### FUNDING AGREEMENT FOR FISCAL YEAR 2021-2022 BETWEEN THE DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY AND DELRAY BEACH COMMUNITY LAND TRUST, INC.

THIS AGREEMENT is made this \_\_\_\_\_\_day of \_\_\_\_\_\_\_, 2021 by and between the DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY, a public body corporate and politic, duly created and operated pursuant to Chapter 163, *Florida Statutes*, (hereinafter referred to as "CRA"), and DELRAY BEACH COMMUNITY LAND TRUST, INC. a Florida not-for-profit corporation, (hereinafter referred to as the "DBCLT").

### WITNESSETH:

WHEREAS, increasing affordable housing opportunities within the Delray Beach Community Redevelopment Area is essential to the CRA's redevelopment plan and

WHEREAS, the CRA Board finds that the services and programs provided by the DBCLT further the goals and objectives of the CRA as contained in the Community Redevelopment Plan, and are in the best interest of the CRA; and

WHEREAS, the CRA will provide funding to the DBCLT, pursuant to the terms and conditions of this Agreement, in order to assist the DBCLT with activities that address the goals and objectives contained in the CRA's Community Redevelopment Plan, and the needs and priorities defined by the CRA in the CRA's "A-GUIDE: *Achieving Goals Using Impact Driven Evaluation,*" for which the DBCLT has applied and which have been awarded according to procedures specified in the A-GUIDE; and

WHEREAS, the CRA finds that this Agreement serves a municipal and public purpose, is consistent with the Community Redevelopment Plan, and conforms with the requirements of Florida law.

**NOW, THEREFORE**, in consideration of the mutual covenants and promises herein contained, the parties hereby agree as follows:

1. The recitations set forth above are hereby incorporated herein by reference.

2. The term of this Agreement shall commence upon execution by both parties. The Agreement shall continue in full force and effect until September 30, 2022.

The CRA shall provide funding to the DBCLT in an amount not to exceed 3. One Hundred Ninety-Two Thousand Eight Hundred Fifteen and 00/100 Dollars (\$192,815) (the "Funding Amount"). The funds are to be used by the **DBCLT** to support its organizational operations, and for the purpose of providing community programs in conformance with the programs/projects within the CRA district Quarterly payments in an amount not to specified in the A-GUIDE documents. exceed Forty-Eight Thousand Two Hundred Three and 75/100 Dollars (\$48,203.75) shall be made by the CRA to the DBCLT. The CRA has the right to withhold the guarterly payment until receipt of documentation from the **DBCLT**, and until the CRA receives all additional information from the DBCLT that the CRA deems necessary, in its sole and absolute discretion, to analyze the **DBCLT's** financial position.

4. Prior to the issuance of quarterly payments by the **CRA** for Fiscal Year 2021-2022, as specified in this Agreement, **DBCLT** shall provide quarterly program budget and narrative reports to the **CRA**. **DBCLT** shall use the form, attached as Exhibit "A", in order to document the **DBCLT's** expenditure of funds and the **DBCLT's** progress towards outcomes projected in the Goals & Outcomes Report and Budget. The **DBCLT** will also be required to submit a Quarterly Balance Sheet. In addition, the

DBCLT may be required to present a quarterly update to the **CRA** Board upon request. The program budget and narrative reports shall be provided to the **CRA** no later than January 31, 2022, April 30, 2022, July 31, 2022 and October 31, 2022. In addition, the **CRA** may request that the **DBCLT** provide any additional information that the **CRA** deems necessary in order to fully evaluate the **DBCLT's** performance and financial status. The payment will not be released to the **DBCLT** until the **CRA** receives the report and any additional information requested.

5. In the event the **DBCLT** does not expend funds in accordance with its approved A-GUIDE funding application, attached as Exhibit "B", the **CRA** shall provide written notice to the **DBCLT** of such deficiency(ies), and the **DBCLT** shall have fourteen (14) days from receipt of the notice to cure the deficiency(ies) to the satisfaction of the **CRA**. Should the **DBCLT** fail to cure such deficiency(ies) to the satisfaction of the **CRA**, the **CRA** shall be entitled to recoup the portion of the Funding Amount allocated and/or already disbursed to the **DBCLT**, under the terms of this Agreement. The **CRA** shall have sole and absolute discretion with respect to the determination as to whether **DBCLT** is expending funds in accordance with its approved A-GUIDE funding application.

6. The **DBCLT** shall insure that all publicity, public relations, advertisements and signs recognize the **CRA** for the support of all activities conducted with the funds provided by the **CRA**, including sponsorship of holiday activities. The use of the **CRA** logo is permissible, but all signs or other advertising materials used to publicize **CRA** funded activities must be approved by the **CRA** prior to being utilized. Upon request by

the **CRA**, the **DBCLT** shall provide proof of the use of the **CRA** logo as required by this paragraph for projects funded pursuant to this Agreement.

7. Both the **CRA** and the **DBCLT** agree that the **DBCLT** shall at all times act as an independent contractor in the performance of its duties under this Agreement Accordingly, the **DBCLT** shall be responsible for the payment of all taxes including Federal and State taxes arising out of the **DBCLT**'s activities in accordance with this Agreement including by way of illustration but not limitation, Federal income tax, Social Security tax, Unemployment Insurance taxes, and any other taxes or business license fees as may be lawfully required.

8. The **DBCLT** hereby gives the **CRA**, through any authorized representative, upon reasonable notice, access to and the right to examine all records, books, papers, or documents relating to the funding provided pursuant to this Agreement. The **DBCLT** hereby agrees to maintain books, records and documents in accordance with accounting procedures and practices which sufficiently and properly reflect all expenditures of funds provided by the **CRA** under this Agreement in accordance with the Florida Public Record Laws as provided in Chapter 119, Florida Statutes, as may be amended from time to time. The **DBCLT** hereby agrees that if it has caused any funds to be expended in violation of this Agreement, it shall be responsible to refund such monies in full to the **CRA**, or if this Agreement is still in force, any subsequent request for payment shall be withheld by the **CRA**.

9. No prior or present agreements or representations with regard to any subject matter contained within this Agreement shall be binding on any party unless

included expressly in this Agreement. Any modification to this Agreement shall be in writing and executed by the parties.

10. The validity of any portion, article, paragraph, provision, clause, or any portion thereof of this Agreement shall have no force and effect upon the validity of any other part of portion hereof.

11. This Agreement shall be governed by and in accordance with the Laws of Florida. The venue for any action arising from this Agreement shall be in Palm Beach County, Florida.

