

GENERAL SURVEY INFORMATION

- Survey develop and conducted by Network staff (Greg, Roger, Jessica and Julie)
- Survey Tool: Survey Gizmo (online)
- Survey Period: 4/8 - 4/19/2010
- CLTs participating: 78

ABOUT YOUR ORGANIZATION

1. *We would like to know what lines of business your organization is engaged in. In the boxes below, please indicate what percentage of your organization’s work/time is focused on each activity.*

Line of Business	Average
Housing development (both rental and ownership)	48%
Homebuyer education and counseling	19%
Homeowner services (backstopping, homeowner engagement)	16%
Community building & organizing	14%
Business/Economic development	4%
Lending (CLT as the lender)	4%
Commercial development	1%

For description of “other” responses, please SEE APPENDIX

2. *What is the geographic area that you serve (urban, rural or suburban)? In the boxes below, please indicate what percentage of your organization’s work/time is focused in each area.*

Geographic Area	Average	CLTs 100% time	%
Urban	57%	22	40%
Suburban	27%	6	14%
Rural	50%	14	30%

3. *How many new housing units has your organization added over the past 3 years (either new construction or rehab)?*

	Rental	Homeownership
2007	141	417
2008	416	351
2009	244	425
Total	801	1193

4. What is the number of additional housing (new construction or rehab) that you are projecting to bring into your CLT in the next 2 years?

	Rental	Homeownership
2010	673	631
2011	898	741
Total	1571	1372

5. What are your current sources of permanent funding for development projects? Please rank order your top 4 in order of importance.

Order	Permanent Funding	Ave. Rank
1	NSP	1.9
2	HOME	2.0
2	Not Applicable	2.0
4	Inclusionary Zoning	2.2
5	Local	2.3
5	State	2.3
7	CDBG	2.5
7	Private	2.5
9	Transit Oriented Development	3.0

6. Have you recently or are you considering expanding your geographic service area?

YES – 69%

NO – 31%

If "yes", please describe: **SEE APPENDIX**

7. What is your current staff level (# of FTE)?

FTE Range	Count	Percent
0	6	8%
0<1	7	9%
1≤2	26	33%
2≤3	11	14%
3≤4	6	8%
4≤5	7	9%
5≤9	9	11%
9≤13	4	5%
13≤25	2	3%
over 25	1	1%
Median=	3.0 FTE	

***21 organizations with 1 FTE**

If you have current plans to EXPAND, what are the reasons for the need for more staff?

SEE APPENDIX

If in the past year you have REDUCED the number of staff (and/or plan to reduce staff in the coming year), what are the reasons? SEE APPENDIX

8. *How has the environment for your CLT work changed in the past year? Please identify the 3 most significant issues affecting your organization? 1 being the most important, 3 being the least important.*

SEE APPENDIX

FACTORS AFFECTING ORGANIZATIONAL GROWTH
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9. *If your organization is EXPANDING, what are the primary factors driving the growth? Please select the top 3 factors that are enabling your expanding production.*

Order	Growth Factors	Avg Rank
1	NOT APPLICABLE -- WE ARE NOT EXPANDING	1.1
2	Land availability (cost of vacant or undeveloped land)	1.7
2	Need / demand for services	1.7
4	Project funding (grant / subsidy dollars to reduce home prices)	1.9
4	Property availability (cost of homes for acquisition)	1.9
6	Funding for operations	2.0
7	Mortgage financing for CLT homebuyers	2.3
7	Short term financing (acquisition of lands or buildings -short-term cash, lines-of-credit, etc.)	2.3
9	Staffing (adequate staff for development / operations)	2.4

Please describe "Other" from above. SEE APPENDIX

10. *If your organization is CONTRACTING, what are the primary factors? Please select the top 3 factors that contribute to this contraction.*

Order	Contraction Factors	Avg Rank
1	NOT APPLICABLE -- WE ARE NOT CONTRACTING	1.0
1	Need / demand for services	1.0
3	Funding for operations	1.4
4	Other	1.7
5	Project funding (grant / subsidy dollars to reduce home prices)	1.9
6	Mortgage financing for CLT homebuyers	2.0
6	Staffing (adequate staff for development / operations)	2.0
8	Land availability (cost of vacant or undeveloped land)	2.3
8	Property availability (cost of homes for acquisition)	2.3
10	Short term financing (acquisition of lands or buildings -short-term cash, lines-of-credit, etc.)	2.7

