



## PUTTING AFFORDABLE HOMES IN REACH OF LOCAL FAMILIES

*Skyrocketing costs are changing the housing landscape for local families. Again. New strategies and resources in place from Kulshan Community Land Trust will help homes in our community be affordable for generations to come.*

*If you build it, they will come.* A scarcity of local affordable homes has a lasting impact on our community in many ways, not all of them immediately obvious. For Kulshan Community Land Trust, the trends in home prices were a wakeup call that things have got to change, and change drastically, if our community is to remain vital and healthy. We believe the people who work in our community *have* to be able to live here.

A new marketplace for homes is prompting us to rethink how we serve our community. In anticipation of an even more competitive housing market, Kulshan is proactively responding to our community's need for affordable housing by focusing our efforts on *building* the types of homes people need.

These homes will be affordable for dozens of local families for generations to come. They will

be beautiful and welcoming, close to local jobs, schools, and transportation. Many of them will have access to gardens and safe play areas that are perfect for growing families. In addition, they benefit from innovative features that will make them sustainable, healthy, and energy efficient. They will truly set a new standard in affordable housing.

Even better, these homes are emerging from powerful, enduring partnerships we have with local businesses and organizations who all share a commitment to building long-term solutions to our community's housing needs. Together, we are making a big difference.

As you read this year's newsletter, we invite you to reflect on how access to stable housing has affected *your* family and how you can be part of our community's solution to this complicated and important problem. *We couldn't do it without you!*

# THE BURGEONING HOUSING CRISIS

## Advocates Urge Oregon to Act to Ease Housing Crisis

Public News Service  
April 11, 2017

## Housing Crisis “Ugly And Getting Uglier”

Matt Rosenberg, Lens,  
June 6, 2016

## Affordable Housing Leaders ‘Fired Up’ Over Economic Crisis

Flathead Beacon  
May 28, 2016

## Whatcom County home sales rise, along with prices

Dave Gallagher, The Bellingham Herald  
July 6, 2015

## Mayors Cry Out for Affordable Housing in County

Gary Bégin, Lake Chelan Mirror  
September 7, 2016

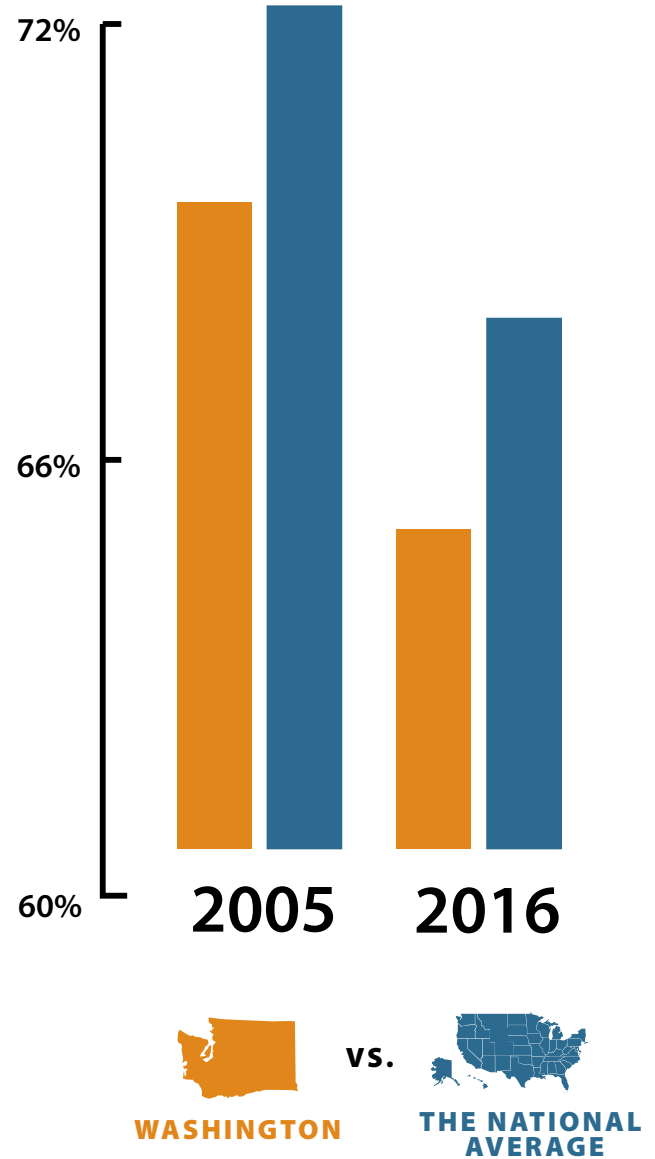
## The Hidden Reason Behind Seattle’s Skyrocketing Housing Costs

Kathleen Richards,  
The Stranger,  
July 29, 2015

## Homeownership rates: Washington falling behind

Rates of homeownership in Washington were 6% lower than the national average in 2005. After recovery from the recession, homeownership rates still lag the national average by 6.5%.

(Source Census.gov 2017)



## Why I am leaving Bellingham

“After loving this place and calling Bellingham my home for the past 10 years I have got to move out of the city. The median home value is nearly 7 1/2 times greater than the median income, which means that Bellingham is one of the least affordable cities in the entire country. The rule of thumb is to aim for a home that costs about two-and-a-half times your gross annual salary. This tells me that almost nobody who works here can afford to buy a home here.”

—Jeremy Torman

# PARTNERS & OPPORTUNITIES

## A changing landscape opens the door to new possibilities for local families



Dean Fearing,  
Executive Director

I think of myself as a positive person, but even I have to admit staying positive in these times is not quite as easy as it used to be.

We all know bad news is out there in abundance. To name just one example: the new administration has declared that it wants to make drastic cuts to home funding that could be seriously damaging to many local programs and families. Putting it mildly, this change is very troubling to me. I am hoping that it won't take place.

But let's look beyond the bad news. As difficult as it is to find an affordable home in Bellingham today, I am continually amazed at how vibrant and resilient our community is. Whatcom County is a great place that only gets better.

## The vision is of a vibrant and sustainable community nestled into the neighborhood and clustered around food production.

And nothing shines brighter to me than the partnerships we have both personally and organizationally that truly sustain our organization. When times are difficult, it will be the relationships that protect us and carry us forward.

Habitat for Humanity, for example, truly shares our vision for an open community that has room for a wide variety of professions and incomes. Our Telegraph Townhomes project that we are working on with them will be a bright spot in a crowded housing marketplace.

