

ORGANIZATION:	Madison Area Community Land Trust
PROGRAM/LETTER:	C MACLT Foreclosure Prevention Fund

PROGRAM BUDGET

1. 2010 BUDGETED

REVENUE SOURCE	SOURCE TOTAL	ACCOUNT CATEGORY			
		PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0	0	0	0	0
DANE CO CDBG	0	0	0	0	0
MADISON-COMM SVCS	0	0	0	0	0
MADISON-CDBG	0	0	0	0	0
UNITED WAY ALLOC	0	0	0	0	0
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT	0	0	0	0	0
FUNDRAISING DONATIONS	0	0	0	0	0
USER FEES	0	0	0	0	0
OTHER	0	0	0	0	0
TOTAL REVENUE	0	0	0	0	0

2. 2011 PROPOSED BUDGET

REVENUE SOURCE	SOURCE TOTAL	PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0	0	0	0	0
DANE CO CDBG	4,000	2,400	1,400	200	
MADISON-COMM SVCS	0				
MADISON-CDBG	54,000	4,860	2,835	405	45,900
UNITED WAY ALLOC	1,300	780	455	65	
UNITED WAY DESIG	0				
OTHER GOVT*	0				
FUNDRAISING DONATIONS	1,520	960	560		
USER FEES	8,760	5,256	3,066	438	
OTHER**	0				
TOTAL REVENUE	69,580	14,256	8,316	1,108	45,900

*OTHER GOVT 2011

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
TOTAL	0	

**OTHER 2011

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
TOTAL	0	

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2012 PROGRAM CHANGE EXPLANATION

Complete only if you are requesting more than your 2011 request.

Note: Additional funding should only be requested where services or programming will change or expand in the second year.

3. PROGRAM UPDATE: If requesting more than 2011, describe any major changes being proposed for the program/service in 2012, i.e., expansions or narrowing in target population, scope and level of services, geographic area to be served, etc.).

200 characters (with spaces)

4. 2012 COST EXPLANATION

Complete only if significant financial changes are anticipated between 2011-2012.

Explain specifically, by revenue source, any significant financial changes that you anticipate between 2011 and 2012.

For example: unusual cost increases, program expansion or loss of revenue.

200 characters (with spaces)

5. 2012 PROPOSED BUDGET

REVENUE SOURCE	BUDGET TOTAL	ACCOUNT CATEGORY			
		PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0	0	0	0	0
DANE CO CDBG	0	0	0	0	0
MADISON-COMM SVCS	0	0	0	0	0
MADISON-CDBG	0	0	0	0	0
UNITED WAY ALLOC	0	0	0	0	0
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT*	0	0	0	0	0
FUNDRAISING DONATIONS	0	0	0	0	0
USER FEES	0	0	0	0	0
OTHER**	0	0	0	0	0
TOTAL REVENUE	0	0	0	0	0

*OTHER GOVT 2012

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
TOTAL	0	

**OTHER 2012

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
TOTAL	0	

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PRIORITY STATEMENT:	CDBG: B. Housing - Housing for homebuyers (CDBG)

DESCRIPTION OF SERVICES

6. NEED FOR PROGRAM: Please identify local community need or gap in service that the proposed program will address.

Few mortgage-principal relief funds exist for homeowners on the brink of foreclosure, and few real incentives exist to offer to banks so they'll negotiate options that might prevent foreclosure.

7. SERVICE DESCRIPTION - Describe the service(s) provided including your expectations of the impact of your activities.

MACLT intends to work with families on the verge of, or in the midst of foreclosure, and to work alongside the family's housing counselor to negotiate a 'buy out' of their land from their lender. The land buy-out will reduce the remaining principal and the subsequent monthly payment, to levels the family can afford. MACLT intends to negotiate down the purchase price for the land by offering banks tax-incentives for land value offered as a charitable donation to the Land Trust.

8. PROPOSED PROGRAM CONTRACT GOALS: Include clearly defined service goals and process objectives: number of unduplicated clients to be served, number of service hours to be provided etc.

MACLT anticipates serving two households with CD funds as it develops this prototype for foreclosure remediation.

9. SERVICE HOURS: Frequency, duration of service and hours and days of service availability.

This service will become available to MACLT clients immediately upon receipt of funds. MACLT will begin with one family and consummate the loan remediation within three months of finding a candidate buyer and bank.

