



**Annual Meeting Minutes**  
*November 10, 2010*  
Hotel Albuquerque  
Albuquerque, New Mexico

The Annual Meeting convened at 11:24am Mountain.

The list of participants can be found in Appendix A.

1. Welcome from the Board Chair
  - a. A quorum was established/confirmed, 59 member organizations were present.
  - b. The current Board of Directors stood for recognition.
  
2. Approval of 2009 Minutes
  - a. Minutes were reviewed.

**ACTION:** Jim Mischler-Philbin motioned, Joe Gray seconded; minutes were unanimously approved with this edit: add Bill Howard to 2009 attendance list.

3. Network Business
  - a. Financial Report
    - i. John Hamilton reviewed the Network Financials.  
*See Appendix B.*
  - b. Recognizing of outgoing board members.
    - i. Marie Cirillo, Joe Gray, Dena Al-Khatib and Joe Gray were recognized for their contributions.
  - c. Board election results were announced.
    - i. At Large Directors:
      - a) Robert Burns
      - b) Lisa Byers
      - c) Jim Mischler-Philbin
      - d) Cheryl Key
    - ii. Central Regional Representative:
      - a) Leticia Brown
    - iii. Southeast Regional Representative:
      - a) Erin Diener  
*See Appendix C for sample ballot.*
    - iv. It was noted that Jesse Beason has been appointed by the Board to serve as the Northwest Regional Representative for the remaining term, which expires in 2011.

4. Network Accomplishments
  - a. Education and Training:
    - i. NeighborWorks National Training Institutes:
      - a) In New Orleans in March, and in Philadelphia in August. Five days of training at each NTI -- helping to spread the word of CLTs and permanently affordable homeownership to folks across the country.
      - b) Robert Burns and Rebecca Solomon were recognized for their contributions.

- ii. Additional Place Based Courses:
  - a) Offered in Kansas City, Milwaukee, Madison, WI, and Portland, Oregon for over 200 participants.
  - b) Courses and seminars included CLT basics including introduction to permanently affordable homeownership, intermediate level training for practitioners that included organizational sustainability, and seminars on current critical issues including the foreclosure crisis/NSP funding, green building. Over 90% of evaluations rated the courses “good” or “excellent.”
- iii. Academy Director Greg Rosenberg was recognized for his efforts.
- iv. Online courses:
  - a) Permanently Affordable Homeownership Course was just completed. It lasted six weeks and was a full class with 25 participants. The course was a big success and we learned a lot about how to effectively deliver a distance learning course offered a 6 week course that was a success.
  - b) Course instructors Julie Brunner and John Davis
- v. Webinars presented:
  - a) Foreclosure Survey, Commercial Application of CLTs, Transit Oriented Development, and Messaging for CLTs.
  - b) These webinars had over 200 participants.
- vi. Other:
  - a) The Kirwan Institute is collaborating on research and education focusing on race-related issues. Their teaching two courses at our conferences is a first step in what we hope will be a long-term collaboration
  - b) National Housing Institute: Shelterforce has been a fierce proponent of shared equity housing, featuring the CLT model in numerous issues. We are working with NHT on a shared research agenda looking at issues of race, stewardship, property taxation, etc.
  - c) PolicyLink is working with us on the CLT toolkit, research into shared equity NSP programs, etc.
  - d) Curriculum Development: Refining “Organizational Sustainability” and “Messaging”.
- b. Resources
  - i. Legal Manual:
    - a) Posted 6 revised chapters of the ICE Legal Manual.
    - b) The Legal Manual is becoming a larger Resource Guide.
    - c) Kirby White was recognized for his work.
  - ii. Research and Publications:
    - a) Annual CLT survey: this survey informs services, including course offerings at the conference.
    - b) 2009 CLT Foreclosure Survey; as of 12/09:
      - 1) Developed a revised and expanded survey on CLT experience with foreclosure.
      - 2) Produced press release, detailed analysis, webinar - and articles for publication in Land Lines, and later this year in Shelterforce.
      - 3) Emily Thaden was recognized for her work as lead researcher and primary author.