12. If the **CRA** determines pursuant to the A-GUIDE Logic Model and Evaluation Plan that the **DBCLT** is not achieving the stated impacts and outcomes, or is otherwise not furthering the **CRA's** goals and objectives, the **CRA** shall provide written notice to the **DBCLT** of such deficiency(ies), and the **DBCLT** shall have fourteen (14) days from receipt of the notice to cure the deficiency(ies) to the satisfaction of the **CRA**. Should the **DBCLT** fail to cure such deficiency(ies) to the satisfaction of the **CRA**, the **CRA** Board has the right to void the Agreement immediately after delivery of written notice to **DBCLT**. The **CRA's** Board shall have sole and absolute discretion with respect to the determination as to whether **DBCLT** is filling the **CRA's** goals and objectives.

13. Notices pursuant to this Agreement shall be given by deposit in the custody of the United States Postal Service, postage prepaid, addressed as follows:

CRA: Renée A. Jadusingh, Esq., Executive Director 20 N. Swinton Avenue Delray Beach, FL 33444 Telephone No.: (561) 276-8640 Facsimile No.: (561) 276-8558

{00396213.2 655-0600180}

- DBCLT: Evelyn Dobson, Chief Executive Officer 145 SW 12<sup>th</sup> Ave Delray Beach, Florida 33444 Telephone No.: (561) 243-7500
- 14. <u>PUBLIC RECORDS</u>. **DBCLT** shall comply with the applicable provisions of

Chapter 119, Florida Statutes. Specifically, **DBCLT** shall:

(a) Keep and maintain public records required by the **CRA** to perform under this Agreement.

(b) Upon request from the **CRA**'s custodian of public records, provide the **CRA** with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law.

(c) Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Agreement term and following completion of the Agreement if the **DBCLT** does not transfer the records to the **CRA**.

(d) Upon completion of this Agreement, transfer, at no cost, to the public agency all public records in possession of the **DBCLT** or keep and maintain public records required by the public agency to perform the service. If the contractor transfers all public records to the **CRA** upon completion of the Agreement, the contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the **DBCLT** keeps and maintains public records upon completion of the Agreement, the contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the public agency, upon request from the **CRA**'s custodian of public records, in a format that is compatible with the information technology systems of the public agency.

# IF THE DBCLT HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE DBCLT'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT:

# CHRISTINE TIBBS 561-276-8640 TIBBSC@MYDELRAYBEACH.COM 20 NORTH SWINTON AVENUE DELRAY BEACH, FLORIDA 33444

15. Neither the **CRA** nor the **DBCLT** shall assign or transfer any rights or interest in this Agreement.

16. This Agreement shall not be valid until signed by the **CRA** Chair.

(This Space is Intentionally Blank; Signature Page to Follow)

IN WITNESS WHEREOF, the DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY and DELRAY BEACH COMMUNITY LAND TRUST, INC. have made and executed this Agreement and have hereunto set its hand the day and year written above.

ATTEST:

DELRAY BEACH COMMUNITY LAND TRUST, INC., a Florida Not-for-profit Corporation

By: \_\_\_\_\_

Print Name: \_\_\_\_\_

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

DELRAY BEACH COMMUNITY REDEVELOPMENT AGENCY

By: \_\_\_

Shirley E. Johnson, Chair

ATTEST:

Renée A. Jadusingh, Esq. CRA Executive Director

APPROVED AS TO FORM:

**CRA Legal Advisor** 

### EXHIBIT "A" BUDGET AND NARRATIVE REPORT

Organization Name:	Delray Beach Community Land Trust Inc		
Executive Leader:	Evelyn S Dobson		
Key Financial Manager: Current FY 2020-2021 Total Organization	Evelyn S Dobson	•	
Budget:	\$727,200.00		
Program/Project A:	\$727,200.00		- TAULA
Program/Project B:	\$0.00		

				PROGRAM A					
INCOME	FY 2020-2021 TOTAL ORGANIZATION BUDGET		FY 2020-2021 ORGANIZATION BUDGET YEAR-TO-DATE (THRU 3/31/2021)		PROJE	FY 2021-2022 CTED ORGANIZATION BUDGET	FY 2021-2022 PROJECTED TOTAL PROGRAM BUDGET CRA FUNDS ONLY (A)		
Fees, Tickets, Registration, etc.		ALTERNA STATISTICS		A STATE SUPPORT					
Corporate Grants/Contributions									
Individual Donations									
Foundation Grants									
Government - Federal	-								
Government- Local/County									
Government- State								1	
In-Kind									
Interest Income									
Membership			-						
CRA Actual or Requested	\$	229,615.00	\$	114,807.50	\$	282,460.00	\$	282,460.00	
Other: Other Grant Funds	\$	17,500.00	\$	5,000.00	\$	15,000.00	\$	15,000.00	
Other: Member Donations	\$	-	Ś	15.00	\$	-	\$		
Other: Application Fees	\$	3,000.00	\$	3,511.00	\$	3,000.00	\$	3,000.00	
Other: Ground Lease Fees	\$	39,360.00	\$	19,504.29	\$	42,240.00	\$	42,240.00	
Other: Legal Fees	\$	750.00	\$	-	\$	300.00	\$	300.00	
Other: Developer Fees	\$	120,000.00	\$	13,200.00	\$	135,000.00	\$	135,000.00	
Other: Membership Fees	\$	200.00	\$	67.00	\$	300.00	\$	300.00	
Other: Proceeds From Sales	\$	30,000.00	\$	10,304.73	\$	24,000.00	\$	24,000.00	
Other: Rental Income-DBCLT	\$	65,800.00	\$	33,578.00	\$	66,400.00	\$	66,400.00	
Other: Rental Income-Palm Manor	\$	242,850.00	\$	106,002.42	\$		\$		
Other: Rental Income-SW 12th Duplexes	\$	124,225.00	\$	45,098.65	\$	131,600.00	\$	131,600.00	
Other: In-Kind-Office	\$	24,000.00	\$	12,000.00	\$	24,000.00	\$	24,000.00	
Other: Investment/Interest	\$	5,000.00	\$	1,172.87	\$	2,400.00	\$	2,400.00	
Other: Miscellaneous	\$	200.00	\$	3,299.37	\$	500.00	\$	500.00	
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TOTAL INCOME	\$	902,500.00	\$	367,560.83	\$	727,200.00	\$	727,200.00	
RA % of Total Income		25%	10.000	31%	14 15 7 × 15	39%	1.6	39%	
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#### NOTES:

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CRA % of projected Total Organization Income may not exceed 25% unless approved by CRA

Organization Name:	Delray Beach Community Land Trust Inc
Executive Leader:	Evelyn S Dobson
Key Financial Manager:	Evelyn S Dobson
Current FY 2020-2021 Total Organization	
Budget:	\$727,200.00
Program/Project A:	\$727,200.00
Program/Project B:	\$0.00