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10. POPULATION SERVED: Please describe in terms of age, income level, LEP, literacy, cognitive or physical disabilities or challenges).

This program will serve income-qualified households who earn 80% or less of Dane County Median Income, as adjusted for the size of the household, and who face eminent foreclosure.

11. LOCATION: Location of service and intended service area (Include census tract where service is tract specific).

MACLT will work with families throughout Madison. By the nature of total affordability, eligible families are likely to live in neighborhoods where home values don't exceed \$200,000.

12. OUTREACH PLAN: Describe your outreach and marketing strategies to engage your intended service population.

MACLT will broadcast the availability of funds via Dane County Housing Authority. It will also approach local lenders via the Homebuyer's Roundtable, to explore opportunities for partnership.

13. COORDINATION: Describe how you coordinate your service delivery with other community groups or agencies.

MACLT has begun to co-ordinate its work with the advocacy infrastructure developed by the Homebuyer's Roundtable, the Dane County Housing Authority, and the Dane County Foreclosure Prevention Task Force, to find both struggling homeowners and lenders willing to partner with MACLT to reduce the household's principal.

14. VOLUNTEERS: How are volunteers utilized in this program?

MACLT intends to recruit pro bono legal services for the crafting and review of the 'land buy-out' documents.

15. Number of volunteers utilized in 2010?

2

Number of volunteer hours utilized in this program in 2010?

0

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16. BARRIERS TO SERVICE: Are there populations that are experiencing barriers to the service you are proposing, i.e., cultural differences, language barriers and/or physical or mental impairments or disabilities? Describe the ability of proposed program to respond to the needs of diverse populations.

If the Land Trust can create successful partnerships with lenders interested in this model of systematic write-down of excess mortgage debt, as well as with families willing to relinquish their land to the Land Trust and its appurtenant obligations, this model of debt remediation might be accessible to any qualified homeowner facing foreclosure. The Land Trust ED speaks English, and does his best to wade through the Land Trust legal documents already written in his native tongue: MACLT commits to finding the resources necessary to translate the documents into other languages upon need, and will encourage housing counselors and lenders to direct non-English households to the program.

17. EXPERIENCE: Please describe how your agency, and program staff experience, qualifications, and past performance will contribute to the success of the proposed program?

For 20 years, MACLT has crafted and honed its land ownership models to yield permanently affordable housing opportunities to eligible families. MACLT possess the templates and mechanics of land-lease ownership, and will be modifying well-practiced and successful techniques for applicability to households in debt distress. MACLT enjoys the strong participation of housing and mortgage professionals on its Board, who will ensure and oversee responsible implementation of this program.

18. LICENSING OR ACCREDITATION: Report program licensing, accreditation or certification standards currently applied.

MACLT is a registered 501(c)3, charitable non-profit, eligible for receiving charitable donations.

19. STAFF: Program Staff: Staff Titles, FTE dedicated to this program, and required qualifications for program staff.

Staff Title	FTE	City \$	Qualifications
Michael Carlson	2	No	10 years building and developing affordable housing

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CDBG DESCRIPTION OF SERVICES SUPPLEMENT

Please provide the following information ONLY if you are applying for projects that meet the "CDD Community Development Program Goals & Priorities". If not applying for CDBG Office Funds, go to Community Resources Description of Services Supplement (p. 7), or go to Demographics (p. 8).

20. PARTICIPANT INCOME LEVELS:

Indicate the number of households of each income level and size that this program would serve in 2011-2012.

Income Level	Number of Households
Over 80% of county median income	0
Between 50% to 80% of county median income	2
Between 30% to 50% of county median income	0
Less than 30% of county median income	0
Total households to be served	2

21. If projections for 2012 will vary significantly from 2011, complete the following:

Income Level for 2012	Number of Households
Over 80% of county median income	0
Between 50% to 80% of county median income	0
Between 30% to 50% of county median income	0
Less than 30% of county median income	0
Total households to be served	0

22. AGENCY COST ALLOCATION PLAN: What method does your agency use to determine indirect cost allocations among programs?

Indirect costs are distributed across programs, proportionate to time.

23. PROGRAM ACTIVITIES: Describe activities/benchmarks by timeline to illustrate how your program will be implemented.

Activity Benchmark	Est. Month of Completion
Discover household in foreclosure with bank willing to negotiate	May
Negotiate with bank	June
Close on new title and mortgage	August

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COMMUNITY RESOURCES DESCRIPTION OF SERVICES SUPPLEMENT

Please provide the following information ONLY if you are applying for projects that meet the "Community Resources Program Goals & Priorities" If not applying for CR Funds, go to Demographics (p. 8).