Telegraph Road will allow almost fifty families to benefit from permanently-affordable housing, access to local jobs, education, and parks. The homes also benefit from a wide variety of innovative technologies that make them remarkably efficient and sustainable. They will also be beautiful and welcoming—

perfect for growing families.

This opportunity emerged from a strong partnership with Habitat, but other partnerships were critical as well. I'd like to thank Jeff McClure from RMC Architects and Liz Sterling from Wilson Engineering for the instrumental roles they played in bringing this visionary project to fruition.

The Birchwood neighborhood will be home to another project that will help local families. In this case, the vision is of a vibrant and sustainable community nestled into the neighborhood and clustered around food production. Designer Dan Welch will be prompting us all to explore new, innovative ways of thinking about homes and communities.

Our partnership with the City of Bellingham has been key to creating permanently-affordable homes. They have been innovative with our planning process and a significant funding source for our down payment assistance.

The partnerships sustain and make us stronger, and there's never been a more important time to work together as a community. While I'm chilled by the recent changes in housing, I know that more and more people are aware of this problem. And with greater awareness comes more opportunities to address these problems together.

It's something we've seen before. John Davis' article in this newsletter talks about how the land trust model emerged in the later part of the Civil Rights movement of the 1960s. These were turbulent times, but then, as now, the solution can be found in forming enduring partnerships with strong allies and challenging ourselves to do better.

Thank you, as always, for your continued support.

### Our mission

Kulshan Community Land Trust strengthens community by holding land in trust for permanently affordable homeownership and other community needs, and by offering financial and educational services to people of limited means.

### Our values

#### urban vitality

Contributing to urban vitality by adding affordable homes to neighborhoods served with jobs and transportation options.

#### graceful neighborhoods

Partnering with others to create affordable homes that blend gracefully into neighborhoods.

#### growing community

Preserving affordable homeownership for people working and living in our community and for our children and grandchildren.

### Board of Trustees

Jeff Braimes, Secretary  
Dan Dunne, President  
Jen Green\*  
Kristina Heintz  
Carla Lee  
Eli Loomis\*  
Tim Northrop, Treasurer  
David O'Connor, Vice President\*  
Cory Pitman  
Michael Shepard

\*KulshanCLT homeowner

### Staff

Dean Fearing, Executive Director  
Kendra Meyer, Outreach and Admin Coordinator\*  
Ellen Myhre, Bookkeeper  
Christina Olson, Programs Director  
Nikki Quinn, Homeownership Coordinator

### Creative

Shew Design

### Homeowner Stories writer

Allison Roberts

\*KulshnCLT home owner

*KulshanCLT is a 501c3 nonprofit organization registered with the State of Washington, EIN # 91-1995485. All gifts are tax-deductible to the extent provided by law.*

Proud member of



# WHAT LAND TRUSTS LEARNED FROM THE CIVIL RIGHTS MOVEMENT

## Weaving the “C” into CLT

by John Emmeus Davis



There are currently some 280 community land trusts in the United States, over 100 in England, and fledgling CLT movements in Australia, Belgium, and Canada. They share a common history. All are rooted in a rich tradition of opposition and innovation: one that challenges the dominant belief that land may only be owned as a speculative commodity, serving as a vehicle for personal enrichment; one that poses, as a practical alternative, the ownership of land as a community asset, serving as a platform for community-led development that is both equitable and sustainable.

This is a history too lengthy and varied to be painted here except in the broadest of strokes. But a few milestones can be highlighted.

The organization credited with being the “first CLT” emerged out of the southern Civil Rights Movement of the 1960s. New Communities Inc. was established in southwest Georgia by veterans of the struggle for voting rights and racial equality. Activists like John Lewis, Slater King, and Charles and Shirley Sherrod had come to believe that one of the keys to securing political and economic independence for African Americans was for them to own land. But individual ownership was out of reach for most African Americans in the deep South and

**“[Private landowners] grow richer, as it were in their sleep, without working, risking, or economizing. What claim have they, on the general principle of social justice, to this accession of riches?”**

was too easily lost when they did acquire a plot of land, a house, or a farm. Common ownership of the land seemed a more secure form of tenure for people excluded from the political and economic mainstream, especially when combined with the individual ownership of newly built houses and the cooperative organization of farming and other enterprises, an ingenious hybrid they called a “community land trust.”

This mixed model of ownership had been around for decades, long before its adoption by New Communities. It been a mainstay of the Garden Cities of England, the Gramdan villages of India, the ejidos of Mexico, and the cooperative agricultural settlements in Israel known as kibbutzim and moshavim. It had also been a feature of many intentional



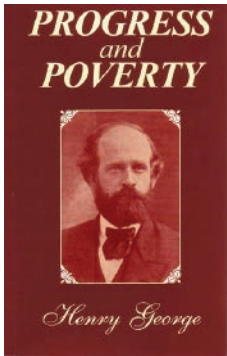
Charles and Shirley Sherrod in 2016

communities established in the United States during the first half of the 20th century. The brightest threads from each of these precursors got woven together at New Communities, whose visionary founders then added a colorful pattern of their own.

Philosophically, it all started with an Englishman, John Stuart Mill. In 1848, Mill noted that the “ordinary progress of society” causes the value of land to increase. He questioned, however, why this “social increment” should belong to private landowners who may have done little to earn it. “They grow richer, as it were in their sleep, without working, risking, or economizing. What claim have they, on the general principle of social justice, to this accession of riches?” Mill’s answer was that these riches were “unearned” and should be

**“Building the beloved community,” in the lexicon of the southern Civil Rights Movement, could only succeed if a wider group of people beyond those living on the land were actively involved in planning, supporting, guiding, and governing the nonprofit organization that owned and managed the land.**

*John Emmeus Davis has been an advocate for community-led development on community-owned land since 1981, the year he joined a group of academics and activists in writing *The Community Land Trust Handbook*. He went on to produce many other books, reports, and articles about the model and to provide technical assistance to dozens of CLTs in the United States, England, Australia, Belgium, and Canada. He was the city’s housing director in Burlington, VT under Mayors Bernie Sanders and Peter Clavelle. Afterwards, he co-founded Burlington Associates in Community Development, a national consulting cooperative. He is the master gardener for Roots & Branches, a co-producer of *Arc of Justice*, and the author of *Affordable for Good, Habitat for Humanity International’s 2017 Shelter Report*. Learn more at: [www.burlingtonassociates.com](http://www.burlingtonassociates.com) and [https://en.wikipedia.org/wiki/John\\_Emmeus\\_Davis](https://en.wikipedia.org/wiki/John_Emmeus_Davis)*



*Published in 1879,  
Progress and Poverty  
helped spark the  
progressive era and  
social reform movement.*

captured for the benefit of society.