Please describe "Other" from above. SEE APPENDIX

ABOUT YOUR ORGANIZATION

11. Have you had to change your development strategy, i.e. shift from new construction to acquisition / rehab?

YES – 61%

NO – 39%

If "yes", please describe: **SEE APPENDIX**

12. Are you spending more time helping current CLT homeowners that are in default or working to prevent default?

YES – 36%

NO – 64%

If "yes", please describe: **SEE APPENDIX**

13. Do you plan to provide or expand other services? If so, please check all boxes that apply.

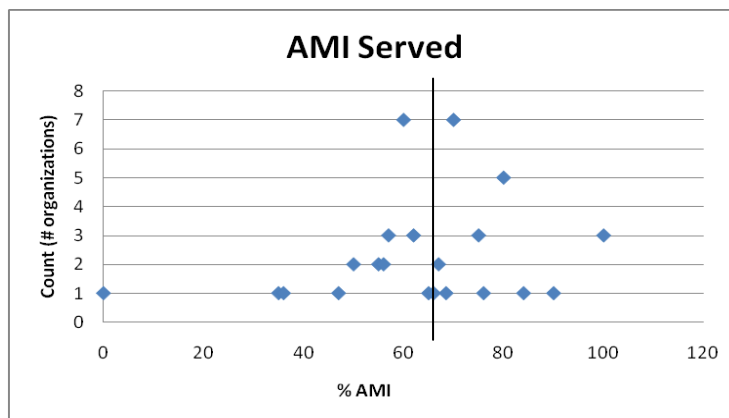
Services	%
Credit counseling or foreclosure prevention counseling	52
CLT home repair or replacement loan fund	48
Other	34
CLT foreclosure prevention (working with non-CLT homeowners/loan restructuring)	28
CLT home repair grants	24
CLT home repair services (construction management for rehab)	24
CLT second mortgage product	19

Other, please describe: **SEE APPENDIX**

14. What was the average percentage of AMI (Area Median Income) for households who purchased homes from your organization in 2009?

Median = 65% AMI

Average = 65% AMI



NEIGHBORHOOD STABILIZATION PROGRAM

15. Are you receiving NSP funding?

YES – 28%

NO – 72%

If "yes", please describe: **SEE APPENDIX**

16. Are you currently receiving technical assistance (TA) for NSP?

YES – 79%

NO – 21%

If you had access to TA, would it help you with your NSP work: **SEE APPENDIX**

INTERACTING WITH THE NATIONAL CLT NETWORK

17. Are you a member of the Network?

YES – 90%

NO – 10%

18. If 'yes', what were the reasons you decided to join the Network?

Reason	% of Responses
Access to education and training	27%
Access to networking opportunities	27%
Building the movement	25%
Desire to help build staff capacity of CLT Network	16%
Other	5%

For description of "other" responses, SEE APPENDIX

19. If 'no', why have you chosen not to join the Network or become a Supporting Partner?

Reason	Count
Cost	5
No clear benefit	1
Not Contacted	1
Other	4

For description of "other" responses, SEE APPENDIX

YOUR INTERACTION WITH THE NETWORK

20. How has your organization participated with the Network over the past year?

Value	Count
Conference	41
Website	31
Webinar	30
Academy Training	29
Receiving TA	17
Other	16
Committee / Task Force	15
Board	9
Providing TA	6

For description of “other” responses, SEE APPENDIX

21. What Network services are or would be most helpful in your work at a local level? Please rank your top 3 choices.

Item	Average
Other #1 (please describe below)	1.6
Technical Assistance	1.7
Advocacy	1.8
Training	1.9
Network Website	1.9
Other #2 (please describe below)	2.0
Messaging	2.2
Outreach materials	2.2

For description of “other” responses, SEE APPENDIX

22. Have you or has your organization been involved in efforts to build the CLT movement (to increase the capacity of other CLTs, or to help to start new CLTs) either regionally or nationally?