- c) CLT Reader:
    - 1) The most comprehensive publication ever about CLTs.
    - 2) There is a party to celebrate it tonight.
    - 3) John Davis was recognized for going above and beyond to solicit articles, write articles, edit, and for his work with Lincoln Institute.
  - d) Urban Institute Report:
    - 1) This report tracked the performance of three CLTs (Thistle, Northern Communities, CHT) -- demonstrated effectiveness of the model.
    - 2) Thanks to Rick Jacobus and Colby Dailey; John Davis. Thanks to Thistle, Champlain and Northern Communities for their contributions.
  - e) Drafted a comprehensive Research Strategy:
    - 1) Harold Simon of National Housing Institute was recognized.
  - f) Greg Rosenberg was thanked for leading the Research and Publications Committee.
  - g) Attendees were encouraged to share their ideas with Greg and the Academy members while here.
  - h) Academy Advisory Board was recognized and thanked for their work.
- iii. Partnerships:
- a) We partnered with NCB Capital Impact, through funding from the Ford Foundation, to develop resources needed to expand Shared Equity Homeownership Coalition. We also participated on each of NCB Capital Impact's six working committee.
- iv. Technical Assistance:
- a) We're working to build capacity in an integrated manner.
  - b) Julie Brunner was thanked and recognized for her work.
  - c) Attendees were encouraged to apply for Technical Assistance, if needed, by the end of November.
  - d) We are currently hiring for TA consultants and a TA Director.
  - e) TA Task Force was thanked for their work
  - f) Thanks to Joe Gray and Mike Brown for their TA work in New Orleans.
  - g) Attendees were encouraged to provide input and direction.
  - h) Thanks to Ford Foundation, Cornerstone Partnership.
  - i) Five organizations were nominated and are currently completing assessments.
- c. Policy Action
- i. Responding to current needs:
    - a) FHFA transfer fees
    - b) CRA
  - ii. Developing new initiatives:
    - a) A national pilot is in development.
    - b) Gus Seelig and Brenda Torpy were thanked for their work on this.
  - iii. PLACE :
    - a) Working with National NeighborWorks Association began the development of a national community development practitioner's voice called in Washington; the new group is called PLACE.
    - b) This new entity will identify common policy agendas and work together to present practitioner needs directly to policy makers.

- c) The Network has also been collaborating with NCB Capital and partners in the Shared Equity Coalition to increase awareness of the benefits of permanently affordable homeownership.
    - d) We are working to create network of contacts to better communicate with national leaders.
  - iv. Attendees were encouraged to talk to Van regarding policy.
  - v. This is a challenging time to be a new organization and dealing with current issues.
  - vi. The Mortgage Finance Task Force and Public Policy Committee were recognized and thanked for their work.
  - vii. Van Temple was thanked for his work and contributions.
- d. Networking
  - i. Membership
    - a) Conference and Annual meeting in Athens had 160 people in attendance. Partnering with the local host, Athens Land Trust, provided over \$7,000 in scholarships. (More on this conference below.)
    - b) Added 12 CLTs and 3 supporting members to the Network's membership for a total of 77 CLT members and 3 supporting partners. Thirty-four percent of CLTs in the US belong to the Network.
    - c) National Conference in 2011 is in Seattle, week of October 24, hosted by Homestead CLT.
    - d) National Conference in 2012 location has been decided and will take place in Burlington, hosted by Champlain Housing Trust.
  - ii. Support for Regional Coalition Building
    - a) The 2009 Annual Meeting included a session dedicated to coalition building hosted by representatives from the Coalition with over 75 participants.
    - b) Supported local and regional networking event in Chicago.
    - c) Maintained a national discussion forum (list serve) for CLTs to encourage dialogue and resource sharing amongst CLTs and CLT partners.
  - iii. National Conference
    - a) Worked with the Athens Land Trust to provide quality training and networking opportunities in the southeast.
- e. Internal Capacity
  - i. Program Staff/Consultants:
    - a) Hired Greg Rosenberg as the Academy Director. The Academy Director started in January 2010.
    - b) We completed the RFQ process for a consultant to help develop the TA program. Julie Brunner was hired and began work in January 2010.
    - c) We are adding a TA Director position.
  - ii. Key partnerships:
    - a) Continued our collaboration with Lincoln Institute for Land Policy, signing a \$300,000 contract for 2009-10 to deliver Academy courses and research.
    - b) Developed new partnership with the Ford foundation to develop messaging. Spitfire communications.
    - c) Videos
  - iii. Administrative systems:
    - a) Implemented web-based file management and accounting systems to manage Network business.