Thirty years later, a newspaper publisher in San Francisco named Henry George was trying to unravel what he called the “Great Enigma.” Why is it, George asked, that there is so much poverty amidst so much wealth – poverty that persists despite social, economic, and technological progress? He stumbled across Mill’s theory of the unearned increment. This was the eureka moment of George’s intellectual life, allowing him to crack the code of the Great Enigma. George suddenly saw landlords as being little more than parasites feeding off the productivity of others, imposing “an invisible tax on enterprise.” The solution he proposed in a book entitled *Progress and Poverty* was to capture all land gains through taxation. In George’s words, “It is the taking by the community, for the use of the community, of that value which is the creation of the community.”

George’s ideas sailed back to England where they influenced a reform-minded fellow named Ebenezer Howard. Howard published his own bestseller in 1898, *Garden Cities of Tomorrow*. Howard was too much of a political realist to believe that taxing away all land gains was a winnable strategy. His mechanism of choice for capturing the “social increment” was not taxation, but a mixed-ownership model of tenure. He would encourage private enterprise and individual ownership (as well as cooperative ownership) of houses, stores, factories, and farms, but locate all

of these activities on land that was leased from the trustees of the new towns he proposed to build. The community would be the landowner in Howard’s Garden Cities, beginning with Letchworth in 1903.

In America, it was not until the 1920s and 1930s that planned settlements arose in the US that attempted to apply Garden City principles. When they did, it was the design of the Garden Cities that influenced American planners and architects. The social aspects of Howard’s vision were left behind, especially his advocacy of community-owned land.

There were two exceptions. Arthur Morgan and Ralph Borsodi each established communities in the 1930s where houses and businesses were owned individually on land that was held by a nonprofit corporation. They inspired a new generation of pioneers to create what Borsodi had called a “land trust.”

In most of these early leasehold communities, governance of the organization that owned the land was closely held by an inner circle, akin to what Howard had called “gentlemen of responsible position and of undoubted probity.” There was common ownership without inclusive citizenship.

It was at New Communities that these elements were combined at last. In 1970, this newly formed nonprofit came into possession of nearly 6,000 acres of farmland near Albany, GA – the largest tract of land owned by African

Americans at the time. They encountered fierce resistance from the white establishment. Over the next 15 years, New Communities was subjected to a campaign of steady harassment, marked by vandalism, violence, and the refusal of governmental agencies to provide grants and loans.

An important lesson of this experience was that common ownership of land was not enough. “Building the beloved community,” in the lexicon of the southern Civil Rights Movement, could only succeed if a wider group of people beyond those living on the land were actively involved in planning, supporting, guiding, and governing the nonprofit organization that owned and managed the land. There had to be a “C” in CLT.

The story of New Communities was featured in *The Community Land Trust: A Guide to a New Model for Land Tenure in America*, published in 1972. This book – and one that appeared ten years later, *The Community Land Trust Handbook* – paid homage to land trusts of an earlier era, while adding organizational and operational features that brought “community” front and center. These books, along with the inspiring example provided by New Communities and by activists who started the first urban CLTs in the 1980s, sowed the seeds for the model’s spread across the country and around the world.

**Resources:**

A more detailed history of the CLT is presented in *Roots & Branches*, a website tracing the model’s origins and evolution ([www.clroots.org](http://www.clroots.org)). The story of New Communities is told in a new documentary, *Arc of Justice: The Rise, Fall and Rebirth of a Beloved Community* ([www.arcojusticefilm.com](http://www.arcojusticefilm.com)).

A summary of the economic, political, and legal arguments for doing affordable housing and neighborhood revitalization on the “common ground” of CLTs can be found in a recent law review article: <https://revitalizationnews.com/article/role-community-land-trusts-equitable-neighborhood-revitalization/?issue=issue-49-april-15-2017>