				PROGRAM A					
EXPENSES	FY 2020-2021 TOTAL ORGANIZATION BUDGET		FY 2020-2021 ORGANIZATION BUDGET YEAR-TO-DATE (THRU 3/31/2021)		PROJE	FY 2021-2022 ECTED ORGANIZATION BUDGET	FY 2020-2021 TOTAL PROGRAM BUDG USE OF CRA FUNDS ONL (A)		
Salaries & Related Taxes (list each									
position/title separately)									
Position: CEO-Chief Executive Officer	\$	140,918.00	\$	69,584.36	\$	140,918.00	\$	140,918.00	
Position: Housing Manager	\$	80,315.00	\$	36,542.00	\$	80,115.00	\$	80,115.00	
Position: Housing Coordinator	\$	47,902.00	\$	21,272.00	\$	47,902.00	\$	47,902.00	
Position: Administrative Assistant	\$	- 38,365.00	\$	17,194.00	\$	38,065.00	\$	38,065.00	
Position:		12						8. ju	
Position:									
Position:									
SUB-TOTAL SALARIES	\$	307,500.00	\$	144,592.36	\$	307,000.00	\$	307,000.00	
Fringe Benefits (list each position/title)									
Position: CEO-Chief Executive Officer	\$	36,300.00	\$	28,349.00	\$	32,300.00	\$	32,300.00	
Position: Housing Manager	\$	22,812.00	\$	14,343.16	\$	22,812.00	\$	21,112.00	
Position: Housing Coordinator	\$	10,832.00	\$	5,174.02	\$	9,632.00	\$	10,332.00	
Position: Administrative Assistant	\$	10,056.00	\$	4,104.06	\$	9,256.00	\$	10,256.00	
Position:									
Position: Position:	-								
						-			
SUB-TOTAL FRINGE BENEFITS Capital Expenditures (list each separately)	\$	80,000.00	\$	51,970.24	\$	74,000.00	\$	74,000.00	
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N/A	\$ \$	-				·			
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SUB-TOTAL CAPITAL EXPENDITURES	\$	-	\$		\$		\$		
Conferences & Meetings (list each	+		+		*		Ý		
separately)									
NeighborWorks	\$	1,000.00	\$	500.00	\$	1,000.00	Ś	1,000.00	
Florida Housing Coalition	\$		\$		\$	1,000.00	\$ \$ \$	1,000.00	
Florida Community Development	\$	750.00	\$		\$	750.00	\$	750.00	
Iorida Redevelopment Association	\$	750.00	\$	-	\$	750.00	\$	750.00	
Grounded Solutions Network (NCLT)	\$	1,500.00	\$	500.00	\$	1,500.00	\$	1,500.00	
SUB-TOTAL CONFERENCES & MEETINGS	\$	5,000.00	\$	1,612.53	\$	5,000.00	\$	5,000.00	

5 2 of 10

ح 3 of 10

Organization Name:	Delray Beach Community Land Trust Inc
Executive Leader:	Evelyn S Dobson
Key Financial Manager: Current FY 2020-2021 Total Organization	Evelyn S Dobson
Budget:	\$727,200.00
Program/Project A:	\$727,200.00
Program/Project B:	\$0.00

			T	PROGRAM A				
Copying & Printing (list each separately)								
Printing/Copying	\$	6,000.00	\$	1,018.49	\$	5,000.00	\$	5,000.00
SUB-TOTAL COPYING & PRINTING Equipment Rental/Maintenance (list each separately) N/A	i i s	6,000.00	\$	1,018.49	\$	5,000.00	\$	5,000.00
SUB-TOTAL EQUIPMENT RENTAL/MAINTENANCE Insurance (list each separately) Liability			\$	930.66	\$	4,000.00	\$	- 4,000.00
Errors & Omissions	\$	6,000.00	\$	2,581.98	\$	6,500.00	\$	6,500.00
Directors & Officers	\$	3,500.00	\$	1,400.14	\$	3,500.00	\$	3,500.00
Surety Bond	\$	400.00	\$		\$	400.00	\$	400.00
Homes-DBCLT	\$	14,500.00	\$	4,305.48	\$	10,000.00	\$	10,000.00
Workers Compensation	\$	6,000.00	\$	4,576.89	\$	6,000.00	\$	6,000.00
SUB-TOTAL INSURANCE	\$	34,400.00	\$	13,795.15	\$	30,400.00	\$	30,400.00
Licenses, Registration, Permits (list each separately)	Ť	- 1/10000	Y		· ·	20,100100	·	20/10000
Landlord License	\$	375.00	\$	150.00	\$	225.00	\$	225.00
State of Florida Corporation	\$	150.00	\$	70.00	\$	100.00	\$	100.00
Florida Solicitation	\$	675.00	\$		\$	425.00	\$	425.00
SUB-TOTAL LICENSES, REGISTRATION, PERMITS	\$	1,200.00	\$	220.00	\$	750.00	\$	750.00
Local Travel (list each separately)								
V/A	\$	141						
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Organization Name:	Delray Beach Community Land Trust Inc
Executive Leader:	Evelyn S Dobson
Key Financial Manager:	Evelyn S Dobson
Current FY 2020-2021 Total Organization	
Budget:	\$727,200.00
Program/Project A:	\$727,200.00

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Program/Project A:	\$727	,200.00						
Program/Project B:	\$0.00	)		All and the second second				
	4-		17	ORGANIZATION			-	PROGRAM A
SUB-TOTAL LOCAL TRAVEL	. \$	-	\$	-	\$	-	\$	-
Office & Program Supplies (list each								
separately)		7 000 00		2.045.50		7 500 00		7 500 00
Office Supplies & Operations	\$	7,000.00	\$	2,845.69		7,500.00	\$	7,500.00
Bank Charges	\$	3,000.00	\$	1,093.68		3,000.00	\$	3,000.00
Dues/Subscriptions		4,000.00	\$	1,883.85		4,500.00	\$	4,500.00
Office Equipment/Furniture	\$	12,000.00		3,833.92	\$	9,000.00	\$	9,000.00
Telephone Miscellaneous	\$	4,200.00	\$	1,773.40		4,500.00	\$	4,500.00
	\$	500.00	\$	-	\$	500.00	\$	500.00
SUB-TOTAL OFFICE & PROGRAM SUPPLIES	\$	30,700.00	\$	11,430.54	\$	29,000.00	\$	29,000.00
Postage & Delivery (list each separately)								
Postage & Delivery	\$	3,500.00	\$	1,282.51	\$	3,500.00	\$	3,500.00
SUB-TOTAL POSTAGE & DELIVERY Professional Svcs/Consulting (list each	\$	3,500.00	\$	1,282.51	\$	3,500.00	\$	3,500.00
separately)								
Website Services	\$	4,500.00	\$	370.17	\$	5,000.00	\$	5,000.00
Appraisals	\$	1,500.00	\$	700.00	\$	1,500.00	\$	1,500.00
Marketing/Advertising	\$	5,000.00	\$	1,583.30	\$	5,000.00	\$	5,000.00
Legal	\$	6,000.00	\$	2,198.70	\$	6,000.00	\$	6,000.00
Professional/Consulting Accounting/Audit	\$ \$	14,000.00 15,000.00	\$ \$	8,939.05 8,250.00	\$ \$	12,000.00 15,000.00	\$ \$	12,000.00 15,000.00
SUB-TOTAL PROFESSIONAL SVCS/CONSULTING Rent/Mortgage & Maintenance (list each	\$	46,000.00	\$	22,041.22	\$	44,500.00	\$	44,500.00
separately)								
InKind	\$	24,000.00	\$	12,000.00	\$	24,000.00	\$	24,000.00
SUB-TOTAL RENT/MORTGAGE & MAINTENANCE	\$	24,000.00	\$	12,000.00	\$	24,000.00	\$	24,000.00
Telecommunication (list each separately)								