Value	Count
Independently or through some other organization	36
With or through a Regional Coalition	26
With or through the Network	20

Please explain. SEE APPENDIX

23. *Is your organization involved in any other community development networks, intermediate or trade associations?*

Value	Count
State affordable housing coalitions	41
Local affordable housing coalitions	38
Other	29
Regional CLT coalitions	28
NeighborWorks	19
Enterprise	10
LISC	2

For description of “other” responses, SEE APPENDIX

If you are involved in these efforts, what are the factors that motivate you to participate in these organizations? **SEE APPENDIX**

TRAINING, INFORMATION AND RESEARCH

24. *Please tell us whether you have accessed any of the following resources/services in 2009 through the present.*

Network website	31%
CLT conferences	25%
Online CLT courses / Webinars	18%
CLT Academy classes	15%
CLT classes offered through partner institutions (such as NeighborWorks)	11%

25. *If you have not participated in any on-site training offered by the Network, why not?*

Order		Avg Rank
1	We couldn't afford the expense.	1.9
2	We couldn't afford the staff time.	2.0
3	The location of the offerings didn't work for us.	2.9
4	The educational offerings were not relevant to my organization.	3.2

26. *We currently offer eight courses through the National CLT Academy. In looking ahead to the next 12 months, which of these courses would be of most interest to you and your staff?*

Order		Avg Rank
1	Organizational Sustainability	3.3
2	CLT 201: Intermediate level training for CLT practitioners	3.4
3	Financing CLT Homes	3.4
4	Designing Resale Formulas and Managing Resales	3.9
5	Post-Purchase Stewardship	4.0
6	City CLT: Municipal Support for CLTs	5.2
7	CLT 101: Introduction to Community Land Trusts	6.0
8	Shared Equity 101: Introduction to Permanently Affordable Homeownership	6.8

27. *What seminars (typically a 1.5 to 4-hour session on a current topic) would you or anyone associated with your organization like to see offered at the 2010 National Conference in November in Albuquerque?*

Order		Avg Rank
1	The New Model Ground Lease	2.3
2	CLTs and Green Rehab	3.1
3	PR and Marketing: Developing the CLT Message	3.6
4	Leadership Development for Boards and Staff	5.1
5	Stewardship of Buildings (Asset Management)	5.1
6	NSP Funding	5.5
7	Pushing the Envelope - Passive House Design	6.5
8	Urban Agriculture	6.5
9	CLTs Around the World	7.5

Other Seminar Ideas: **SEE APPENDIX**

28. *Below is a list of the new courses that the National CLT Academy is considering for development in the coming years. How likely are you or your colleagues (including staff and board members of your organization or practitioners from organizations that work with you) to take such a course?*

Courses	Extremely Likely	Somewhat Likely	Not Very Likely	Very Unlikely
PR and marketing: developing the CLT message	56%	37%	-	7%
Membership development and donor fundraising	36%	46%	7%	10%
Intro to CLTs for mortgage lenders	34%	38%	21%	7%
Leadership development for board and staff	31%	45%	13%	8%
Condo development	16%	36%	31%	16%
Commercial development	14%	28%	30%	28%

29. How interested would you be in seeing the Network expand its offerings on online courses and webinars?

Very interested	61%
Interested	27%
Neutral	8%
Not Interested	3%
Definitely Not Interested	1%

30. What other classes would you like us to develop?

SEE APPENDIX

31. In addition to the model lease, what model documents would you like us to develop?
SHOULD THESE ANSWERS BE percentages?

Resale policies and procedures	85%
Checklists for closing	72%
Homebuyer selection policies	66%
Sample PowerPoints for outreach presentations	65%
Checklists for inspections	52%
Homeowner newsletter templates	45%
Board and committee job descriptions	39%
Annual meeting agendas	18%
Condo documents/policies	3%
Conversation of market-rate homes to land trust	1%
Rehab standards	1%
Something to create brand name recognition for CLTs	1%

32. Have you visited the Network Website?

YES – 92%

NO – 8%

If "yes", what can we do to improve the usability and resources of the Network website?

SEE APPENDIX

PARTNERSHIPS

33. The Network and Habitat for Humanity International have signed an MOU and are hoping to work together in the next year to develop model agreements and “how to” documents for groups considering such partnerships. In order to develop these resources, we need to know more about your work with Habitat.

Is there a local affiliate of Habitat for Humanity in your community?

YES – 86%

NO – 14%

Have you completed or are you in the process of completing a project with your local Habitat affiliate?