- iv. Network has received funding for a Heritage Lands Video. Additional funding will be raised next year.
5. Strategic Plan & 2011 Work Plan
- a. Challenge is to get our message out, 'no time to be timid'.
  - b. The Strategic Plan includes three goals:
    - i. Targeted Growth: increase CLT homes by 1000/year next 3 years.
    - ii. Build awareness of the CLT solution: target our message to the appropriate audience, this includes policy action.
    - iii. Maintain a healthy and stable organization.
6. Membership & Participation
- a. Jeff Washburne reflected on the importance of membership.
  - b. The Network is currently just below 50 percent membership: out of 238 CLTs, 112 are members.
  - c. Strong membership helps with policy.
  - d. Jeff also reflected on participation at National Conferences.
  - e. All were encouraged to join a committee.
7. Closing
- a. Connie thanked everyone for attending the 2010 Annual Meeting.
  - b. Roger Lewis was thanked for his work.
  - c. Jessica Grant and Resource Plus were thanked for their work.

The meeting adjourned at 12:16pm.

## Appendix A

### *Attending Network Members at the National CLT Network 2010 Annual Meeting*

|             |              |   |
|-------------|--------------|---|
| John        | Andersen     | Na Hale O Maui                                  |
| Mark        | Asturias     | City of Irvine                                  |
| Anita       | Badrock      | Community Home Trust                            |
| Benjamin    | Baggett      | Lincoln Community Land Trust                    |
| Ken         | Balizer      | Housing Resources Board                         |
| Todd        | Baumann      | Common Ground                                   |
| Duane       | Bay          | San Mateo County, CA                            |
| Nancy       | Bearce       | La Mesa Community Land Trust                    |
| Jesse       | Beason       | Proud Ground                                    |
| Heather     | Benham       | Athens Land Trust                               |
| Kristin     | Benjamin     | Beverly Vermont Community Land Trust            |
| Charlie     | Bennett      | La Mesa CLT                                     |
| Julie       | Bennett      | Rancho Valle Farm                               |
| Sandy       | Bishop       | Lopez CLT                                       |
| Jackie      | Bradley      | Northern Communities Land Trust                 |
| Robert      | Brandhoust   | Y.E.H.S   |
| Kara        | Breems       | Chicago Community Land Trust                    |
| Anastasia   | Brewster     | San Diego Community Land Trust                  |
| Leticia     | Brown        | City Lakes Community Land Trust                 |
| Julie       | Brunner      | OPAL (Of People And Land) Community Land Trust  |
| Rebecca     | Buford       | Tenants to Homeowners, Inc.                     |
| Josh        | Burdick      | Urban Land Conservancy                          |
| Debra       | Bustos       | Urban Land Conservancy                          |
| Lisa        | Byers        | OPAL (Of People And Land) Community Land Trust  |
| Carol       | Cabiedes     | Sawmill Community Land Trust                    |
| Michael     | Campbell     | Habitat For Humanity of South Palm Beach County |
| Bedilia     | Campbell     | Hannibal Square Community Land Trust (HSCLT)    |
| Armando     | Carbonell    | Lincoln Institute of Land Policy                |
| Rose        | Carr         | City of Lakes Community Land Trust              |
| Christopher | Cates        | Sawmill Community Land Trust                    |
| Ronald      | Chavez       | Santa Fe Community Housing Trust                |
| Connie      | Chavez       | Sawmill Community Land Trust                    |
| Justin      | Collins      | Lehigh Valley Community Land Trust              |
| Jeff        | Corey        | Northern Communities Land Trust                 |
| Barbara     | Corkrey      | Legal Aid Foundation of Los Angeles             |
| Christina   | Cosme        | Sawmill Community Land Trust                    |
| Valerie     | Crosby       | Sawmill Community Land Trust                    |
| Ramiro      | Davaro-Comas | Holyoke Community Land Trust                    |
| Anje        | de Knijf     | Sierra Nevada Community Land Trust              |
| Nancy       | DeVaux       | San Juan Community Home Trust                   |
| Violet      | Dick         | Newtown   |
| Evelyn S.   | Dobson       | Delray Beach CLT                                |