# WHO LIVES IN A KULSHAN HOME?

ACUPUNCTURIST  
 ADMINISTRATION / PROJECT COORDINATOR  
 ADMINISTRATIVE ASSISTANT  
 ARCHAEOLOGIST | ARTIST | BAKER | BARISTA  
 BEHAVIORAL HEALTH CASE MANAGER | BOAT CAPTAIN  
 BOOK STORE ASSISTANT MANAGER | BOOK STORE SALES  
 BUSINESS ENERGY PROJECT ADVISOR | CARE GIVER | CARETAKER  
 CARPENTER | CASHIER | CHEMICAL DEPENDANCY COUNSELOR | CHILDCARE (NURSERY) | CHILDREN'S SUPPORT CENTER ADMINISTRATIVE ASSISTANT  
 CHIROPRACTIC OFFICE MANAGER | CHOPGUN OPERATOR | COMMUNITY COLLEGE LEARNING COORDINATOR | COMPUTER TECHNICIAN | CONSERVATION CREW LEADER | CONSTRUCTION WORKER | CONVELESCENT CARE PROVIDER | COOK | COPIER SALESMAN | CORRECTIONS DEPUTY  
 COSMETOLOGIST | COSTUME MAKER | COUNTY DRUG COURT CLERK | COUNTY SUPERIOR COURT CLERK  
 COURT CLERK | CREDIT UNION COMPLIANCE SPECIALIST | CREDIT UNION LOAN OFFICER | CUSTODIAN  
 CUSTOMER SERVICE | DELI SERVICE | DENTAL ASSISTANT | DISTRICT COURT PROBATION STAFF | DOG WALKER  
 ENVIRONMENTAL EDUCATION SPECIALIST | FARMER | FARMERS MARKET SALES | FAST FOOD RESTAURANT CREW MEMBER | FIELD WORKER | FILMMAKER | FISCAL TECHNICIAN | FITNESS TRAINER | FURNITURE SALES | GROCERY ASSISTANT MANAGER | GROCERY CHECKER | GROCERY CLERK | GROCERY STOCKER | GROUNDSKEEPER | GROUP HOME SUPERVISOR | HOMEMAKER  
 HOUSE CLEANER | HOUSEKEEPER | HOUSING CASE MANAGER | HUMAN RESOURCES INFORMATION TECHNOLOGY SPECIALIST | INTERIOR FLORICULTURIST | JANITOR | LABORER  
 LANDSCAPER | LAWNCARE | LIBRARIAN | LIBRARY AND ARCHIVES PARAPROFESSIONAL  
 LIFE INSURANCE COMPLIANCE ANALYST | LOAN OFFICER | LPN | LUMBER YARD EMPLOYEE  
 MAINTENANCE MANAGER | MANUFACTURING | MARKETING COMMUNICATIONS | MASSAGE THERAPIST | MATERIAL HANDLER | MEDICAL CODER | MEDICAL LAB ASSISTANT | MEDICAL RECORDS KEEPER | MEDICAL SOCIAL WORKER | MEN'S SHELTER SUPERVISOR | MUSUEM STAFF  
 NON-PROFIT DEVELOPMENT DIRECTOR | NONPROFIT ORGANIZATION EXECUTIVE DIRECTOR  
 NONPROFIT ORGANIZATION OFFICE ADMIN | NONPROFIT ORGANIZATION OFFICE MANAGER  
 NONPROFIT ORGANIZATION PROGRAM MANAGER | NONPROFIT ORGANIZATION PROJECT COORDINATOR | NONPROFIT ORGANIZATION | COMMUNICATIONS COORDINATOR | NONPROFIT ORGANIZATION STAFF | NONPROFIT POLICY MANAGER | NONPROFIT PROGRAM MANAGER  
 NURSE | OBSTETRIC NURSE | OFFICE MANAGER | OFFICER | SALES | ON-LINE RETAIL SALES  
 PARAEUCATOR | PASTOR | PERCUSSIONIST | PLUMBER | POTTER | PRE-SCHOOL TEACHER  
 PROFESSOR | PROGRAM SUPPORT SUPERVISOR | PUBLIC SCHOOL TEACHER | PUBLIC SCHOOLS BUS DRIVER | RECEPTIONIST | REPORTER | RETAILS SALES CLERK | RETIRED | RETIRED VET | RETIRED MILITARY (MEDICAL) | SALES CLERK | SALESPERSON SECURITY TECHNICIAN | SENIOR ASSISTANT  
 SERVER | SHIPPING ASSOCIATE | SHIPPING MANAGER | SOCIAL WORKER | SOFTWARE ENGINEER  
 SOUND ENGINEER | STUDENT | SUSTAINABILITY COORDINATOR | TEACHER | TEACHER TEACHING STUDENT | TEEN SHELTER DIRECTOR | THERAPIST | THRIFT STORE CLERK | THRIFT STORE SALES ASSOCIATE | TRAIN TICKET SALES CLERK | TRANSLATOR | TRUCK DRIVER  
 TUTOR | VETERINARY HOSPITAL STAFF | VIDEOGRAPHER | VOLUNTEER PROGRAM DIRECTOR  
 WAREHOUSE DRIVER | WORKFORCE DEVELOPMENT | WRITER | YOUNG ADULT PASTOR

*Here are some of the occupations of past and present Kulshan Community Land Trust homeowners*

**When people can live where they work, communities receive a host of social, environmental, educational, and economic benefits. Support Kulshan Community Land Trust to ensure that the vital jobs that make our community operate are done by people who are invested in our community.**

## MAKE YOUR HOME A KULSHAN HOME

*a homeowner reflects on his family's choice to invest in permanent affordable housing for local families*

It was late 2003 and my wife, Emily and I were shopping for our first home in Bellingham. Our goal - a two bedroom/ one bath fixer-upper under 1,000 square feet. We had a modest down payment. We both had full-time jobs, great credit, and were pre-approved for a loan.

Still, we were getting priced out of the starter-home market. Asking prices were rising \$1,000 a month and several offers were given the first day on the market. This was not the Bellingham I had lived in for 15 years but it was the direction Bellingham was headed.

We purchased a 900 square foot fixer upper in the Birchwood

Neighborhood making an offer the day before it went on the market. It was then we decided to become KCLT supporters. It was obvious that home affordability was going to be a major barrier to home ownership going forward.

What we didn't know was that we would sell that home into the trust in 2016. KCLT made a reasonable offer and made the transaction simple. I'd encourage anyone considering selling a similar home to contact KCLT. We feel immense satisfaction knowing that our home of 13 years is now permanently affordable.

—Kurt Baumgarten



*Kurt Baumgarten, Emily Jones and Hans*

# GRATITUDE

## Business Partners

Amazon Smile  
 Bay City Supply  
 Beneficial State Bank  
 Bike & Build Inc  
 Boundary Bay  
 Brandywine Kitchen  
 Bundle LLC  
 Buri Funston Mumford PLLC  
 Cascade Joinery  
 CAZ Energy Services  
 Chuckanut Brewery  
 Chuckanut Builders  
 Daylight Properties  
 Ecotech Solar  
 Greg Robinson Architect  
 Guild Mortgage  
 Hammer Properties NW  
 Kulshan Cycles  
 Make It Rain Media  
 Paul Vautaux Construction  
 Rice Insurance  
 Shew Design  
 Skagit County  
 Stones Throw Brewing Co  
 Sunnyland Properties  
 Whatcom Educational  
 Credit Union  
 Whatcom Land Title  
 Wilson Survey/Engineering

## Funders

Bellingham Home Fund  
 City of Bellingham  
 City of Ferndale  
 Community Frameworks  
 SelfHelp Homeownership  
 Opportunity Program  
 Federal Home Loan Bank of  
 Des Moines, Affordable  
 Housing Program  
 Habitat for Humanity in  
 Whatcom County  
 Impact Capital  
 RMC Architects  
 Skagit County U.S.  
 Department of Housing  
 and Urban Development  
 Washington State Department  
 of Commerce  
 Washington State Housing  
 Finance Commission

## Foundations

Anonymous  
 Banner Bank  
 BNSF Railway Foundation  
 CIEL Foundation  
 Cornerstone Strategies  
 Don Wood Memorial  
 Hafer Family Foundation  
 Heritage Bank  
 KeyBank Foundation  
 Peoples Bank

Robert & Elizabeth  
 Fergus Foundation  
 Satterberg Foundation  
 State Farm  
 U S Bank  
 Whatcom Community  
 Foundation  
 Wells Fargo Housing  
 Foundation

## Individual Donors

Debbie & Steve Adelstein  
 Alan Kemble & Sally Albers  
 Allison Andrews  
 Nicole Antle  
 Annie Honrath & Jeff Asland  
 Henry Peterson & Sandi Atwal  
 Colleen Baldwin  
 Kristin Barber  
 Kurt Baumgarten  
 Matthew Bautista  
 Geneva Blake  
 Heather Blake  
 Michael Blumson  
 Thomas Boucher  
 Jeff & Patti Braimes  
 Barbara Brenner  
 Tyler Chang  
 Carolyn McCarthy &  
 Kent Chasson  
 Earl Cilley  
 Alice Clark

