaknesses of those variations.
- An understanding of private markets and public policies that create the context within which a CLT must work.
- An appreciation of the strengths and weaknesses of the CLT, compared to other models of permanently affordable, resident-controlled housing including: deed-restricted houses; limited equity condominiums and cooperatives; mutual housing associations; and resident-controlled, nonprofit rental housing.
- Applications of the CLT to non-residential projects.
- Different ways to measure a CLT’s success.
- Different types of subsidies for homeownership projects and the different ways in which subsidies can be invested in a CLT project to build on the model’s strengths.
- Grant and contract conditions to be avoided.
- Parties and procedures involved in mortgaging resale-restricted homes on leased land.
- Considerations in developing condominiums, co-ops, and mobile home parks on leased land.
- Various marketing strategies used by CLTs.
- Orienting and selecting new leaseholders.
- Post-purchase services, monitoring, and enforcement
- CLT staffing and system requirements.
- Sustainability analysis in planning for the break-even point in fulfilling a CLT’s stewardship role.
- Membership development.
- Evaluating and negotiating strategic alliances with potential partners.
- Anticipating and rebutting the arguments of a CLT’s critics.

# THE COMMUNITY LAND TRUST ACADEMY

## What is the “Classic” CLT and Why Does it Exist?

## What are the Nuts and Bolts for Successful Project Development?

## How do You Ensure Sustainability of Your Organization?

The first professional development course being offered through the Community Land Trust (CLT) Academy is an intense 3-day training for CLT staff, board members, and funders. The goal of the CLT Academy is to provide resources and tools for CLTs in their early years of operation, helping them to address opportunities and challenges in building a stronger organization. An array of comprehensive and informative workshops, joint problem-solving exercises, and networking opportunities will allow participants to gain experience and knowledge from their peers and from expert trainers. *Prior familiarity with the CLT model is presumed. Completion of assigned readings before the training is required.*

The mission of the Community Land Trust Academy is to provide comprehensive training taught by highly skilled and experienced instructors on the theory and practice of community land trusts. The CLT Academy promotes public understanding of the community land trust model, sets a high standard for practitioner competence, and supports research and publication on evolving practices.

## REGISTRATION

**Registration deadline** is March 31, 2006.

**The registration fee is \$100.** Please note that the \$100 registration fee is a minimal fee as the majority of course expenses have been underwritten by the Lincoln Institute of Land Policy. This fee covers all sessions, lodging at Seabeck Conference Center for the nights of April 3, 4, and 5, 2006; dinner on April 3, 2006; breakfast, lunch, dinner and snacks on April 4 and 5, 2006; breakfast and lunch on April 6, 2006. The tuition fee also covers all course materials, including a resource packet with background readings that will be sent to all participants two weeks prior to the training.

**Enrollment is limited.** To guarantee a place in the program, payment arrangements must be made prior to the course.

**Cancellation Policy:** Cancellations received by March 31, 2006 will be refunded. Cancellations received after this date and “no shows” will be charged full registration fee. Should you be unable to attend, please notify us by fax or email. We reserve the right to cancel or reschedule this program. Registrants will be notified at the earliest possible date and paid tuition fees will be refunded in full. **All registering participants including scholarship applicants and recipients will be required to submit their credit card information. The card will be charged with the registration fee, for “no-shows” and cancellations received after March 31, 2006.**

## CLT Academy Scholarship Information

The Academy is priced to be extremely affordable. The \$100 fee includes room, board, tuition, and training materials. In addition, we will offer a limited number of travel scholarships. Priority will be given to CLT staff and board members. In addition, we will use scholarships to expand the diversity of

the Academy with respect to people of color and from underserved locations.