5 4 of 10

Organization Name:	Delray Beach Community Land Trust Inc
Executive Leader:	Evelyn S Dobson
Key Financial Manager: Current FY 2020-2021 Total Organization	Evelyn S Dobson
Budget:	\$727,200.00
Program/Project A:	\$727,200.00
Program/Project B:	\$0.00

			PROGRAM A					
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SUB-TOTAL TELECOMMUNICATION	\$	-	\$	Ĭ	\$	-	\$	
Utilities (list each separately)								
FPL Electric	\$	3,000.00	\$	429.28	3 \$	1,200.00	\$	1,200.00
Water & Sewer	\$	4,000.00	Ś	860.13		2.500.00	\$	2,500.00
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SUB-TOTAL UTILITIES	\$	7,000.00	\$	1,289.41	\$	3,700.00	\$	3,700.00
Other: (list each separately)		7,000.00		1,203,41	, <b>,</b>	5,700.00		5,700.00
Write Off's	\$	5,000.00	\$					
Travel/Mileage	\$	3,000.00	\$ \$		\$	-	\$	
Meals	\$		\$		\$	3,000.00	\$	3,000.00
Loan Interest	\$	1,250.00		4 000 00	\$	1,250.00	\$	1,250.00
		9,000.00	\$	1,809.90		9,000.00	\$	9,000.00
Property Taxes	\$	4,000.00	\$	1,600.81	\$	4,000.00	\$	4,000.00
Closing Cost	\$	28,000.00	\$	7,567.62	\$	19,000.00	\$	19,000.00
Landscape Maintenance	\$	18,000.00	\$	8,236.00		19,000.00	\$	19,000.00
Pest Control	\$	3,000.00	\$	510.00	\$	1,500.00	\$	1,500.00
Repairs/Maintenance	\$	5,000.00	\$	6,033.31	\$	8,000.00	\$	8,000.00
Storage Fees	\$	2,700.00	\$	1,668.43	\$	3,000.00	\$	3,000.00
Development Cost	\$	30,000.00	\$	3,350.00	\$	30,000.00	\$	30,000.00
Improvements	\$	10,000.00	\$	2,948.80	\$	10,000.00	\$	10,000.00
Contingency	\$	6,000.00	\$	-	\$	6,000.00	\$	6,000.00
Program Services-Palm Manor	\$	145,650.00	\$	93,786.16				
Program Services-SW 12th Ave Duplexes	\$	78,300.00	\$	49,711.79	\$	76,800.00	\$	76,800.00
Program Services-808 SW 3rd Ct	\$	8,300.00	\$	2,476.26	\$	9,800.00	\$	9,800.00
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					-			
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SUB-TOTAL OTHER	\$	357,200.00	\$	179,699.08	\$	200,350.00	\$	200,350.00
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SUB-TOTAL EXPENSES	\$	902,500.00	\$	440,951.53	\$	727,200.00	\$	727,200.00
	\$	-	\$	-	\$	-	\$	-
TOTAL EXPENSES	\$	902,500.00	\$	440,951.53	\$	727,200.00	\$	727,200.00
NET INCOME	\$	No. NAME OF	\$	(73,390.70)	\$		\$	10 10 - 10 - 10 I

5 of 10

Organization Name:	Delray Beach Community Land Trust Inc
Program/Project A:	727200

INCOME	AMOUNT	PROGRAM A Justification/Narrative for CRA Funded Program	*C	**Date of
		rogram	or P	Funding Decision (for P) or Start Date (for C)
Fees, Tickets, Registration, etc.	\$ -			
Corporate Grants/Contributions	\$ -			
Individual Donations	\$ -			
Foundation Grants	\$ -			
Government - Federal	\$ -			
Government- Local/County	\$ -			
Government- State	\$			
In-Kind	\$ -			
Interest Income	\$			
Membership	\$ -			
CRA Actual or Requested	\$ 282,460.00	Affordable Housing Program Funding		
Other: Other Grant Funds	\$ 15,000.00	Grants captured to offset program cost		
Other: Application Fees	\$ 3,000.00	Revenue captured specific to applications processed for ownership and rentals		
Other: Ground Lease Fees	\$ 42,240.00	Ground Lease fees captured at \$40.00 monthly per owner, number base on 88		
Other: Legal Fees	\$ 300.00	Revenue recaptured from for legal matters		
Other: Developer Fees	\$ 135,000.00	Revenue captured from six (6) sales averaged at \$225,000 x 10%		
Other: Membership Fees	\$ 300.00	Nominal membership fees		
Other: Proceeds From Sales	\$ 24,000.00	Reimbursed expenses captured from sales		
Other: Rental Income-DBCLT	\$ 66,400.00	Annual revenue captured from owned rental units		
Other: Rental Income-Palm Manor	\$ -	Contract ends September 2021		
Other: Rental Income-SW 12th Duplexes	\$ 131,600.00	Annual gross potential rent \$136,800.00-basis 3 units turnover (2 months each)		
Other: In-Kind-Office	\$ 24,000.00	Dollar factor assigned to contributions from the City of Delray Beach		
Other: Investment/Interest	\$ 2,400.00	Return captured from funds held in money market accounts		
Other: Miscellaneous	\$ 500.00	Non-specific		
Other:	\$	N 2		
TOTAL INCOME	\$ 727,200.00			

NOTES:

Organization Name:	Delray Beach Community Land Trust Inc
Program/Project A:	727200

CRA % of projected Total Organization Income may not exceed 25% unless approved by CRA

