

Land Trust Staff

**Robert Dowling**, Executive Director  
**Crystal Fisher**, Sales & Marketing Manager  
**Christine Westfall**, Project Manager  
**Lanny Pratt**, Construction Manager

Land Trust Staff

**Trish Cates**, Bookkeeper  
**Amy Singleton**, Sales and Marketing Associate  
**Gricelle Font**, Communications Administrator



The Land Trust Welcomes New Staff

The Land Trust welcomes their new Construction Manager, **Lanny Pratt**, who came on board in August with over forty years of experience in real estate, property and construction management. He has worked with five major national and three major regional organizations. Lanny is an avid soccer fan when he is not volunteering with Habitat for Humanity or with his church in Durham. **Gricelle Font** joined us early this Spring as Communications Administrator. Her background was in marketing and operations management and non-profit federal housing programs. Gricelle enjoys hiking, gardening and playing tennis. **Trish Cates** joined the Land Trust Staff as a part-time bookkeeper in September. Trish worked as a business manager and an administrator for a non-profit center in San Luis Obispo, California before relocating to North Carolina. She lives in Mebane with her husband Steve and their 3 dogs and 3 cats. Trish enjoys cooking, gardening and spending time with her granddaughter Sarah Rose.



Tony Shambley's first child was due at the time of his closing. He is now a Legion Road Land Trust Homeowner and a proud father. Congratulations Tony !



Tony's new neighbors on Legion Road, Ben and Susana Darnell are expecting their first child in January. Susana said "Yes !" to her Legion Road home upon seeing it for the very first time.

Summer 2007 Sizzles for The Land Trust Sales and Marketing Team

With over ten closings this summer the Sales and Marketing team at The Land Trust stayed busy throughout the months of July, August and September. Congratulations are in order for Crystal Fisher, Sales and Marketing Manager and Amy Singleton, Sales and

Revenues and Expenses from Operations  
Fiscal Year 2006-2007

Income		Expenses	
Grants	377,000	Personnel	
Marketing & Development Fees	21,688	Salaries	207,515
Ground Lease Fees	20,042	Benefits	14,324
Donations	7,568	Payroll Taxes	16,401
Interest	22,701	Retirement	5,365
Special Events	8,447	Contract Labor	4,611
Rental Property	7,950	Office Space	18,000
Other Revenue	815	Utilities	8,253
Total Income	466,211	Supplies & Postage	3,763
		Realtor Expenses	9,716
		Printing & Advertising	7,994
		Insurance	5,591
		Travel, Training & Meetings	7,703
		Professional Services	18,839
		Consulting Services	4,988
		Rental Property	4,536
		Miscellaneous	2,528
		Depreciation	7,443
		Total Expenses	347,570
		Operating Income	118,641

2007

ANNUAL REPORT



Board of Directors

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Gordon Merklein

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Mary Jean Seyda

Alex Zaffron

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Executive Director

Funding Provided by:

Town of Chapel Hill

Orange County

Town of Carrboro

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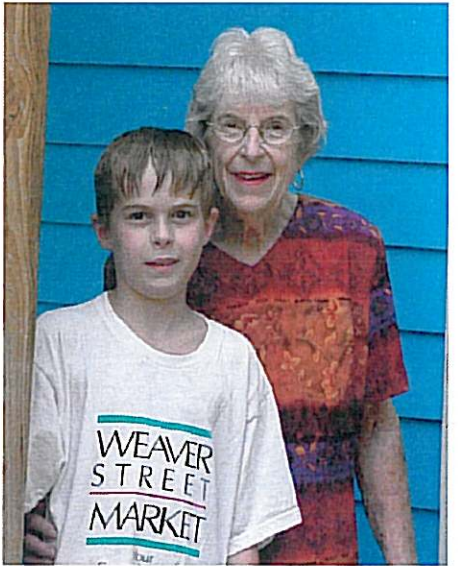
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THE LAND TRUST



Preserving Land for the Benefit of Our Community



Affordable Homes

.... today and tomorrow





Crystal Fisher, Sales & Marketing Manager and Christine Westfall, Project Manager.