24. CONTRIBUTING RESEARCH

Please identify research or best practice frameworks you have utilized in developing this program.

This program emerged from the on-going discussion between MACLT staff and Board regarding alternative financing schemes and their affects upon affordability. MACLT is always looking for new ways to apply the Land Trust model to ensure perpetually affordable housing, and was here motivated by the accelerated rate of foreclosures in Dane County and Madison.

25. ACCESS FOR LOW-INCOME INDIVIDUALS AND FAMILIES

What percentage of this program's participants do you expect to be of low and/or moderate income? 100.0%

What framework do you use to determine or describe participant's or household income status? (check all that apply)

Number of children enrolled in free and reduced lunch	
Individuals or families that report 0-50% of Dane County Median Income	
Individual or family income in relation to Federal Poverty guidelines	X
Other	

26. HOW IS THIS INFORMATION CURRENTLY COLLECTED?

MACLT staff work directly with partner families to collect information regarding household income, according to HUD norms. Household financial data is run against a qualification spreadsheet. All MACLT are pre-approved by their bank for a mortgage loan, and undergo standard bank underwriting.

27. PLEASE DESCRIBE YOUR USER FEE STRUCTURE AND ANY ACCOMMODATIONS MADE TO ADDRESS ACCESS ISSUES FOR LOW INCOME INDIVIDUALS AND FAMILIES.

MACLT collects a monthly land lease fee from its members. Homeownership through the Land Trust will save the home a typical homeowner \$100,000 in principal, interest, and tax payments over the course of a 30 year loan.

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28. DEMOGRAPHICS

Complete the following chart for unduplicated participants served by this program in 2009. Indicate the number and percentage for the following characteristics. For new programs, please estimate projected participant numbers and descriptors.

PARTICIPANT DESCRIPTOR	#	%	PARTICIPANT DESCRIPTOR	#	%
TOTAL	0	0%	AGE		
MALE	0	0%	<2	0	0%
FEMALE	0	0%	2 - 5	0	0%
UNKNOWN/OTHER	0	0%	6 - 12	0	0%
			13 - 17	0	0%
			18 - 29	0	0%
			30 - 59	0	0%
			60 - 74	0	0%
			75 & UP	0	0%
			TOTAL AGE	0	0%
			RACE		
			WHITE/CAUCASIAN	0	0%
			BLACK/AFRICAN AMERICAN	0	0%
			ASIAN	0	0%
			AMERICAN INDIAN/ALASKAN NATIVE	0	0%
			NATIVE HAWAIIAN/OTHER PACIFIC ISLANDER	0	0%
			MULTI-RACIAL:	0	0%
			Black/AA & White/Caucasian	0	0%
			Asian & White/Caucasian	0	0%
			Am Indian/Alaskan Native & White/Caucasian	0	0%
			Am Indian/Alaskan Native & Black/AA	0	0%
			BALANCE/OTHER	0	0%
			TOTAL RACE	0	0%
			ETHNICITY		
			HISPANIC OR LATINO	0	0%
			NOT HISPANIC OR LATINO	0	0%
			TOTAL ETHNICITY	0	0%
			PERSONS WITH DISABILITIES	0	0%
			RESIDENCY		
			CITY OF MADISON	0	0%
			DANE COUNTY (NOT IN CITY)	0	0%
			OUTSIDE DANE COUNTY	0	0%
			TOTAL RESIDENCY	0	0%

Note: Race and ethnic categories are stated as defined in HUD standards

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29. PROGRAM OUTCOMES

Number of unduplicated individual participants served during 2009.	0
Total to be served in 2011.	4

Complete the following for each program outcome. No more than two outcomes per program will be reviewed.
If applying to OCS, please refer to your research and/or posted resource documents if appropriate.
Refer to the instructions for detailed descriptions of what should be included in the table below.

Outcome Objective # 1:	Prevent a household foreclosure through a program of principal-reduction via land purchase.
Performance Indicator(s):	Household can afford the Land Trust-adjusted principal payment, in terms of new monthly payments.

