## Community Land Trust Two-Tier Model

Community ownership of land for homes, farms and businesses to protect strategic land assets, cultivate diversity and build resilience

### Regional CLT 501(c)(3)
Not allowed to apply buyer selection criteria or give equity

- Main purpose is education and fundraising
  - Three-part board of trustees with one-third member elected, one-third leaseholder elected and one-third professional experts appointed by the other two-thirds

- Education programs, research and development of prototypes
  - Building public awareness of community land trusts and generating demand for their solutions
  - Center of expertise offering technical support and administrative services to Local CLTs
  - Modeling innovative applications of community ownership of land

- Fundraising and solicitation of gifts of land
  - Establishing a culture of philanthropy around community ownership of land
  - Popularizing the bequest of land to the community

- Income stream from profits of the Local CLTs

### Local CLT 501(c)(2)
Not allowed to receive tax deductible donations

- Main purpose is holding title to land and managing land leases
  - Controlled by the Regional CLT
  - Two-thirds same board as Regional CLT with one-third Local CLT leaseholder

- Managing purchase and sale, land rent collection and lease compliance

- Developing and implementing buyer selection criteria to meet community goals
  - Residency-based criteria for local owner occupancy requirements
  - Skills-based criteria for farmers and workforce
  - Income-based criteria for affordable housing
  - Role-based criteria for co-ops, makers’ space

- Developing and implementing re-sale formulas to enable owner equity while preserving affordability

- All Local CLT income after expenses is turned over to the Regional CLT

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