Bill Wright & Patrice Clark  
 Kevin Clarke  
 April Claxton  
 Carol & Dennis Comeau  
 Julia Howard & Gary Coye  
 Walter & Vanite Dartt  
 John Davies  
 Yvonne Donelson  
 Joanne & Tim Douglas  
 Ruth Rael & Melanie Dunmore  
 Joy & John Dunne  
 Michael Eisenberg  
 Todd Elsworth  
 Miles & Annette Fearing  
 Dean Fearing  
 Jeremy Ferrera  
 Mike & Kim Finger  
 Barbara Francis  
 Mary Jane Fraser  
 Erik Gelhar  
 Duane Jager & Christine Gibbs  
 Brian & Carmen Gilmore  
 Jenifer Green  
 Fred & Barbara Grote  
 Elizabeth & Michael Gutierrez  
 Andrew Harris  
 Brittany Harris  
 Tim Tragesser & Vale Hartley  
 Elsie Heinrick  
 Kristina Heintz  
 Elizabeth & S Harry Herdman  
 Eric & Susan Hirst  
 Jeff Asland & Annie Honrath

Gary Coye & Julia Howard  
 Abe & Carole Jacobson  
 Christine Gibbs & Duane Jager  
 Eric & Julee Johnson  
 Stephen & Julee Johnson  
 Tim Johnson  
 Emily Jones  
 Micholas & Megan Juenemann  
 Sally Albers & Alan Kemble  
 Judith Kleinberg  
 E & P Kosarot  
 Justin & Laura Krupa  
 Sunny Lake  
 David Laws  
 Carla Lee  
 Lori Leppala  
 Emily Lester  
 Kelli Linville  
 Eli Loomis  
 Melinda Lunsford  
 Samya Lutz  
 David & Emma Maas  
 Sara Maas  
 Bob MacIsaac  
 Eli Mackiewicz  
 Gavin MacWhyte  
 Richard McCalmon  
 Kent Chasson & Carolyn  
 McCarthy  
 Lindsay McGuirk  
 Julie McMakin  
 Shawn & Krista McMurtrey  
 Bridge McShane

*continued on page 13*

# COMMUNITY PARTNERS

# PARTNER AGENCIES

# Who benefits

from permanent, affordable home ownership?

## FAMILIES & COMMUNITIES

### STABILIZATION

Homeowners are no longer subject to rental displacement.

### GREATER INVESTMENT IN THEIR HOME

Homeowners can invest in permanent improvements to their home, including

- remodeling
- building gardens
- investing in solar panels and other innovative technologies

### QUALITY OF LIFE

Homeowners can benefit from a shorter

### PREDICTABLE HOUSING COSTS

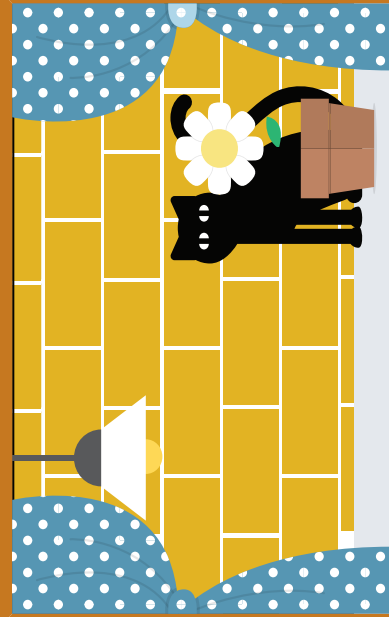
Through 30-year fixed-rate mortgage payments homeowners have a predictable house payment that allows them to save and plan for the future.

### SAFELY IMPROVE HOUSEHOLD EQUITY

Due to ongoing homeowner support, homeowners in the trust are 10 times less likely to experience foreclosure due to ongoing

### SOCIAL BENEFITS

- greater attachment to the neighborhood and neighbors
- higher student test scores
- higher rate of high school graduation
- greater social connections form between neighbors
- homeowners report higher life satisfaction, higher self-esteem, happiness, and higher perceived control over their lives
- better health outcomes and better physical and psychological health
- eliminates the need for children to move from school to school, an outcome that is better for teachers and students alike



### COMMUNITY INVOLVEMENT



# COMMUNITY BENEFITS

Healthier commute to work and make the choice to have a family pet.

Homeowners can connect with community organizations and participate in activities and causes local to their neighborhood knowing they are settled in their home.

## STABLE NEIGHBORHOODS

High homeownership success with low delinquency and foreclosure rates (>1%) create communities that are able to form long term attachments.

## A MORE OPEN, DIVERSE COMMUNITY

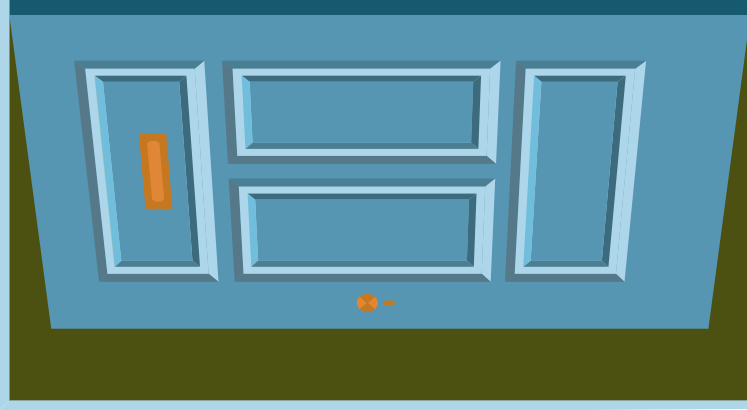
- Puts homeownership within reach of low-to-moderate income households who purchase their first home at a price they can afford
- Community land trust homeownership prevents income displacement in rapidly gentrifying areas
- Creates communities that include a greater variety of families that would otherwise have to live elsewhere.

## MORE PEOPLE SERVED OVER TIME

Community land trust homeownership creates a balance between the public's investment and the buyer's equity, meaning that public investments are leveraged to serve more people over time than other forms of homeownership.

## PROMOTES ECONOMIC ACTIVITY

- Gives homeowners a fair return when they resell.
- Community land trust homeownership provides work-force housing that brings employees closer to places of employment which in turn enhances productivity.



## PRESERVES AFFORDABILITY

- Makes it possible to sell the home to income-qualified buyers in the future, creating situations where one house can help many families over time.