Proposed for 2011:	Total to be considered in perf. measurement	4	Targeted % to meet perf. measures	25%
			Targeted # to meet perf. measure	1
Proposed for 2012:	Total to be considered in perf. measurement	4	Targeted % to meet perf. measures	25%
			Targeted # to meet perf. measure	1

Explain the measurement tools or methods:	Affordability for low-income families usually depends upon the monthly housing payment. This program attempts to liberate a portion of a household's monthly cash flow.
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Outcome Objective # 2:	
Performance Indicator(s):	

Proposed for 2011:	Total to be considered in perf. measurement		Targeted % to meet perf. measures	0%
			Targeted # to meet perf. measure	0
Proposed for 2012:	Total to be considered in perf. measurement		Targeted % to meet perf. measures	0%
			Targeted # to meet perf. measure	0

Explain the measurement tools or methods:	
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1. AGENCY CONTACT INFORMATION

Organization	Madison Area Community Land Trust		
Mailing Address	200 N. Blount St., Madison, WI 53703		
Telephone	608-280-0131		
FAX	608-442-9528		
Admin Contact	Michael Carlson		
Financial Contact	Michael Carlson		
Website	www.affordablehome.org		
Email Address	michael@affordablehome.org		
Legal Status	Private: Non-Profit		
Federal EIN:	39-1680095		
State CN:			
DUNS #			

2. CONTACT INFORMATION

A	MACLT Stewardship Fund		
	Contact:	Michael Carlson	Phone: 608-280-0131 Email: michael@affordablehome.org
B	MACLT Deep Green Retrofit program		
	Contact:	Michael Carlson	Phone: 608-280-0131 Email: michael@affordablehome.org
C	MACLT Foreclosure Prevention Fund		
	Contact:	Michael Carlson	Phone: 608-280-0131 Email: michael@affordablehome.org
D	MACLT Acquisition Fund		
	Contact:	Michael Carlson	Phone: 608-280-0131 Email: michael@affordablehome.org
E	MACLT Passive House program		
	Contact:	Michael Carlson	Phone: 608-280-0131 Email: michael@affordablehome.org
F	Program F		
	Contact:		Phone: Email:
G	Program G		
	Contact:		Phone: Email:
H	Program H		
	Contact:		Phone: Email:
I	Program I		
	Contact:		Phone: Email:
J	Program J		
	Contact:		Phone: Email:
K	Program K		
	Contact:		Phone: Email:
L	Program L		
	Contact:		Phone: Email:

3. AGENCY REVENUE DETAILED BY PROGRAM

REVENUE SOURCE	2009 ACTUAL	2010 BUDGET	2011 PROPOSED	2011 PROPOSED PROGRAMS			
				A	B	C	D
DANE CO HUMAN SVCS		0	0	0	0	0	0
DANE CO CDBG		0	20,000	4,000	4,000	4,000	4,000
MADISON-COMM SVCS		0	0	0	0	0	0
MADISON-CDBG		109,000	325,950	97,950	60,000	54,000	54,000
UNITED WAY ALLOC	6,500	10,050	6,500	1,300	1,300	1,300	1,300
UNITED WAY DESIG		0	0	0	0	0	0
OTHER GOVT		0	0	0	0	0	0
FUNDRAISING DONATIONS	7,880	3,950	7,760	1,600	1,520	1,520	1,520
USER FEES	42,000	42,000	43,800	8,760	8,760	8,760	8,760
OTHER	13,750	109,570	185,000	0	90,000	0	0
TOTAL REVENUE	70,130	274,570	589,010	113,610	165,580	69,580	69,580

REVENUE SOURCE	2011 PROPOSED PROGRAMS CONT.						
	E	F	G	H	I	J	K
DANE CO HUMAN SVCS	0	0	0	0	0	0	0
DANE CO CDBG	4,000	0	0	0	0	0	0
MADISON-COMM SVCS	0	0	0	0	0	0	0
MADISON-CDBG	60,000	0	0	0	0	0	0
UNITED WAY ALLOC	1,300	0	0	0	0	0	0
UNITED WAY DESIG	0	0	0	0	0	0	0
OTHER GOVT	0	0	0	0	0	0	0
FUNDRAISING DONATIONS	1,600	0	0	0	0	0	0
USER FEES	8,760	0	0	0	0	0	0
OTHER	95,000	0	0	0	0	0	0
TOTAL REVENUE	170,660	0	0	0	0	0	0

REVENUE SOURCE	2011 PROPOSED PROGRAMS CONT.						
	L						Non-City
DANE CO HUMAN SVCS	0						0
DANE CO CDBG	0						0
MADISON-COMM SVCS	0						0
MADISON-CDBG	0						0
UNITED WAY ALLOC	0						0
UNITED WAY DESIG	0						0
OTHER GOVT	0						0
FUNDRAISING DONATIONS	0						0
USER FEES	0						0
OTHER	0						0
TOTAL REVENUE	0						0

AGENCY ORGANIZATIONAL PROFILE

4. AGENCY MISSION STATEMENT

Madison Area Community Land Trusts promotes permanently affordable housing for income-qualified seeking to buy their first home.

