

ORGANIZATION:	Madison Area Community Land Trust
PROGRAM/LETTER:	B MACLT Deep Green Retrofit program

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	109,000	6,000	3,500	500	99,000
UNITED WAY ALLOC	3,400	2,040	1,190	170	
UNITED WAY DESIG	0	0	0	0	0
OTHER GOVT	0	0	0	0	0
FUNDRAISING DONATIONS	0	0			0
USER FEES	21,000	12,600	7,350	1,050	0
OTHER	14,570	14,570		0	
TOTAL REVENUE	147,970	35,210	12,040	1,720	99,000

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	60,000	5,400	3,150	450	51,000
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**	90,000				90,000
TOTAL REVENUE	165,580	14,796	8,631	1,153	141,000

*OTHER GOVT 2011

Source	Amount	Terms
	0	
	0	
	0	
	0	
	0	
TOTAL	0	

**OTHER 2011

Source	Amount	Terms
Construction Loan	90,000	MSB Loan @ 5.5%/1 year
	0	
	0	
	0	
	0	
TOTAL	90,000	

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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	

ORGANIZATION:
PROGRAM/LETTER:
PRIORITY STATEMENT:

Madison Area Community Land Trust
B MACLT Deep Green Retrofit program
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.

The houses MACLT can afford to buy for rehab are typically old, energy-inefficient, and in need of substantial capital improvements. The Land Trust can spend money deliberately today, to ensure the long-term viability, livability and affordability of the homes it will steward for the next 98 years.

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

The Deep Green Retrofit program proposes to take old homes and prepare them for the next generations of occupancy and life. MACLT's retrofit project at 709 Gannon Ave. -- funded thanks to the CDBG program -- offers a template for the work MACLT proposes to carry out with the CDBG funds. MACLT will use Block Grant money to reconstruct and modernize the home's envelope; to rebuild roofs to allow passive-solar gain; to thoroughly and skillfully insulate the home to promote energy conservation and affordable bills; and to restructure the home's interiors as needed to ensure accessibility, durability, and comfort. In general, the Deep Green Retrofit program will bring old homes to life, by treating the house as a dynamic system to be optimized and made more logical in its livability.

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 proposes to acquire, retrofit, and sell two homes to income-qualified households. MACLT tends to sell homes to households with one to four occupants, and will offer the program based upon opportunity and homebuyer preference.

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

The Deep Green Retrofit program will act upon finding a family committed to working with the Land Trust in the purchase of their home. The development of their home will be integrated within the daily work routine of the Land Trust.

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

All MACLT households earn 80% or less of Dane County's median income. MACLT welcomes the opportunity to design and restructure the home as needed to serve a given household.

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

MACLT will focus its acquisition search in older, working-class neighborhoods. It hopes to find homes close to urban amenities and services, and that enjoy workable siting and grades.

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

MACLT will meet personally with any interested families, and work on their behalf to investigate and offer them affordable, feasible home ownership opportunities. MACLT reaches out to families through the word-of-mouth of its household members. It maintains an active Facebook page, advertises on Craigslist, the MLS and FASBOMadison.com, and describes Land Trust housing opportunities on its website. The ED is reworking the website to make it more user-friendly for potential home buyers. MACLT maintains a membership with the New Homebuyer's Roundtable, and is working with Roundtable members to develop a docket of homeowners interested in partnering with the Land Trust.

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

MACLT has been working closely with residential-energy-services staff from MG&E to develop the specifications of its retrofit program. MACLT enlists Wisconsin Energy Conservation Corp. and Focus on Energy field reps for third-party site evaluations to inventory and to prioritize opportunities for capital improvements. The Land Trust has been working to create relationships with potential sweat-equity contributors like Operation Fresh Start, MATC and LaFollete High School, to offer its projects as work/study opportunities, and to infuse as much sweat-equity value as possible into the project, to preserve as much cash as possible for materials.