EXPENSES	AMOUNT	PROGRAM A
		How CRA Funds Will be Used
	146 8 8 8 8	
Salaries & Related Taxes (list each		
position/title separately)		
Position: CEO-Chief Executive Officer	\$ 140,918.00	Annual gross salaries and taxes
Position: Housing Manager	\$ 80,115.00	Annual gross salaries and taxes
Position: Housing Coordinator	\$ 47,902.00	Annual gross salaries and taxes
Position: Administrative Assistant	\$ 38,065.00	Annual gross salaries and taxes
Position:	\$	
Position:	\$	
Position:	\$ -	
	\$ -	
	<u> </u>	
SUB-TOTAL SALARIES	\$ 307,000.00	Total Salaries & Related Taxes
Fringe Benefits (list each position/title)		
Position: CEO-Chief Executive Officer	\$ 32,300.00	Employer cost (health/dental/life and disability, allowances, 401k, etc.)
Position: Housing Manager	\$ 21,112.00	Employer cost (health/dental/life and disability, allowances, 401k, etc.)
Position: Housing Coordinator	\$ 10,332.00	Employer cost (health/dental/life and disability, allowances, 401k, etc.)
Position: Administrative Assistant	\$ 10,256.00	Employer cost (health/dental/life and disability, allowances, 401k, etc.)
Position:	\$ -	Employer cost (reactly derivaly me and disability, allowances, 401k, etc.)
Position:	\$	
Position:	\$	
	\$	
	\$	
SUB-TOTAL FRINGE BENEFITS	\$\$ 74,000.00	Total Fringe Benefits
Capital Expenditures (list each		Total Thinge Dellejits
separately)		
	\$-	

Organization Name:	Delray Beach Communi	ty Land Trust Inc
Program/Project A:	727200	
	\$ -	
	\$ -	
	\$	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
SUB-TOTAL CAPITAL EXPENDITURES	\$ -	Total Capital Expenditures
Conferences & Meetings (list each separately)		
NeighborWorks	¢ 1000.00	
Florida Housing Coalition	\$ 1,000.00	Capacity building, organizational enhancement cost (staff and board members)
Florida Community Development	\$ 1,000.00	Capacity building, organizational enhancement cost (staff and board members)
	\$ 750.00	Capacity building, organizational enhancement cost (staff and board members)
Florida Redevelopment Association		
	\$ 750.00	Capacity building, organizational enhancement cost (staff and board members)
Grounded Solutions Network (NCLT)	\$ 1,500.00	
		Capacity building, organizational enhancement cost (staff and board members)
	5 T	
	<u>\$</u>	
	\$	
SUB-TOTAL CONFERENCES & MEETINGS	\$ 5,000.00	Total Conferences & Meetings
Copying & Printing (list each		
separately) Printing/Copying		
r meng, copying	\$ 5,000.00	Cost associated with day-to-day operations
	-	
	\$ -	
*		
SUB-TOTAL COPYING & PRINTING	\$ -	Total Copving & Printing

Organization Name:	Delray Beach Communit	y Land Trust Inc
Program/Project A:	727200	
Equipment Rental/Maintenance (list each separately)		
	\$	
	\$ -	
	\$ -	
	\$	
	\$	
	\$	
	\$	
	\$	
SUB-TOTAL EQUIPMENT RENTAL/MAINTENANCE	\$-	Total Equipment Rental/Maintenance
Insurance (list each separately)		
Liability	\$ 4,000.00	Commercial Liability Coverage
Errors & Omissions	\$ 6,500.00	Insurance coverage that provides protection for our business services
Directors & Officers	\$ 3,500.00	Directors & Officers protection coverage
Surety Bond	\$ 400.00	Dishonesty coverage protection
Homes-DBCLT	\$ 10,000.00	Liability and Windstorm Coverage on leased properties (single family and duplex)
Workers Compensation	\$ 6,000.00	Employer cost associated with coverage for employees/independent labor
	\$ -	
	\$ -	
SUB-TOTAL INSURANCE Licenses, Registration, Permits (list	\$ 30,400.00	Total Insurance
each separately)		
Landlord License	\$ 225.00	License required by the City for each rental unit
State of Florida Corporation	\$ 100.00	Annual corporation fee
Florida Solicitation	\$ 425.00	Solicitation of funds registration annual fees
	\$ -	
	\$ -	
	\$	
	\$	
	\$ -	
SUB-TOTAL LICENSES, REGISTRATION, PERMITS	\$ 750.00	Total licenses Registration Downite
, LAWIII 3	750.00	Total Licenses, Registration, Permits

Organization Name:	Delray Beach Community Land Trust Inc	
Program/Project A:	727200	
Local Travel (list each separately)		

	\$	)-	
	\$	19	
	\$	-	
	\$	-	
	\$	-	
	\$	-	
	\$		
		-	
SUB-TOTAL LOCAL TRAVEL	\$		
Office & Program Supplies (list each		-	Total Local Travel
separately)			
Office Supplies & Operations	\$	7,500.00	Cost for day-to-day operating supplies
Bank Charges	\$	3,000.00	Monthly bank service fees incurred
Dues/Subscriptions	\$	4,500.00	Cost incurred for connections with housing affiliates and other entities
Office Equipment/Furniture	\$	9,000.00	
Telephone	\$	4,500.00	Software upgrades, leased equipment, replacement cost office furniture Electronic devices utilized by staff
Miscellaneous	\$	500.00	
	1		Non-specific cost incurred
	\$	-	
	\$	275	
SUB-TOTAL OFFICE & PROGRAM	4		
SUPPLIES Postage & Delivery (list each	\$	29,000.00	Total Office & Program Supplies
separately)			
Postage & Delivery	\$	3,500.00	US postage and meter lease cost
	\$	0 147	
	Ś	-	
	Ś	-	
	\$		
		-	
	\$	-	
	\$	-	
SUB-TOTAL POSTAGE & DELIVERY	\$	-	
SUB-TUTAL PUSTAGE & DELIVERY	\$	3,500.00	Total Postage & Delivery

Organization Name:	Delray Beach Community Land Trust Inc
Program/Project A:	727200

Professional Svcs/Consulting (list each separately)		
Website Services		
Appraisals	\$ 5,000.00	Cost incurred for website maintenance
	\$ 1,500.00	Cost associated with services for appraisals of vacant land and acquisitions
Marketing/Advertising	\$ 5,000.00	Cost incurred for all marketing materials, ads, quarterly newsletters, etc.
Legal .	\$ 6,000.00	Cost associated with protecting and defending practices and procedures, compliance
Professional/Consulting	\$ 12,000.00	Cost associated with program refinement, organizational efficiency and growth
Accounting/Audit	\$ 15,000.00	Cost associated with the draft/final preparation of financial audit and 990 Return
	\$	
	\$	19
SUB-TOTAL PROFESSIONAL SVCS/CONSULTING	\$ 44,500.00	Total Professional Svcs/Consulting
Rent/Mortgage & Maintenance (list each separately)		
InKind		
	\$ 24,000.00	Support from the City of Delray Beach dollar factor (rent, utilities, maintenance, etc.)
	\$	
	\$	
	\$	
	\$ -	
	\$	
	\$ -	
	\$	
SUB-TOTAL RENT/MORTGAGE & MAINTENANCE	\$ 24,000.00	Total Bost /Masterna C. M. S.
Telecommunication (list each	\$ 24,000.00	Total Rent/Mortgage & Maintenance
separately)		
	\$	
	\$ -	
	\$	
	\$	
	\$	
	\$ -	
	\$ -	
	\$ -	