**Travel scholarships** Please complete the form to the right and e-mail it to Rie Sugihara at [Rie.Sugihara@resource-plus.com](mailto:Rie.Sugihara@resource-plus.com)

## **Monday, April 3, 2006 – Arrival at Seabec Conference Center**

- 5:00 PM Registration and Check-in
- 6:00 Dinner
- 7:00 Training Overview and Roots of the CLT

## **Tuesday, April 4, 2006 – Deconstructing the Model**

- 8:30 AM Breakfast
- 9:00 **Morning Sessions**
  - Values and Variation of the “Classic” CLT
  - Markets and Policies
- 12:00 PM Lunch
- 1:00 **Afternoon Sessions**
  - Competitors and Complements
  - Beyond Housing
  - Standards of Success
- 6:30 Dinner
- 8:00 Northwest Community Land Trust Coalition Meeting

## **Wednesday, April 5, 2006 – Developing the Projects**

- 8:00 AM Breakfast
- 8:30 **Morning Sessions**
  - Homeownership Subsidies
  - Residential Mortgages
- 12:00 PM Lunch
- 12:30 **Afternoon Sessions**
  - Multi-Unit Housing
  - Pre-purchase Services and Sales
  - Post-purchase Services and Re-sales
- 6:30 Dinner and Reception

## **Thursday, April 6, 2006 – Sustaining the Organization**

- 8:00 AM Breakfast
- 8:30 **Morning Sessions**
  - Sustained Stewardship
  - Engaged Partners
- 12:00 PM Lunch
- 12:30 **Afternoon Sessions**
  - Strategic Alliances
  - Refutable Criticisms
  - Course Evaluation: Improving the Curriculum for Future Participants
- 3:30 Adjournment

## There are five easy ways to register:

*Call:* 888.845.8759  
*Fax:* 617.385.5166  
*E-mail:* [lincolinstitute@resource-plus.com](mailto:lincolinstitute@resource-plus.com)  
*Online:* [www.communitylots.org](http://www.communitylots.org)

*Mail:* Lincoln Institute of Land Policy  
c/o ResourcePlus  
200 Seaport Boulevard, Suite 75  
Boston, MA 02210

Name/Job Title/Profession

Organization

Department

Street Address

City/State/Zip

Phone

Fax

E-mail

## To pay by Credit Card:

*Card Type:*  Visa  MasterCard  American Express

Card Number

Expiration Date

Signature

Print name as it appears on card

## Application Form:

1. Please give a brief description of your background, especially current or previous experience working with a CLT or with other organizations that expand access to housing for persons of modest means.

2. What do you hope to get out of this training?

3. Please give a brief description of your organization.

Travel Scholarship Requested?  Yes  No

How will you be traveling?  Train  Car  Bus  Plane

**NOTE:** All registering participants including scholarship applicants and recipients will be required to submit their credit card information. The card will be charged with the tuition fee of \$100, for "no-shows"



The **Northwest Community Land Trust Coalition** provides its members with peer networking and learning opportunities, technical assistance, public advocacy, and tools for community-based education about the CLT model.

## National Community Land Trust Network

The **National Community Land Trust Network** represents and promotes the interests of groups and individuals affiliated with community land trusts throughout North America.

# LINCOLN INSTITUTE OF LAND POLICY

113 Brattle Street  
Cambridge, MA 02138-3400 USA

[www.lincolninstitute.edu](http://www.lincolninstitute.edu)

The **Lincoln Institute of Land Policy** is a nonprofit and tax-exempt educational institution founded in 1974 to improve the quality of public debate and decisions in the areas of land policy and land-related taxation. The Institute's goals are to

integrate theory and practice to better shape land policy and to provide a nonpartisan forum for discussion of the multidisciplinary forces that influence public policy; inspired by the work of Henry George as expressed in the book *Progress and Poverty* (1879), the Lincoln Institute introduces his thinking and ideas into the contemporary land and tax policy debate to advance a more equitable and productive society.



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Seabeck Conference Center is West of  
Bremerton and 70 miles from Seattle Tacoma  
International Airport SEA, Seattle, WA.

For more information on directions  
visit [www.seabeck.org](http://www.seabeck.org)