5. AGENCY EXPERIENCE AND QUALIFICATIONS

MACLT enjoys 20 years of experience providing permanently affordable housing for the good families of Madison. The Land Trust currently includes 64 households: 30 town homes within the award-winning Troy Gardens Co-housing community; 15 condominium homes at Anniversary Court on Madison's far east side; 13 single-family homes in the Camino del Sol neighborhood in Madison's north side; and 6 single-family, scattered homes located throughout the City. MACLT enjoys the support and counsel of seasoned Board members, and renews itself on the energy of more recent representatives, all drawn from housing, policy and development professionals, as well as 30% representation by current MACLT homeowners. MACLT wishes a warm farewell to former executive director Greg Rosenberg as he assumes a directorship with the National Community Land Trust Network. Incoming director Michael Carlson brings 10 years of affordable housing construction and development experience to his work with the Land Trust, having served on staff for five years building homes with the young people at Operation Fresh Start, as well as ten years combined experience as a volunteer and staff member in charge of land acquisition and project development for Habitat for Humanity of Dane County. MACLT submits its proposal against a backdrop of a negotiation for corporate affiliation with the good folks at Commonwealth Development. Both Boards intend the affiliation to provide the long-term structural support needed to ensure the integrity of MACLT's 98-year-long land leases. Nevertheless, MACLT plans to develop the new opportunities for permanently affordable housing latent within the Land Trust model, while building upon its history of successes.

6. AGENCY GOVERNING BODY

How many Board meetings were held in 2009?	8
How many Board meetings has your governing body or Board of Directors scheduled for 2010?	10
How many Board seats are indicated in your agency by-laws?	15

Please list your current Board of Directors or your agency's governing body.

Name	Laura Guyer - President			
Home Address	3637 Dawes St., Madison			
Occupation	Conservation Fund Manager, Dane Co.			
Representing				
Term of Office	2 years	From:	01/2010	To: 12/2011
Name	Joann Kelley - Vice President			
Home Address	4333 Crawford Drive, Madison			
Occupation	Director of Residential Services, MG&E			
Representing				
Term of Office	2 years	From:	01/2009	To: 12/2010
Name	Eric Kestin - Secretary			
Home Address	11 Anniversary Court, Madison			
Occupation	Department of Civil Rights, City of Madison			
Representing	MACLT home owner			
Term of Office	2 years	From:	01/2010	To: 12/2011
Name	Ted Gunderson - Treasurer			
Home Address	570 Harvest Lane, Monona			
Occupation	VP Business Banking, Monona State Bank			
Representing				
Term of Office	2 years	From:	01/2009	To: 12/2010
Name	Bert Zipperer			
Home Address	1337 Jenifer St., Madison			
Occupation	Counselor, MMSD			
Representing				
Term of Office	2 years	From:	01/2010	To: 12/2011
Name	Bill Perkins			
Home Address	731 Copeland, Madison			
Occupation	Executive Director, WPHD			
Representing				
Term of Office	2 years	From:	01/2010	To: 12/2011
Name	Carol Samuel			
Home Address	560 Troy Drive, Madison			
Occupation	Teacher, MMSD			
Representing	MACLT home owner			
Term of Office	2 years	From:	01/2009	To: 12/2010
Name	Connie Kilmark			
Home Address	1802 Winnebago, Madison			
Occupation	Financial Counselor			
Representing				
Term of Office	2 years	From:	01/2010	To: 12/2011

AGENCY GOVERNING BODY cont.