Organization	N	lame:	
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Delray Beach Community Land Trust Inc

727200

Program/Project A:

SUB-TOTAL TELECOMMUNICATION	Ś -	Total Telecommunication
Utilities (list each separately)		
FPL Electric	\$ 1,200.00	Contraction to the second state of the second
Water & Sewer		Cost subject to be incurred during the vacancy of owned rental units
		Cost subject to be incurred during the vacancy of owned rental units
	\$	
	\$	
	\$ -	
	\$ -	
	\$ -	
	\$	
SUB-TOTAL UTILITIES Other: (list each separately)	\$ 3,700.00	Total Utilities
other (list cach separately)		
Travel/Mileage	\$	
Meals	\$ 3,000.00	Cost associated with training/workshops/conferences outside of local area
	\$ 1,250.00	Cost associated with training/workshops/conferences outside of local area
Loan Interest	\$ 9,000.00	Interest incurred on line of credit with PNC Bank
Property Taxes	\$ 4,000.00	Taxes incurred on properties owned and sales
Closing Cost	\$ 19,000.00	Cost incurred for acquisitions and sales
Landscape Maintenance	\$ 19,000.00	Maintenance of all rental properties, vacant lots and Atlantic Park Square common area
Pest Control	\$ 1,500.00	Maintenance cost of leased single family homes and duplex
Repairs/Maintenance	\$ 8,000:00	Maintenance cost of leased single family homes and duplex
Storage Fees	\$ 3,000.00	Cost incurred for files stored, etc.
Development Cost	\$ 30,000.00	
Improvements	\$ 10,000.00	Cost associated with new construction, impact fees, water line connections,
Contingency		Cost associated with owned rental properties (Roofing, A/C, Electrical, Plumbing, Painting, etc)
Program Services-Palm Manor		Set aside to cover the cost of acquisitions, rehab and new construction
Program Services-SW 12th Ave Duplexes	\$	Property Management Agreement ends September 23, 2021
Program Services-808 SW 3rd Ct	\$ 76,800.00	Property management cost to maintain units and site
	\$ 9,800.00	Management of rental unit and property
	\$	
	\$	
	\$ -	

Organization Name:	Delray Beach Communit	y Land Trust Inc
Program/Project A:	727200	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	\$ -	
	s -	
	\$	
	\$	
SUB-TOTAL OTHER	\$ - \$ 200,350.00	Total Other
	Station and a series	
SUB-TOTAL EXPENSES	\$ 727,200.00 \$ -	Sub-Total Expenses Administrative Expenses
TOTAL EXPENSES		Total Expenses
	and the second second	

, and the

EXHIBIT "B" A-GUIDE FUNDING APPLICATION



# A-G.U.I.D.E. Nonprofit Partner Application for Funding

AP BEACH					
SECTION I. ORGANIZATIO	N INFORMATION				
1 Organization Legal Name: Delray	Beach Community Lan	d Trust	Inc.		
dba, if applicable: DBCLT					
2 Address: 145 SW 12th Avenue					
3 Telephone: 561-243-7500	3 Telephone: 561-243-7500 4 Fax: 561-243-7501 5 Website: www.delraylandtrust.org				
6 Mission Statement: Our mission is <b>"To create healthy com</b> for very-low to moderate income hou		ovision a	nd preservation of affordable housing		
7 Executive Leader: Evelyn S. Dobso	n				
8 Application Contact: Evelyn S. Dol	bson	9 Title:	CEO		
10 Contact Telephone: 561-243-7500		11 Emai	il: dobson@mydelraybeach.com		
Year Established-The Delray Beach 2006 under the laws of the State of I affordable housing opportunities fo Beach CRA target area and City lim Realizing that the working individu 1) We continuously strive to minimi provide adequate housing for thems and design, expand rental housing a 2) Meet ongoing affordable housing 3) Enhance/improve our organizatio 5) Provide/secure ongoing support s History-The DBCLT operates as an it the DBCRA and was considered a co The DBCLT's affordable housing pro- nousing opportunities for the unders Growth-Our growth is due to the fir of Delray Beach. The operations and governance and staff team of 4 emple We strive for excellence, setting a hig of our products, our professionalism nonesty. We believe in being a resilie lifficult times. Quality housing changes the lives of listressed neighborhoods and promo- ommunity. We continue to provide housing oppo- evitalize areas with infill housing de irecting economic benefits to the loc he DBCLT portfolio currently consist	Florida for the sole purp r very low to moderate its. als in our city provide s ize the number of house selves and their families and the ownership base needs within the DBCE as infrastructure and ca ervices for the DBCLT I independent 501 (c) (3) i omponent of the DBCR/ ogram services assure the served populations, and ancial support of the D l program services remain oyees (2006-2008 staff of the standard for the servi- and competence througe ent, assertive organization underserved individual otes economic and social ortunities for the local we velopment and promote al community.	bose of c income services cholds the contract of the contract of the contract of the contract of the contract	wwning land and providing households within the Delray that are vital to the economy: nat are cost burdened, struggling to a varied stock of housing by size ity, and promote economic growth. et area and the City to facilitate long term sustainability mers it organization that was started by nception to September 30, 2006. sibility of long-term affordable from renting to homeownership. and the in-kind support by the City tive and efficient with the board provide to our clients, the quality siveness, transparency, and resolves tough challenges during housing program revitalizes ation while building a better ee and lower wage earners, mic and social integration by		

- Eighty-one (81 Units) owner occupied units.
- One (1) resale 203 NW 5<sup>th</sup> Ave
- Four (4) single family home rentals
- One (1) duplex two (2) rental units
- Ten (10) lots Corey Jones Isle Project, 312, 314, 316, 318, 320, 322, 324, 326 and 328 SW 7th Ave and 238 SW 6th Ave
- Eight (8) -- vacant lots dedicated for the future development of single-family homes, vacant lot at 308 SW 3<sup>rd</sup> purchased in March.

13 Policy on Board Contributions (maximum 250 words):

The DBCLT value individuals who devote their time and energy to our program over money. Our board members offer an array of non-monetary attributes and potential. To truly be a valued nonprofit board member requires having good character, a strong commitment to our mission, the gift of time, and a willingness to use personal and professional resources to advance the organizations growth. All board members are required to be engaged and contribute their time and expertise in support of all services provided by the organization. We require that all board members be a Lifetime Member at \$100.00.

14 For current fiscal year, number of Board Members contributing:

<u>N/A</u> Cash donations <u>N/A</u> Donations raised from others <u>288</u> Volunteer hours <u>N/A</u> In-kind donations

15 For current fiscal year, amount/value of Board member contributions:

\$_	0.00	_ Cash donations	\$ 0.00	Donations raised from others
\$	\$5,760.00	Volunteer hours	\$ 0.00	In-kind donations

16 Oversight/Accreditation/Affiliation:

No.