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

MACLT hopes to enlist the sweat-equity contributions of student building programs like that at LaFollete High School or MACLT, and use the building sites as service or work-learning opportunities.

15. Number of volunteers utilized in 2010?

2
0

Number of volunteer hours utilized in this program in 2010?

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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.

MACLT's explanatory and application materials have been translated into Spanish, and MACLT will find translators or family advocates to work successfully with any non-English speaking households. MACLT will encourage housing counsellors, lenders, and brokers to direct non-English households to the Land Trust.

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

The Land Trust has built and provided affordable homes to the good families in Madison, for the last 20 years. Along with its accumulated housing development experience, MACLT embarks on its Retrofit program fresh from the experience of MACLT's project at 709 Gannon, where, in partnership with Operation Fresh Start and MG&E, the Land Trust has developed its Retrofit specifications. ED Michael Carlson has built affordable, durable, energy-efficient housing in Madison for the last ten years, often from the ground up and with unskilled or volunteer labor, and is an able builder, draftsman, and housing developer.

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

MACLT is a certified building contractor registered with the State of Wisconsin. ED Michael Carlson holds Dwelling Contractor Qualifier certification on behalf of the agency.

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

Staff Title	FTE	City \$	Qualifications
Executive Director	1	Yes	Single-family affordable housing development experience

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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?

MACLT logs time and distributes costs proportionately.
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23. PROGRAM ACTIVITIES: Describe activities/benchmarks by timeline to illustrate how your program will be implemented.

Activity Benchmark	Est. Month of Completion
Cultivate and qualify home buyer	March
Site search and acquisition	May
Predevelopment and permitting	July
Build-out	March, 2012
Closing	April, 2012

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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.

MACLT staff have written building specification manuals tailored to the needs of affordable housing non-profits, which ensure a durable, energy-efficient, comfortable home scaled to the budgets of income-qualified home buyers. MACLT exploits and integrates strategies of land ownership, sweat-equity contributions of labor, and home layout to offer the best housing product available within the parameters of the Land Trust program. The Retrofit program will draw upon the discoveries of two decades of building science, which in practice focus on the home as a system that can be optimized in terms of site, structure, weatherization, and finish. MACLT tailors its construction specifications to best take advantage of the infusion of sweat-equity value into a project, to infuse as much value per dollar invested into the project. And MACLT continually evaluates its own ownership and resale model to deepen the affordability of its homes.

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
- Other

X

26. HOW IS THIS INFORMATION CURRENTLY COLLECTED?

MACLT staff work directly with partner families to collect information regarding household wages, support income, and other assets and liabilities. Family financial information is checked against the HUD qualification spreadsheet to determine eligibility.

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

MACLT sells the house but lends the land to homebuyers. MACLT collects a monthly land lead fee from its member households. When the aggregate land lease fees are balanced against the savings in the initial volume of the household's mortgage, and the mortgage's associated interest costs, as well as the property tax advantages enjoyed by MACLT properties, a MACLT household can expect to save up to \$100,000 in housing payments over the life of a 30 year mortgage.

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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: MACLT acquires, retrofits, and sells an Energy Star-certified home.

Performance Indicator(s): Proposed scope-of-work pre-qualifies house for Energy Star certification, via energy modelling by a third-party analyst.

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

Explain the measurement tools or methods: Homes qualify for Energy Star certification by meeting performance standards measured and evaluated by a third-party analyst. MACLT intends to exceed Energy Star standards.

Outcome Objective # 2: MACLT adapts a home as needed to meet a household's needs.

Performance Indicator(s): Committed homebuyer participates in the development of their home.

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

Explain the measurement tools or methods: MACLT will solicit feedback throughout the project development phase, to ensure the home buyer feels ownership from the day the commit to buying a home with the Land Trust.

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

From: mm/yyyy

To: mm/yyyy

Name

Home Address

Occupation

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Term of Office

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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

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.

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	