|           |                   |   |
|-----------|-------------------|---|
| William   | Elledge           | Sterling Community Land Trust                     |
| Phedra    | Elliott           | Housing Resources Board                           |
| Mark      | Erle              | EverEco Landworks                                 |
| Cindy     | Everett           | Urban Land Conservancy                            |
| Dean      | Fearing           | Kulshan Community Land Trust                      |
| Crystal   | Fisher            | Community Home Trust                              |
| Rebecca   | Fletcher          | Equity Trust, Inc.                                |
| Katie Jo  | Flint             | Grand Forks Housing Authority                     |
| Chris     | Flood             | Rochester Area Foundation/First Homes             |
| Norman    | Franklin          | Lexington Community Land Trust                    |
| Mary Ann  | Gaido             | Irvine Community Land Trust/City of Irvine        |
| Irma      | Garcia            | Beverly Vermont Community Land Trust              |
| Dev       | Goetschius        | Housing Land Trust of Sonoma County               |
| Jim       | Golden            | Lakes Community Land Trust                        |
| Rod       | Graf              | Northern Communities Land Trust                   |
| Brandy    | Grattan           | Champlain Housing Trust                           |
| Michelle  | Griffith          | ARCH Community Housing Trust                      |
| Anne      | Griffith          | Oakland Community Land Trust                      |
| Gretchen  | Grogan            | Commonweal Conservancy                            |
| Valentina | Guereca           | Urban Land Conservancy                            |
| Peg       | Hambrick          | State College Community Land Trust                |
| John      | Hamilton          | City First Enterprises                            |
| Allison   | Handler           | Decisions Decisions/Solid Ground Consulting Group |
| Chris     | Hannifan          | Housing Network of Rhode Island                   |
| Sarah     | Hannigan          | Common Ground                                     |
| Suki      | Harada            | Sawmill Community Land Trust                      |
| Jane      | Harrington        | Colorado Community Land Trust                     |
| Spencer   | Haynsworth        | Santa Fe Community Housing Trust                  |
| Julie     | Hillman           | Northern Communities Land Trust                   |
| Alan      | Hipps             | Adirondack Community Housing Trust                |
| Bob       | Horton            | Urban Neighborhoods Community Land Trust          |
| Staci     | Horwitz           | City of Lakes Community Land Trust                |
| Bill      | Howard            | First Community Land Trust                        |
| Bonnie    | Hughes            | Humboldt Bay Housing Development Corporation      |
| Lori      | Isenberg          | North Idaho Housing Coalition                     |
| Ali       | Joens             | Southwest Minnesota Housing Partnership           |
| Carmen    | Johnson           | BothHands   |
| Jared     | Johnson           | Community Action Partnership of Northwest Montana |
| Daphne L. | Johnson-McCluster | Housing Finance Authority of Pinellas County      |
| Maggie    | Johnston          | ICE an affiliate of National Housing Trust        |
| Philippe  | Jordi             | Island Housing Trust                              |
| Ellie     | Kastanopolous     | Valley CLT, Covenant CLT                          |
| Joe       | Kelly             | Adirondack Community Housing Trust                |
| Cheryl    | Key               | First Homes Properties                            |
| Emily     | Kilburn           | Adirondack Community Housing Trust                |