Name	David Marshall			
Home Address	574 Troy Drive, Madison			
Occupation	Joining Forces for Families, Dane Co.			
Representing	MACLT Homeowner			
Term of Office	2 years	From:	01/2009	To: 12/2010
Name	Diane Schobert			
Home Address	Marshall, WI			
Occupation	Business Development Director, WHEDA			
Representing				
Term of Office	2 years	From:	01/2010	To: 12/2011
Name	Robert Paulino			
Home Address	825 Troy Drive, Madison			
Occupation	Legislative Reference Bureau, State of Wisconsin			
Representing	MACLT Homeowner			
Term of Office	2 years	From:	01/2010	To: 12/2011
Name	Tom Dunbar			
Home Address	N/A			
Occupation	Executive Director, Center for Resilient Cities			
Representing				
Term of Office	2 years	From:	01/2010	To: 12/2011
Name	Lisa Seidel			
Home Address	166 Talmadge, Madison			
Occupation	Sales Manager, Hyatt Hotel			
Representing				
Term of Office	2 years	From:	01/2010	To: 12/2011
Name	Niel Moser			
Home Address	5221 Hedden Ct., Middleton			
Occupation	Mortgage broker			
Representing				
Term of Office	2 years	From:	01/2010	To: 12/2011
Name				
Home Address				
Occupation				
Representing				
Term of Office		From:	mm/yyyy	To: mm/yyyy
Name				
Home Address				
Occupation				
Representing				
Term of Office		From:	mm/yyyy	To: mm/yyyy
Name				
Home Address				
Occupation				
Representing				
Term of Office		From:	mm/yyyy	To: mm/yyyy

AGENCY GOVERNING BODY cont.

Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

To: mm/yyyy

Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

To: mm/yyyy

Name

Home Address

Occupation

Representing

Term of Office

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To: mm/yyyy

Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

To: mm/yyyy

Name

Home Address

Occupation

Representing

Term of Office

From: mm/yyyy

To: mm/yyyy

7. STAFF-BOARD-VOLUNTEER DEMOGRAPHICS

Indicate by number the following characteristics for your agency's current staff, board and volunteers.

Refer to application instructions for definitions. You will receive an "ERROR" until completing the demographic information.

DESCRIPTOR	STAFF		BOARD		VOLUNTEER	
	Number	Percent	Number	Percent	Number	Percent
TOTAL	1	100%	15	100%	2	100%
GENDER						
MALE	1	100%	9	60%		0%
FEMALE	0	0%	6	40%	2	100%
UNKNOWN/OTHER	0	0%	0	0%	0	0%
TOTAL GENDER	1	100%	15	100%	2	100%
AGE						
LESS THAN 18 YRS	0	0%	0	0%	0	0%
18-59 YRS	1	100%	14	93%	2	100%
60 AND OLDER	0	0%	1	7%	0	0%
TOTAL AGE	1	100%	15	100%	2	100%
RACE*						0
WHITE/CAUCASIAN	1	100%	15	100%	1	50%
BLACK/AFRICAN AMERICAN	0	0%	0	0%	0	0%
ASIAN	0	0%	0	0%	0	0%
AMERICAN INDIAN/ALASKAN NATIVE	0	0%	0	0%	0	0%
NATIVE HAWAIIAN/OTHER PACIFIC ISLANDER	0	0%	0	0%	0	0%
MULTI-RACIAL:	0	0%	0	0%	1	50%
Black/AA & White/Caucasian	0	0%	0	0%	1	100%
Asian & White/Caucasian	0	0%	0	0%	0	0%
Am Indian/Alaskan Native & White/Caucasian	0	0%	0	0%	0	0%
Am Indian/Alaskan Native & Black/AA	0	0%	0	0%	0	0%
BALANCE/OTHER	0	0%	0	0%	0	0%
TOTAL RACE	1	100%	15	100%	2	100%
ETHNICITY						
HISPANIC OR LATINO	0	0%	0	0%	1	50%
NOT HISPANIC OR LATINO	1	100%	15	100%	1	50%
TOTAL ETHNICITY	1	100%	15	100%	2	100%
PERSONS WITH DISABILITIES	0	0%	0	0%	0	0%

*These categories are identified in HUD standards.

8. AGENCY EXPENSE BUDGET

This chart describes your agency's total expense budget for 3 separate years.

Where possible, use audited figures for 2009 Actual. The 2010 Budget and 2011 Proposed Budget will autofill from information you provided elsewhere in the application.