The DBCLT Board of Directors are responsible for the adoption of all policies, practices, and procedures. Audited financial statements required annually and 990 Return. The audit over the past twelve (12) years has been prepared and presented by a certified public accountant with no negative findings, material or internal.

State CHDO Certification-State of Florida affordable housing initiative

Fannie Mae Approved Certification-Duty to Serve Plan-as of 02/27/2019

State of Florida Sunshine Laws-as required

Freddie Mac Certification-in process

The organization is aligned with multiple affiliates that provide TA support services and Training such as:

- Palm Beach County Nonprofit Housing Developer Forum
- Palm Beach County Affordable Housing Collaborative
- The Grounded Solutions Network (National CLT)
- The Florida Housing Coalition
- The Florida Community Land Trust
- The National Low Income Housing Coalition
- The Florida Association for Community Action
- The Urban Land Institute
- Neighbor Works America Training Institute
- The TED Center

Program A				
17 Project/Program Title: Affordable Housing				
18 Check one:	19 If existing Program, year established: 2006	20 Prior CRA Funding for Same Project/ Program? X Yes No	21 Time Period(s): October 1, 2016 through September 30, 2012 October 1, 2017 through September 30, 2018 October 1, 2018 through September 30, 2019 October 1, 2019 through September 30, 2020 October 1, 2020 through September 30, 2021	

22 Project/Program Description (if previously funded for the same project/program, also include BRIEF summary of key accomplishments):

The DBCRA funds are requested to expand the DBCLT's affordable housing program services within the target area. No matter how the ideal of equality of opportunity is defined, countless studies provide data and statistics that reflect just how far we are from achieving equal housing opportunities for underserved populations. Study findings include: the lack of society mobility in the U.S., a widening achievement gap and the systematic difference in opportunity structure for Whites vs African Americans/Blacks, Latinos, and Native Americans.

The DBCLT program services provide a sense of identity, belonging, shared circumstances, and common cause. "Place" is important when there is adequate housing, infrastructure improvements, facilities, goods, and services for the residents. The DBCLT program addresses the housing needs of very low to moderate income households and provide more than bricks and mortar; we create a sense of identity, belonging, and shared commitment. Our housing program serves as an extension of the DBCRA and City housing services to eliminate deteriorating neighborhoods, displacement, hopelessness, homelessness, and lack of pride. The CLT model is increasingly being utilized in communities across the country as the mechanism to either preserve long-term housing affordability or as a strategy to prevent the displacement of lower-income households.

Listed below are projects in place that support our overall mission of providing long term, quality, affordable housing:

### Atlantic Park Square Project:

With the expansion of the project there are twenty-five (25) three- and four-bedroom single family homes, in the "Floribbean Village" architecturally traditional neighborhood style with rear and side loaded garages, porches and in partnership with the Delray Beach CRA and the City of Delray Beach. The project location is two blocks from Atlantic Avenue on SW 14<sup>th</sup> Avenue. In addition to the homes, the streetscape beautification project and alleyway improvements has earned the DBCRA, City of Delray Beach and the Delray Beach CLT accolades from residents, community interest groups, Florida Housing Coalition, Grounded Solutions Network, and other housing affiliates.

**COREY JONES ISLE**-Our newest project in partnership with the DBCRA and City. Has made provision for 10 for sale single family units, Nine (9) within the 300 block of SW 7<sup>th</sup> Ave and one (1) at 238 SW 6<sup>th</sup> Ave. This project created significant changes to the character of this block and consist of five (5) single story and five (5) two story units ranging from 1833 to 2300 square feet. The alleyway improvements and streetscape added to the beauty of the project.

### Property Management of the DBCRA owned PALM MANOR APARTMENTS:

Since 2010 the Delray Beach CLT has been the ground lease holder of the renovated Palm Manor Apartments (25 units), with the responsibilities of; marketing, screening applicants, completing files for occupancy, executing leases, collecting rents, and security deposits, maintenance and preparing monthly reports. Agreement term ends as of September 2021.

## Property Management of the DBCRA owned SW 12th AVENUE DUPLEXES:

Since 2013 to present, the DBCLT maintain and manages the 6 duplexes (12 units) owned by the DBCRA. 36 NW 13<sup>th</sup> Avenue Duplex Renovation Project-DBCLT Owned

Acquired and rehabbed adding to housing portfolio. Acquisition provided 2 affordable rental units, one unit-2BR, 1Bath and one 3BR, 1Bath.

CODA-NEW URBAN-Work Force Housing Project-PHASE 1

Provided the opportunity for three (3) moderate income households to purchase the 2100 square feet townhomes.

## CODA-NEW URBAN-Work Force Housing Project-PHASE II

Provided the development of 2 new off-site 1800 square feet single family homes on NW 5<sup>th</sup> Avenue, targeting very-low-income households.

# The METROPOLITAN AT DELRAY, LLC-Work Force Housing Project

Provide partial funding for the development of 5 scattered off-site single-family homes that range from 1700-1950 square feet (200 NW 5<sup>th</sup> Ave A, 111 NW 12<sup>th</sup> Ave, 706 & 710 SW 2<sup>nd</sup> Street and 309 SW 5<sup>th</sup> Ave).

Program B (if applicable)

23 Project/Program Title: N/A

24 Check one: New Existing	25 If existing Program, year established:	26 Prior CRA Funding for Same Project/Program? Yes No	27 Time Period(s):
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28 Project/Program Description (if previously funded for the same project/program, also include BRIEF summary of key accomplishments):

N/A

ALC: NO

29 Delray CRA Overall Need Addressed and Description:

🗖 Economic/Business Development 🛛 X 💭 Affordable Housing 🗖 Recreation & Cultural Facilities

Description of how programs and activities align with and/or meet the goals and objectives of the CRA Redevelopment Plan:

We continue to embrace a "comprehensive community development" framework, in which we focus both on People and Place to ensure that an adequate supply of quality housing is available in an array of designs and price levels to meet the needs of the very low to moderate income populations. The DBCLT affordable housing program services aligns with the CRA goals to:

- Upgrading existing housing conditions, minimizing slum and blight within the DBCRA target.
- Providing land to develop affordable housing units, improving quality of life and existing infrastructure.
- Protecting the long-term use of public funds.
- Protecting land use.

Our housing program serves as an extension of the DBCRA and City housing services to eliminate deteriorating neighborhoods, displacement, hopelessness, homelessness, and lack of pride. The need to provide sustainable, affordable housing options within the CRA target area and city limits is ongoing. In South Florida, the combined burden of renters and homeowners cost remains a challenge, with a decline in homeownership opportunities for very low-, and low-income households. Blight remains an issue within the DBCRA target area.

Our community is an important source of cultural, social, and civic identity. Quality affordable housing influences how residents interact with and influence one another. A sense of "place" and "change" provide an opportunity for individuals and their families within a community to develop a sense of belonging and connection. Across the country, researchers found that the location that you live in matters and plays a big role in quality of life. Also shows that families who are given better housing opportunities, on average are more inclined to thrive.