## QUALITY OF LIFE

Community land trust homeownership creates stability in otherwise transient neighborhoods and communities resulting in deeper investment (financial and social) and lower crime.

## PROMOTES UPWARD MOBILITY AND REDUCES POVERTY

- Enables homebuyers to build equity in their homes through appreciation of the home and principal reduction of their mortgage.
- Community land trust homeownership is a stepping stone to market-rate homeownership and as a result a path forward for lower-income groups of people.



**KULSHANCLT**  
GROWING A COMMUNITY  
EVERYONE CAN AFFORD

# MUSIC! AT MARITIME

Once again this year, we've generously been invited by Bellingham Parks and Recreation to host the beer garden at the Music at Maritime Concert series. The concerts will be from 6 to 8:00 pm on August 9, 16, and 23. These are the three Wednesday evenings following the completion of the Downtown Sounds Concert series on August 2.

We'll have beer on tap from Boundary Bay Brewery, Aslan Brewing, and more! All proceeds from the beer garden benefit KCLT.



## HOUSING WEEK

**November 6 - 10, 2017**

***Housing Week will bring housing, transportation, and health advocates together for collective impact.***

We will use this opportunity to identify common goals and opportunities to advance positive solutions toward increasing innovative housing solutions in Bellingham and Whatcom County.

Housing Week will include a series of events including presentations from national experts, deep-dive workshops, and tours. We will build awareness of innovative housing options as a means to create diverse, vibrant, healthy places for everyone. These events will highlight best practices, innovative design, and creative solutions for accessible housing. Housing Week will provide opportunities to engage a variety of stakeholders including the public, industry professionals, and city leaders.

# FAMILY STORIES

**“I really like it here, Mom.”**

## **Meet Leigh and Zoe**

At first, Leigh didn't tell anyone she was looking at buying a home until it was a reality. With a 99% occupancy rate and impossible home prices, she had settled into an acceptance that their living arrangement would be a step down from what she'd hoped for herself and her daughter. Leigh works fulltime, but as a single mom living in Bellingham, she could only afford a one-bedroom apartment on her salary.

Leigh remembers, “I tried splitting rent with a friend, but that didn't work. We moved a couple times. Our last place wasn't safe, and we had loud neighbors.” In looking for affordable apartments, she would have her dad file the application. Before he could even get there, it was already rented.



**She fell in love—it had a huge yard for Zoe to play in and the house felt safe on a quiet-dead end street. She imagined walks with Zoe to nearby Cornwall Park. The energy-efficient solar panels would mean paying less for heat than she ever had before.**

Then one day, a friend texted Leigh a Craigslist ad for a house in Cornwall neighborhood. She said, “Do you have good credit? Does this interest you?” Thinking it was worth a shot, she called KulshanCLT right away and signed up for the Homebuyer Education class that very Saturday.

She fell in love—it had a huge yard for Zoe to play in and the house felt safe on a quiet dead end street. She imagined walks with Zoe to nearby Cornwall Park. The energy-efficient solar panels would mean paying less for heat than she ever had before. Many people were already signed up to look at the house. Leigh recalls gratefully, “Seth and Liz really wanted us to live there.”

Leigh didn't tell Zoe about the house at first. She didn't want to get her hopes up. But when Zoe came she said, “I really like it here, Mom.” When Zoe saw the bedroom, imagine her delight to see that it already was orange, her favorite color.

“Our lease ended December 1. We moved in just before Christmas with all our belongings mostly in boxes, but we got a tree and celebrated Christmas in our new home.” They got a new dog, Pepperoncini or Pepper for short. When living in an apartment they couldn't own a pet.

Leigh's dad is as excited about their new home as they are. Mr. Fix it, he's been helping Leigh with some projects; the biggest one will convert the garage into a family room. The adjacent attic behind the garage will make a perfect hangout loft for a soon-to-be middle schooler. They repainted walls and have started to clear out blackberries. Their chickens are already yielding two to five eggs a day. With the garage gone, they'll build a shed for storage. The front yard is a blank slate with potential for a patio. They may even have a few fruit trees. As the weather improves, they are itching to get started.

Seth and Liz, the former owners, made sure Leigh and Zoe got invited to the next neighborhood potluck. They felt instantly welcomed.

Now Zoe has a place for her piggy banks and a room to call her own. Leigh has been doing lots of art since they moved there. Leigh said, “Being here has opened up my creativity. In fact, I drew a picture with little hearts growing out of this place that we call home.” An exciting new venture, Leigh's art is on sale at her first art show.

## **CORNWALL NEIGHBORS**

*Love is growing in their new home. Leigh Montague and Zoe Bartles feel safe, happy, and lucky to be in their new Kulshan home in the Cornwall neighborhood.*

# “The only way we can afford a home.”

## Meet the Juenemann’s

Guess who’s most excited about her family’s new house? Nearly 3-year old Margaux! Every morning Margaux reports that she dreamed about her new “pink-room” and backyard she’s going to have with her own play structure. Daisy, their Maltipoo, can come back to live with them now that her family will have a yard. Daisy has been living with Megan’s parents since they moved into their rental a couple years ago.

This month, Megan, Nick, and Margaux will move into a home previously owned by another Kulshan family. The owner found a more lucrative job and by moving into a new home not in the Trust, they are making room for the Juenemanns. The 1994 3 BR home in Ferndale is ideally-located: close to Nick’s work at Vital Choice Wild Seafood and Organics, close to parks, and adjacent to their daughter’s future elementary school.

Like other renters, they once had a nice rental, but the landlord wanted to sell it, so they had to relocate—not uncommon in the rental market today. While they love the location of their current apartment, the rent is more than they will be spending on their KulshanCLT home. Barkley is an urban village and for their daughter going outside means taking a walk to Haggen. Since just after their daughter was born, they’ve been house-hunting—all the while watching their rent go up with every renewed lease.

They didn’t expect to decide upon a newer home as they are naturally drawn to a craftsman or bungalow. But in this market in their price range, Nick commented, “Everything was really old, or dumpy, or needed a lot of work.”

Their new home had amazing owners who lived there for eight years. Nick says enthusiastically, “It is ready to move in. They’ve redone the roof, replaced the furnace, upgraded to new appliances, brought in air conditioning, and fixed up the siding. Aside from the home’s pristine condition, they couldn’t be more excited about having a garage, extra bedroom, and more storage.

With interest rates rising, they are excited to seal the deal. Megan exclaimed, “The real estate market is insane! We are so glad we took the homebuyer class at KulshanCLT. We had no idea what buying a home entailed.” Nick added, “I learned so much from KulshanCLT’s website.