|             |                  |   |
|-------------|------------------|---|
| Steve       | Kinberger        | Sawmill Community Land Trust                          |
| Steve       | King             | Oakland Community Land Trust                          |
| Bob         | Koenig           | Rocky Mountain Community Land Trust                   |
| Fred        | Lambright        | San Francisco Community Land Trust                    |
| Richard     | Lawrence         | San Diego Community Land Trust                        |
| Jeremi      | Lewis            | Tenants to Homeowners, Inc.                           |
| Jim         | Libby            | Vermont Housing and Conservation Board                |
| Nora        | Lichtash         | Women's Community Revitalization Project (WCRP)       |
| Barbara     | Lightsy          | City of Lakes Community Land Trust                    |
| Scott       | Loomis           | Mountainlands Community Housing Trust                 |
| May         | Louie            | Dudley Street Neighborhood Initiative                 |
| Stephen     | Lucia            | Northern Communities Land Trust                       |
| David       | MacFarland       | Nathaniel United Methodist Mission                    |
| Bill        | Mahaffey         | Rocky Mountain Community Land Trust                   |
| Erika       | Malone           | Northwest Community Land Trust Coalition              |
| Jaclyn      | Marcotte         | Champlain Housing Trust                               |
| Roger       | Markovics        | United Tenants of Albany/ Albany Community Land Trust |
| Nancy       | Marr             | South Country Community Land Trust, Inc.              |
| Javier      | Martinez         | ADV   |
| Javier      | Martinez         | La Mesa Community Land Trust                          |
| Elizabeth   | Matsumoto        | Humboldt Bay Housing Development Corporation          |
| Joe         | Mayer            | San Diego Community Land Trust                        |
| Marney      | McCleary         | Northwest Montana CLT                                 |
| Joy         | McCracken        | Dakota Land Trust                                     |
| Read        | McCulloch        | Chaffee Housing Trust                                 |
| Beth        | Megas            | City of Lakes Community Land Trust                    |
| Aaron       | Miripol          | Urban Land Conservancy                                |
| Marge       | Misak            | Community Land Trust of Greater Cleveland             |
| Jim         | Mischler-Philbin | Northern Communities Land Trust                       |
| RobbieAnn   | Muhammad         | Sawmill Community Land Trust                          |
| Sherry Jane | Muhrlin          | Housing Finance Authority of Pinellas County          |
| Steve       | Murphy           | Community Training Works Inc.                         |
| Susan       | Murphy           | Community Training Works Inc.                         |
| Betsy       | Najjar           | Sawmill Community Land Trust                          |
| Barbara     | Navin            | Thistle Communities                                   |
| Jim         | Oldham           | Equity Trust, Inc.                                    |
| Linda       | Osuna            | Newtown CDC   |
| Elizabeth   | Page             | Waratah CLT Association                               |
| Meg         | Patton           | BothHands   |
| Anastasia   | Penchi           | Coulee Community Land Trust                           |
| Lucia       | Plazola          | Newtown CDC   |
| Paul        | Regan            | London CLT/ Citizens UK                               |
| Sheila      | Rice             | North Missoula CDC                                    |
| Colleen     | Ritter           | State College Community Land Trust                    |
| Brigid      | Ryan             | Church Community Housing Corporation                  |



|          |                |  |
|----------|----------------|--|
| Susan    | Saegert        | Vanderbilt University                              |
| Diane    | Schobert       | WHEDA  |
| Lawrence | Schultz        | Sawmill Community Land Trust                       |
| Suzanne  | Schwertner     | Austin Affordable Housing Corporation              |
| Gustave  | Seelig         | Vermont Housing and Conservation Board             |
| Ann      | Sewill         | Community Foundation Land Trust                    |
| Nathan   | Shannon        | Athens Land Trust                                  |
| Cynthia  | Sharon         | Garrett County MD Community Action Committee, Inc. |
| Harold   | Simon          | National Housing Institute/Shelterforce Magazine   |
| Carly    | Slater         | Homestead Community Land Trust                     |
| Andy     | Slettebak      | ICE an affiliate of National Housing Trust         |
| Jodi     | Slick          | Common Ground                                      |
| Andrea   | Sligh-Crockett | Sterling Community Land Trust                      |
| Phil     | Smith          | Crystal Waters Village                             |
| David    | Smith          | London Citizens Community Land Trust               |
| Douglas  | Smoot          | Habitat for Humanity-Sacramento                    |
| Mandy    | Spangler       | BHP Community Land Trust, Inc.                     |
| Pat      | Steiger        | Minnesota Community Land Trust                     |
| Sandra   | Stipe          | Saratoga Community Housing                         |
| Melinda  | Szatlocky      | Homeward Bound                                     |
| Van      | Temple         | Diamond State CLT                                  |
| Emily    | Thaden         | The Housing Fund                                   |
| Brian    | Thompson-Royer | Upper Valley M.E.N.D                               |
| Brenda   | Torpy          | Champlain Housing Trust                            |
| Mark     | Trabing        | City of Hemet                                      |
| Hayley   | Travis         | Tenants to Homeowners, Inc.                        |
| Katie    | Ullrich        | Proud Ground                                       |
| Ramon    | Valeriano      | PeopleTrust  |
| Stephany | Valkenburg     | Dakota Land Trust                                  |
| Pete     | Vujcich        | Rocky Mountain Community Land Trust                |
| Tom      | Walker         | Organization for a Free Society                    |
| Michele  | Wallerstein    | Northern Communities Land Trust                    |
| Jeff     | Washburne      | City of Lakes Community Land Trust                 |
| Susan    | Waters         | Adirondack Community Housing Trust                 |
| Somerset | Waters         | Beverly/Vermont Community Land Trust               |
| Colin    | Weatherup      | London CLT/ Citizens UK                            |
| Jason    | Webb           | Dudley Neighbors Inc.                              |
| Morrie   | Weinman        | Delray Beach CLT                                   |
| Renati   | West           | Sawmill Community Land Trust                       |
| Pamela   | Williams       | Delray Beach CLT                                   |
| Geoff    | Wright         | FirstBank  |
| Emily    | Wright         | Grand Forks Housing Authority                      |
| Jo Ann   | Zorb           | Diamond State CLT                                  |