YES – 65%

NO – 35%

Please describe your relationship with your local Habitat: **SEE APPENDIX**

34. *Please list the partnership(s) (current or potential) most critical to your organization:*
SEE APPENDIX

DIVERSITY

35. *What efforts/activities do you employ to serve households of color in your community?*
SEE APPENDIX

36. *What percentage of households served by your CLT are households of color?*
Average = 32%

37. *What are the barriers that most commonly prevent homebuyers of color from purchasing a CLT home? Choose all that apply.*

Value	Count
Credit	34
Income	34
Mortgage financing	27
Other	26
Downpayment	24
Concerns about not being able to own the land	19

For description of “other” responses, SEE APPENDIX

38. *What is the percentage of persons of color on your:*

Board of Directors

Min	0%
Max	100%
Average	20%

***29 organizations have no people of color on their boards.**

Staff

Min	0%
Max	100%
Average	19%

***41 organizations have no people of color on staff.**

TECHNICAL ASSISTANCE

39. *Have you worked with any consultants to develop your CLT and its programs?*

YES – 89%

NO – 11%

If "yes", how did you pay for that work?

Paying for TA	Percentage
Fee for service	34%
Other	17%
HUD TA	16%
Free TA	16%
CLT Network TA	13%
NeighborWorks TA	4%

For description of "other" responses, SEE APPENDIX

If you have worked with a TA consultant in the last 3 years, please list the consultant(s) you have worked with. SEE APPENDIX

40. Does your organization currently have a need for technical assistance?

YES – 69%

NO – 31%

If "yes", please check the top 3 topics / issues you need the most help with.

SEE APPENDIX

41. *Are there any topics / issues you have identified above that multiple CLTs in your area are struggling with?*

SEE APPENDIX

STATE AND LOCAL POLICY ISSUES

42. Do you work with a statewide advocacy organization to address state and local policy issues?

YES – 68%

NO – 32%

If "yes", how effective is that organization in addressing the policy issues that most impact your CLT? **SEE APPENDIX**

If you do not work with a statewide advocacy group, why not?

Reasons	Percentage
There isn't one	40%
The homeownership component is dominated by organizations promoting downpayment assistance programs	32%
They focus solely on rental issues	16%
Other	12%

For description of "other" responses, SEE APPENDIX

43. What is the most significant state policy affecting your organization?

SEE APPENDIX

44. How can the Network best help with local/state issues?

Reasons	Percentage
National data relating to CLT effectiveness	47%
Messaging materials	29%
Sample Powerpoint presentations	16%
Other	8%

For description of "other" responses, SEE APPENDIX

45. Do you work with your state housing finance agency?

YES – 67%

NO – 33%

Describe how your state HFA supports your effort (OPTIONAL)?

SEE APPENDIX

NATIONAL POLICY ISSUES

46. *What national policy issue is most important to your organization?*

Reasons	Percentage
Funding for housing development	39%
Mortgage financing for CLT homebuyers	36%
Funding for stewardship activities	18%
Other	7%

For description of “other” responses, SEE APPENDIX

47. *The Network is developing congressional and federal administration contacts. Are there key representatives or administration staff that you are willing to contact regarding CLT issues?*

YES – 57%

NO – 43%

If “yes”, please provide the person's name and position. SEE APPENDIX

MESSAGING

48. *What is your elevator speech (2-3 sentences) -- what you say when people ask about your CLT or what you do for a living?*

SEE APPENDIX

49. *What messages have seemed to work best for your organization?*

SEE APPENDIX

50. *What messages have NOT worked for your organization?*

SEE APPENDIX

51. *Do you measure the success of your message?*

YES – 21%

NO – 79%

If “yes”, please describe how: SEE APPENDIX

52. *Have you completed market research that includes messaging?*

YES – 6%

NO – 94%

If “yes”, please describe how this helped your organization: SEE APPENDIX

NETWORKING

53. *How do you connect with other CLT practitioners and partners?*

Value	Count
CLT conferences	61
Phone calls to other CLTs	53
CLT Listserve	46
Local/Regional CLT Coalition meetings	35
Personal visits to other CLTs	32
CLT Academy	26
Annual Membership Meeting	18
Other web-based distance learning	9
Website discussion forum	5
State conference	1

54. *What content would you like to see in an electronic newsletter?*

SEE APPENDIX

55. *Are you planning in attending the National CLT Conference in Albuquerque this November?*

YES – 73%

NO – 27%

If "yes", how many people total from your organization do you think will attend?

Average = 1.69

56. *What support would be helpful to you in your local / regional outreach efforts?*

SEE APPENDIX

CLOSING PAGE

57. *Do you have any suggestions for us about this survey?*

SEE APPENDIX