And the class was extremely helpful.”

We tell all our friends to take the class and just learn. Besides, they added, it gets you on the waiting list and in times like these, having KulshanCLT helping you every step of the way is beyond wonderful. When someone says they aren’t sure about Kulshan because they don’t want to limit their equity building, Nick has a couple of great answers. He asks, “Are you making any equity now in your apartment complex? How long is it going to take to save \$50,000 for your down payment? When interest rates go up, how are you going to qualify then?”

Megan concluded by saying, “This is the only way we could afford a home. We were born and raised in Bellingham, but worried they’d ever be able to afford to own a home in this county. Kulshan has looked out for our interests. They’ve made sure everything gets fixed – even a leaky faucet. Nikki has been there every step of the way.” They tell their friends to look into Kulshan home ownership. Nick’s co-worker is going to take the class to see if he qualifies. We tell all our friends about Kulshan.”

### FERNDALE NEIGHBORS

*Nick, Megan, and Margaux can’t wait to move into their home next month. It’s the home they never thought they could afford.*

**“We were born and raised in Bellingham, but worried we’d never be able to afford to own a home in this county. Kulshan has looked out for interests. They’ve made sure everything gets fixed—even a leaky faucet.**

# DEVELOPMENT UPDATE

## Exciting news in Birchwood

This past fall KulshanCLT secured the purchase of a three-acre lot in the Birchwood neighborhood. The property owned by the LaFreniere family for years has a bit of history lost to time. With two old warehouses and overgrown blackberries, it's ready for something new. What it becomes will be the topic of discussion within the Birchwood community over the next few years.

KulshanCLT and the award-winning designer, Dan Welch, will be looking to Birchwood neighbors to think differently about the style and size of the homes to be built there and how to incorporate into the design sustainable principles, a community garden, and community-based enterprises such as a farm stand or another neighborhood benefit. Dan wrote his Master's thesis on the subject of sustainable building and is a bit of a celebrity. His company called [bundle] design studio was recently honored with an

international award for "Best Building Science" by Green Builder Media for his Birch House Case Study.

With a four-year window before KulshanCLT can actually break ground, the overall vision is to dream into reality a vibrant and sustainable community of compact and energy-efficient homes nestled into the neighborhood and clustered around food production. Early this year, The Whatcom Community Foundation ponied-up \$5,000, and KulshanCLT was the recipient of a Project Neighborly Grant. These funds will support this community-based process.

The loan terms dictate that the land remain undeveloped for four years, so there's plenty of time to get this right. The Washington State Housing Finance Commission put up 80% of the purchase in a low-interest rate through their Land Acquisition Program. The purpose is to provide land

*continued on page 14*

## Telegraph Road Townhome update

*Telegraph Homes  
This two- and  
three-bedroom home  
development will be a  
resource for dozens of  
families for generations  
to come.*

Rendering by Jeff McClure

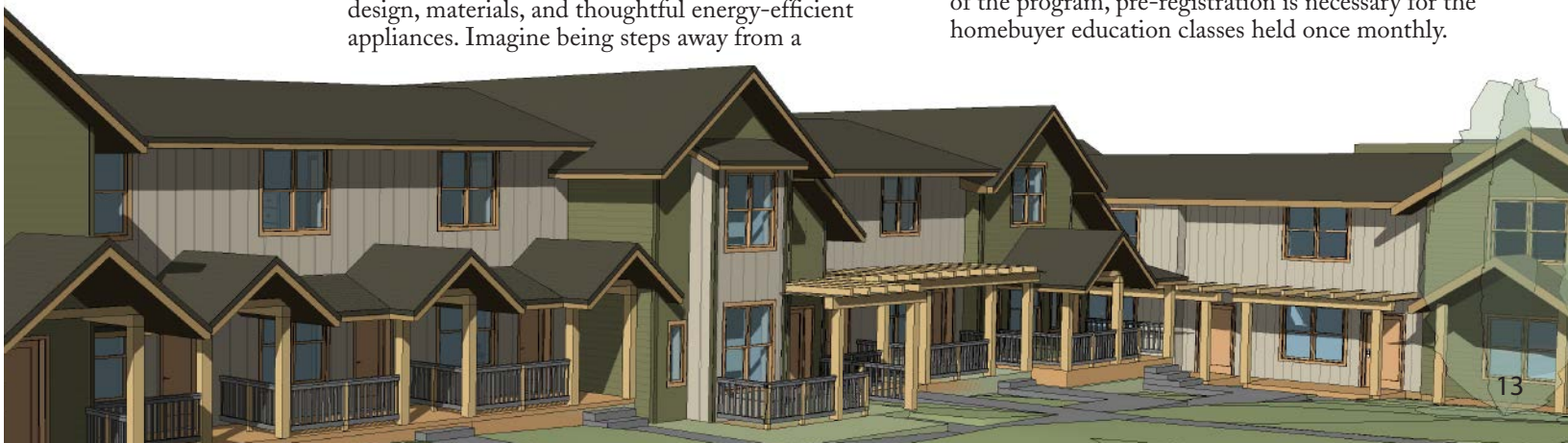
The Telegraph Road Townhomes will break ground this spring in partnership with Habitat for Humanity, providing over 50 new homes in the \$100,000-\$175,000 range. Built with passive solar design in mind and quick access to services and transportation, this two- and three-bedroom home development will contribute to affordable housing over the next eight years. Earlier this year we purchased the adjoining 2.5 acres. This additional land allowed us to add 25 or more homes to the 23 homes already planned. Having more development opportunities allows our partnership creative ways to serve more families, potentially working with home buyers up to 100 or 125% of area median income. We recognize most families earning median wages in Whatcom County are now priced out of homeownership with housing prices rising faster than wages.

They will be permanently affordable due to their design, materials, and thoughtful energy-efficient appliances. Imagine being steps away from a

community garden with healthy food you've grown yourself. The location brings a future connection to Bellingham's immense trail and park system with physical activities right outside your door.

Buyers for these homes will need to meet income guidelines for Habitat for Humanity's program or Kulshan CLT's program. Why not find out if you qualify?

Other requirements include meeting specifics around the following: residency, income, credit rating, debt, a sweat equity requirement, steady employment or income, no other real estate assets, and ability to pay \$2,500 (\$500 for Habitat for Humanity buyers) toward a down payment and closing costs. For more online information, see KulshanCLT.org. A free Homebuyer Education Class provides an introduction to the process. Due to popularity of the program, pre-registration is necessary for the homebuyer education classes held once monthly.