The Land Trust For The People’s Channel

In June, Sales and Marketing Manager Crystal Fisher and Project Manager Christine Westfall were invited to speak about The Land Trust on The People’s Channel. Christine spoke about The Land Trust’s origins as a government funded non-profit and its incorporation in 1999 into what is now Orange Community Housing and Land Trust. She explained that the land trust model offers a viable option for low to middle income families, particularly in Chapel Hill and Carrboro where homes are so expensive. “Keeping these homes forever affordable is one of the challenges facing The Land Trust.” Crystal spoke about the homeownership program, its guidelines and income requirements and about The Land Trust’s ongoing homebuyer education programs. “The Land Trust offers an opportunity for first-time homebuyers to build equity and achieve a measure of self-sufficiency.”

Land Trust Homeowner Elected First President of Larkspur’s Homeowners Association

In September, Allie Hansen was elected as the first president of Larkspur’s homeowners’ association. She’ll have her hands full working through neighborhood issues and budget concerns, but she has the support of the other members of the Board who elected her for her fairness and openness. This shows that Land Trust members are not just grateful recipients of inclusionary zoning ordinances but valuable members of the communities in which they reside. These communities recognize the many benefits of having Land Trust homeowners as neighbors. Allie’s husband Michael joined The Land Trust board of directors in 2006. his goals include ensuring land trust homeowners interests continue to be a priority as The Land Trust model continues to evolve. The Land Trust thanks the Hansens for being a great example of how successful inclusionary housing can be.



Allie Hansen is elected as the first president of Larkspur’s homeowner’s association.

Retiree Becomes Pacifica Co-housing Homeowner Through The Land Trust

Mary Walsh had more than one good reason for becoming a Land Trust homeowner. She was living on a retirement income and the thought of living in a co-housing community with wonderful people in a beautiful setting really hit the spot for her. Mary is now enjoying her new home near her daughter and grandson Elijah. “For seniors like me, a modestly priced home that will probably be my last is great. For younger people, it offers the opportunity to have a home of their own early and step up if they want more space later. The Land Trust staff was a tremendous asset to me; they guided me throughout the entire process with warmth and enthusiasm.”



“The land trust staff was wonderful to work with and were utterly gracious throughout the entire process.”  
Mary Walsh, Pacifica Homeowner .

Thanks to Our Supporters in 2006-2007

FIRST N.C. COMMUNITY LAND TRUST CONFERENCE  
Draws Attendees From 9 Southeastern States



More than 125 people from NC and eight other states attended our two-day conference in April to learn about how the Community Land Trust (CLT) Model could work in their communities. Housing and non-profit organizations are studying the CLT model for its permanent affordability aspect. We were very fortunate to have John Davis and Mary O’Hara from Burlington Associates speak about the history of the CLT movement and its relevance and impact in our communities today. The conference was largely underwritten by a federal grant provided by Congressman David Price who addressed conference participants during one of the conference sessions. A highlight of the conference was a chartered bus tour of Land Trust properties throughout Chapel Hill and Durham. Conference sponsors included **Neighborworks, SunTrust, The CLT Network and the North Carolina Community Development Initiative.**

The Land Trust Thanks This Year’s Donors:

- |                              |                      |                         |
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| David & Liz Rooks            | Mary Jean Seyda      | Bill & Jamie Rohe       |
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The Land Trust thanks **Pickett Land Building Company** for their generous contribution of \$10,000 in support affordable housing. Pickett Land & Building Co. is a family-owned and operated company with offices in Carrboro, NC. They build beautiful, healthy, low-maintenance dwellings that sacrifice no comforts in pursuit of environmental sustainability. Providing affordable home ownership opportunities in Orange County is a difficult undertaking and Pickett Land & Building “stepped up to the plate” to support The Land Trust’s mission. The Land Trust will use these funds for the long-term maintenance of Land Trust properties.

Members of the Land Trust staff join Durham Community Housing Land Trustees and Guest Speakers for a group shot at the first N.C. Community Land Trust Conference held at Chapel Hill’s Friday Center in April.



Lillie Gray from Wilmington and Loryn Clark, presenter, from Chapel Hill, between sessions.



Local government officials included Chapel Hill’s Mayor Kevin Foy, Durham’s Mayor Bell (above) and Congressman David Price.



Land Trust board members Mary Jean Seyda and Michael Hansen during the conference reception at the Franklin Hotel in Chapel Hill.



L.D. Burris, a Durham Community Land Trustee, one of the speakers at the conference.