Account Description	2009 ACTUAL	2010 BUDGET	2011 PROPOSED
A. PERSONNEL			
Salary	74,165	35,000	60,665
Taxes	6,500	3,750	4,550
Benefits	5,750	11,100	11,100
SUBTOTAL A.	86,415	49,850	76,315
B. OPERATING			
All "Operating" Costs	53,900	21,830	44,515
SUBTOTAL B.	53,900	21,830	44,515
C. SPACE			
Rent/Utilities/Maintenance	10,160	5,640	6,120
Mortgage (P&I) / Depreciation / Taxes	0	0	0
SUBTOTAL C.	10,160	5,640	6,120
D. SPECIAL COSTS			
Assistance to Individuals	0	0	0
Subcontracts, etc.	0	6,750	0
Affiliation Dues	0	0	0
Capital Expenditure	74,000	100,000	185,000
Costs of good sold	0	90,500	277,060
SUBTOTAL D.	74,000	197,250	462,060
SPECIAL COSTS LESS CAPITAL EXPENDITURE	0	97,250	277,060
TOTAL OPERATING EXPENSES	150,475	174,570	404,010
E. TOTAL CAPITAL EXPENDITURES	74,000	100,000	185,000

9. PERSONNEL DATA: List Percent of Staff Turnover

100.0%

Divide the number of resignations or terminations in calendar year 2009 by total number of budgeted positions.

Do not include seasonal positions. Explain if you had a 20% or more turnover rate in a certain staff position/category.

Discuss any other noteworthy staff retention issues, or policies to reduce staff turnover.

100%: Associate Director Mary Myers left in early 2009 to pursue a different job opportunity, and Executive Director Greg Rosenberg left the Land Trust to assume a directorship with the National Academy of Community Land Trusts.

10. PERSONNEL DATA: Personnel Schedule

List each individual staff position by title. Seasonal Employees should be entered at the bottom.

Indicate if the position meets the Living Wage Exception with an asterisk (*).

Indicate the number of 2011 Proposed Full-Time Equivalents (FTEs) in each staff position, across all agency programs.

Indicate the total salaries for all FTEs in that staff position. Do NOT include payroll taxes or benefits in this table.

Staff Position/Category	2010		2011		Hourly Wage	A FTE	B FTE	C FTE
	Est. FTE	Est. Salary	Proposed FTE	Proposed Salary				
Executive Director	1.00	35,000	5.00	60,665	0.00	1.00	1.00	1.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
	0.00	0	0.00	0	0.00	0.00	0.00	0.00
TOTAL	1.00	35,000	5.00	60,665		1.00	1.00	1.00

TOTAL PERSONNEL COSTS: 60,665

Seasonal/Project Employee ONLY	Nbr of Weeks	Total Hours	Hourly Wage	Seasonal Earnings		A	B	C
						# HRS	# HRS	# HRS
	0	0	0.00	0		0.00	0.00	0.00
	0	0	0.00	0		0.00	0.00	0.00
	0	0	0.00	0		0.00	0.00	0.00
	0	0	0.00	0		0.00	0.00	0.00
	0	0	0.00	0		0.00	0.00	0.00
TOTAL	0	0		0		0.00	0.00	0.00

ORGANIZATION:

Madison Area Community Land Trust

PROGRAM BUDGET

1. 2010 BUDGETED

REVENUE SOURCE	SOURCE TOTAL	ACCOUNT CATEGORY			
		PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0				
DANE CO CDBG	0				
UNITED WAY ALLOC	6,650	2,040	1,190	170	3,250
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT	0	0	0	0	0
FUNDRAISING DONATIONS	3,950	0	1,250	2,700	0
USER FEES	21,000	12,600	7,350	1,050	0
OTHER	95,000				95,000
TOTAL REVENUE	126,600	14,640	9,790	3,920	98,250

2. 2011 PROPOSED BUDGET

REVENUE SOURCE	SOURCE TOTAL	ACCOUNT CATEGORY			
		PERSONNEL	OPERATING	SPACE	SPECIAL COSTS
DANE CO HUMAN SVCS	0				
DANE CO CDBG	0				
UNITED WAY ALLOC	0				
UNITED WAY DESIG	0				
OTHER GOVT*	0				
FUNDRAISING DONATIONS	0				
USER FEES	0				
OTHER**	0				
TOTAL REVENUE	0	0	0	0	0

*OTHER GOVT 2011

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
TOTAL	0	

**OTHER 2011

Source	Amount	Terms
	0	
	0	
	0	
	0	
TOTAL	0	