# HOPS FOR HOMES

KulshanCLT is holding a series of events hosted at local breweries to build support and awareness about affordable housing in our community. "Hops for Homes" gives you an opportunity to drink a pint or two with fellow KulshanCLT supporters while helping local families buy homes in Whatcom County. A portion of all beer sales will be donated to the Trust. Thankfully there are now so many breweries to host these events!

Many thanks to Elizabeth Station for hosting the first Hops for Homes of 2017. The next Hops for Homes night will be July 15th @ Kulshan Brewing - James Street. Do you own or work at a brewery that would like to host a Hops for Home night? Let us know!



Top left photo: Becca Shew, Dan Dunne, Kendra Meyer, Courtney Dunne  
Bottom right photo: Christina Olson, Levin Sunde

## Birchwood continued from page 12

to build affordable housing into the future. The generous seller was willing to carry the remaining 20% and agreed to the work with the deadlines and paperwork necessary to seal the deal.

The T-shaped property, just a half block from Birchwood Elementary, is being cleared and prepped this summer. Plans are to create a community garden with lots of pea-patch gardens. Next year, KulshanCLT hopes to put two-plus acres into food production and perhaps lease the land to a farmer for larger -cale food production.

It's just an old lot now. But if designed with sustainability in mind, this project will excite the community and give future homeowners a unique and vibrant community in which to live.

## individual donors continued from page 5

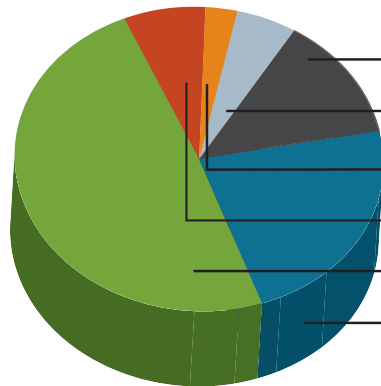
Barry & Debby Meyers  
Justin Michael  
Mark Millenaar  
John & Sandy Miller  
Susan & Mames Mishalani  
Leig Montague  
Tina & John Moon  
Ted Mork  
Bob & Jeanette Morse  
Dan Neill  
Tim Northrup  
David O'Connor  
Chris Sunde & Christina Olson  
Dave and Melinda Olson  
Briane & Marlene Orlick  
Ingeborg Paulus  
Sandi Atwal & Henry Peterson  
Taryn Peterson  
Cory Pitman  
Lisa Anne Pool  
Steve Powers  
Ross Quigley  
Nikki & Moshe Quinn  
Dan & Debbie Raas  
Bruce Radtke  
Melanie Dunmore & Ruth Rael  
Matt Ray  
Alan & Susan Rhodes

Allison & David Roberts  
Chuck & Dee Robinson  
Krista Rome  
Peter & Gage Ruffatto  
Regina Sabino  
Dietrich Schmidt  
Helen & Richard Scholtz  
Mary Senson  
Rick & Mary Sepler  
Genevive Sherman  
Becca & Eric Shew  
Gordon Shriver  
Edwin Simmers  
Richard & Michele Sivertsen  
Alex & Willy Spaulding  
John Stewart  
Randy Sulkin  
Tara Sundin  
Michael & Linda Swanson  
Stowe & Nina Talbot  
Peter & Erin Tegler  
George & Anara Thomas  
Cecily Timmins  
Vale Hartley & Tim Tragesser  
Heather Vaughn  
Sally VonErffa  
Terri Vossbeck  
Amy Wade

William Walker  
Marcus & Jennifer Warolin  
Cynthia & James Weaver  
Gina Weigum  
Jack Weiss  
Kimberly Wells  
Lazarus & Lisa Wentz  
Harold Wershow  
Rob Westford  
John & Kathy Whitmer  
Alexandra Wiley  
Stan Winters  
Shirley Wold  
Patrice Clark & Bill Wright  
Rene Zottolo

# FINANCIALS

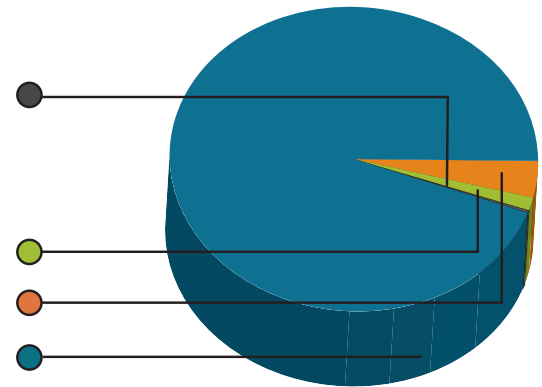
## sources of revenue



Foundations:	\$58,750
Individual Gifts:	\$24,070
Corporate Gifts:	\$12,555
Events:	\$32,587
Earned Income:	\$219,494
Government Grants for Home Acquisition:	\$104,000
<b>Total</b>	<b>\$451,456</b>

## allocation of program funds

Program Services:	\$2,005
Home Acquisition and Home Under Construction:	\$4,130
Fundraising:	\$12,639
Administration:	\$264,804
<b>Total</b>	<b>\$283,578</b>



## *KulshanCLT welcomes these families to our list of local homeowners.*

- Michael Justin
- Jorge and Maria Elena Gutierrez
- Michael and Baltina Valente
- Maureen Robey
- Jeff and Rita Thames
- Sandi Atwal and Henry Petersen
- Kristina and Shawn McMurtrey
- Kevin Clarke
- Nicole Antle
- Esperanza and Reuben Perez
- Molly Brock



1303 Commercial St, Ste. 6  
Bellingham, WA 98225  
www.KulshanCLT.org



BUILDING OUR FUTURE

BUILDING OUR COMMUNITY

A BENEFIT EVENT FOR KULSHAN COMMUNITY LAND TRUST

JUNE 3, 5-9 PM BELLINGHAM TECHNICAL COLLEGE SETTLEMYER HALL

## SAVE THE DATES

- **June 3**  
Fundraising  
Dinner  
5:00 pm  
BTC Settlemyer  
Hall
- **July 15**  
Hops for Homes  
4:00 - 8:00 pm  
Kulshan Brewing  
James Street  
location
- **August 9, 16, 23**  
Music at Maritime  
6:00 - 8:00 pm  
Maritime Park
- **September 9**  
Hops for Homes  
Stone's Throw  
Brewing  
4:00 - 8:00 pm
- **September 23**  
KCLT Annual Party  
Boundary Bay  
Beer Garden  
5:00 pm