**Appendix B**  
*Financials*



**National Community Land Trust Network**  
**Balance Sheet**

As of December 31, 2009

|                                     | 2009              | 2008              | \$ Change         |
|-------------------------------------|-------------------|-------------------|-------------------|
| <b>ASSETS</b>                       |                   |                   |                   |
| Bank Accounts - Cash                | 703,843           | 176,750           | 527,093           |
| Other Assets                        | 2,316             | 2,286             | 30                |
| <b>TOTAL ASSETS</b>                 | <b>\$ 706,160</b> | <b>\$ 179,037</b> | <b>\$ 527,123</b> |
| <b>LIABILITIES AND EQUITY</b>       |                   |                   |                   |
| Total Liabilities                   | \$ 66,250         | \$ 119,567        | \$ (53,316)       |
| Equity                              |                   |                   |                   |
| Restricted Net Asset                | 615,984           | 59,470            | 556,514           |
| Unrestricted Net Assets             | 23,925            |                   | 23,925            |
| <b>Total Equity</b>                 | <b>\$ 639,909</b> | <b>\$ 59,470</b>  | <b>\$ 580,439</b> |
| <b>TOTAL LIABILITIES AND EQUITY</b> | <b>\$ 706,160</b> | <b>\$ 179,037</b> | <b>\$ 527,123</b> |



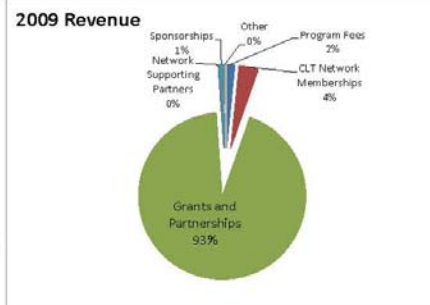
## Network 2009 Income Statement

11/10/2010

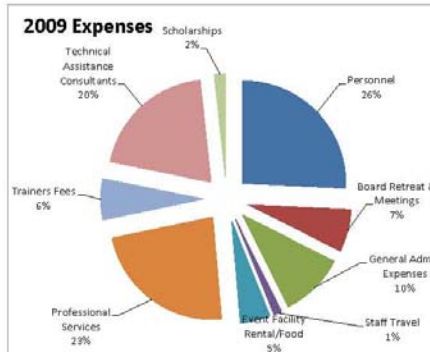
Starting funds available: \$ 161,368

| Revenue                     |                     |       |
|-----------------------------|---------------------|-------|
|                             | \$                  | %     |
| Program Fees                | \$ 18,562           | 1.6%  |
| CLT Network Memberships     | 44,097              | 3.8%  |
| Grants and Partnerships     | 1,095,350           | 93.5% |
| Network Supporting Partners | 250                 | 0.0%  |
| Sponsorships                | 11,500              | 1.0%  |
| Other                       | 1,189               | 0.1%  |
| <b>Total Revenue</b>        | <b>\$ 1,170,948</b> |       |

Note: grant income of \$650,000 recorded in 2009 (Ford grant commitment). Received \$325k in 2009.

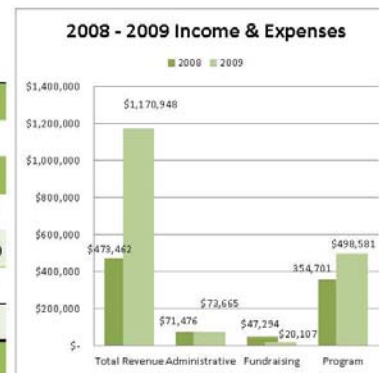


| Expenses                         |                   |             |
|----------------------------------|-------------------|-------------|
|                                  | \$                | %           |
| Personnel                        | \$ 152,600        | 25.8%       |
| Board Retreat & Meetings         | 39,657            | 6.7%        |
| General Admin Expenses           | 60,324            | 10.3%       |
| Staff Travel                     | 7,551             | 1.3%        |
| Event Facility Rental/Food       | 28,021            | 4.7%        |
| Professional Services            | 136,520           | 23.0%       |
| Trainers Fees                    | 38,518            | 6.5%        |
| Technical Assistance Consultants | 119,100           | 20.1%       |
| Scholarships                     | 10,060            | 1.7%        |
| <b>Total Expenses</b>            | <b>\$ 592,353</b> | <b>100%</b> |
| <b>Net Income</b>                | <b>\$ 578,595</b> |             |
| <b>Ending Cash Balance</b>       | <b>\$ 348,961</b> |             |



### 2008-2009 Financial Comparison

|                   | 2008       |     | 2009         |     | Change      |
|-------------------|------------|-----|--------------|-----|-------------|
| <b>REVENUE</b>    | \$ 473,462 |     | \$ 1,170,948 |     | \$ 697,485  |
| <b>EXPENSES</b>   |            |     |              |     |             |
| Administrative    | \$ 71,476  | 15% | \$ 73,665    | 12% | \$ 2,189    |
| Fundraising       | \$ 47,294  | 10% | \$ 20,107    | 3%  | \$ (27,187) |
| Program           | \$ 354,701 | 75% | \$ 498,581   | 84% | \$ 143,880  |
| Total Expenses    | \$ 473,470 |     | \$ 592,353   |     | \$ 118,882  |
| <b>NET INCOME</b> | \$ (8)     |     | \$ 578,595   |     | \$ 578,603  |



**Appendix C**  
*Election: Board of Directors Ballot*

**Regional Representatives:**

Vote *only* for the region that your member organization is located in:

|   |   |                               |  |   |                        |                        |
|---|---|-------------------------------|--|---|------------------------|------------------------|
| <p><b><u>CENTRAL</u></b> Regional Representative<br/>(IA, IL, IN, KS, MI, MN, MO, NE, ND, OH, SD, WI)</p>   |   |                               |  |   |                        |                        |
| Leticia Brown   | <input type="checkbox"/> (✓)  |                               |  |   |                        |                        |
| <p><b><u>SOUTHEAST</u></b> Regional Representative<br/>(AL, AR, FL, GA, KY, LA, MS, NC, PR, SC, TN, VA)</p>   |   |                               |  |   |                        |                        |
| <p><b>Erin Diener</b></p>   | <p>Circle your<br/>1<sup>st</sup> and 2<sup>nd</sup><br/>choices!</p> | <p><b>LaShawn Hoffman</b></p> |  |   |                        |                        |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="padding: 2px;">1<sup>st</sup> Choice</td></tr> <tr><td style="padding: 2px;">2<sup>nd</sup> Choice</td></tr> </table> | 1 <sup>st</sup> Choice  | 2 <sup>nd</sup> Choice        |  | <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="padding: 2px;">1<sup>st</sup> Choice</td></tr> <tr><td style="padding: 2px;">2<sup>nd</sup> Choice</td></tr> </table> | 1 <sup>st</sup> Choice | 2 <sup>nd</sup> Choice |
| 1 <sup>st</sup> Choice  |   |                               |  |   |                        |                        |
| 2 <sup>nd</sup> Choice  |   |                               |  |   |                        |                        |
| 1 <sup>st</sup> Choice  |   |                               |  |   |                        |                        |
| 2 <sup>nd</sup> Choice  |   |                               |  |   |                        |                        |

**At Large Representatives:**

All members may vote, regardless of region.

One vote per seat.

There are no contested seats.

(✓)

|                                     |  |
|-------------------------------------|--|
| <b>Seat 1:</b> Robert Burns         |  |
| <b>Seat 2:</b> Lisa Byers           |  |
| <b>Seat 3:</b> Jim Mischler-Philbin |  |
| <b>Seat 4:</b> Cheryl Key           |  |