The DBCLT program services provide more than bricks and mortar, we provide a sense of identity, belonging, and shared commitment. "Place" is important when there is adequate housing, infrastructure improvements, facilities, goods, and services for residents.

We echo these factors associated with Upward Mobility;

1) Less segregation by income and race

2) Lower levels of income inequality

3) Better schools

145AV

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4) Lower rates of violent crimes

30 Key Staff and Qualifications (maximum 500 words):

The success of any entity requires a staff that possess sufficient professional skill sets, knowledge, shared core values, discipline, self-motivation, along with the commitment to carrying out the program services defined by the mission and goals.

The entire Staff Team consist of individuals that possess all the above and the collective skills, knowledge and other tangible assets used to effectively operate and grow our housing program services, with multiple years of experience with the organization and combined experience of years in industries related to housing development, property management, mortgage processing, banking, and management.

**Chief Executive Director** – Evelyn Dobson is a Founder of the DBCLT, which started during her service as a CRA Commissioner. She was employed by the DBCLT in January of 2007 as Operations Manager, appointed as Interim Executive Director in November 2008, and appointed as Executive Director in March of 2009. Evelyn wears multiple hats, she exercises independent judgment in the completion of assignments from the board, and interacts positively with the board, partners, and affiliates. Holding multiple industry specific certifications as well as college courses, she is accountable for the management of day-to-day operations, planning effectively for the future, ensuring quality programming in tune with current housing trends, and achieving the goals necessary for fulfilling the mission of the organization within budget constraints.

Prior to her start with the DBCT, she had more than eighteen years of property management and private development experience, and eight years in banking. She has supervised more than 27 employees in the past and currently supervises a staff of 3 fulltime employees.

**Housing Manager – Gerecia Edmond** was a leased employee by the DBCRA on behalf of the DBCLT in 2006. Officially employed by the DBCLT in 2007. She is result oriented, dependable, and professionally experienced. She excels in the housing field, is diligent; possess excellent communication skills, and works very well with the DBCLT team and affiliates. Responsibilities related to housing program services include communicating with the City of Delray Community Improvement Department staff to ensure compliance with State, City and DBCRA requirements and all other duties assigned. Gerecia possess several certificates of completion related to mortgage lending and housing from NeighborWorks Training Institute and The Florida Housing Coalition. **Housing Coordinator – Snevly Noel** employed in April 2016. Snevly is an added asset to the staff team. She is bi-lingual and transitioned from Administrative Assistant in 2019. She is professionally ethical, detail oriented, possesses excellent analytical skills, computer literate, team player, dependable, and has assumed specific accounting tasks. Responsibilities related to housing program services are managing client files, communicating with the lenders and City of Delray Community Improvement Department staff to ensure compliance.

**Riche Blake, Administrative Assistant**-employed in July of 2019 and possess an Associate degree in Business Management. As a valued member of the staff team, she independently manages the front desk activities, ensures that all applications are complete, handles all service calls, and all other duties as assigned.

31 Potential Challenges and Strategies to Address Them (maximum 500 words):

Challenges are areas that may harm or hinder growth of program services. During our most recent strategic planning session we determined that the following are our potential challenges:

- Slowing acquisition of land and existing structures, due to intensified demand by private market
- Availability of vacant land to expand homeownership program services
- Land costs
- New construction costs
- Provide purchase assistance for households at 121-140% of AMI
- Land Development Regulations changes
- Perception of the organization/CLT model (concerns about buyers not owning the land, limited wealth building, loss of tax revenue)
- Time constraints with funding opportunities in response to COVID

Our strategies are to:

- Acquire vacant land and/or existing units to provide future affordable housing opportunities.
- Develop multi-family rental units
- Diversify housing stock and sale options to include 40yr. deed restricted purchase with owning the land and improvement.
- Increase number of rental units owned and/or managed by DBCLT.
- Expand lease-purchase options.
- Explore strategies other than new construction to provide affordable housing units.

### SECTION III, FINANCIAL INFORMATION

ORGANIZATION BUDGET	
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32 Total Organization Budget for	33 Total Organization Budget for	34 Total Organization Budget for	
Previous FY 2019-2020:	Current FY 2020-2021;	Proposed 2021-2022:	
\$912,210.00	\$902,500.00	\$727,200.00	
PROGRAM BUDGET			
35 Project/Program Budget (A):	36 Amount Requested (A	A): 37 % of Org Budget	
\$727,200.00	\$282,460.00	39 %	

38 Project/Program Budget (B):	39 Amount Requested (B):	40 % of Org Budget
\$0.00	\$0.00	0 %
41 Total CRA Request (Program A+B):	\$282,460.00	39 % of Org Budget %

43 Type(s) of Support Requested (refer to A-G.U.I.D.E. guidelines):

- Administrative/overhead cost
- Building/renovation
- Conferences/seminars
- Consulting services

A-GUIDE Nonprofit Partner Application for Funding, FY2021-2022, Page 6 of 8

- Equipment
- Land acquisitions
- Loaned talent
- Management/capacity building
- Affordable housing program support

44 Other Support/Status and Plans for Sustainability (maximum 500 words):

Secure rental properties that will generate a revolving pool of revenue to sustain operations and seek additional funding sources to support affordable housing development. Organizational growth plans are to:

- Engage fund development consultants.
- Evaluate feasibility of deed restricted purchase option.
- Secure renewal of existing rental property management contracts.
- Identify one or more potential rental properties for future acquisition.
- Offer lease-purchase option to clients that are not mortgage ready.
- Engage in the acquisition/rehabilitation of existing units (turnkey properties).
- With expansion of program services, hire a part-time staff person to take on expanded responsibilities/workload.

#### SECTION IV. APPLICATION CHECKLIST V A. Cover Letter Signed by Board Chair B. 501(C)(3) IRS Determination Letter C. Board of Directors List D. Policy on Board Contributions, If Applicable E. Strategic Plan or Other Long-Term Planning Document F. Logic Model G. Goals and Outcomes Report H. **Evaluation** Plan I. Combined Budget Form 1 J. Project/Program Budget & Narrative Form V K. Most Recent Financial Statement Time Period: 03/31/2021 1 Most Recent Form 990 Time Period: 09/30/2020 L. $\checkmark$ Most Recent Independent Financial Audit/Review/Compilation Time Period: 09/30/2020 M. 1 Affiliation Agreements, If Applicable Time Period: N. Current Balance Sheet as of 3/31/2021 0. SECTION V. CERTIFICATION STATEMENT AND SIGNATURE

As chief executive of the applicant organization I certify that (1) the information provided in this application is correct and complete to the best of my knowledge; (2) I am committed to the purpose of the proposed project or program and will work with Board and staff members to accomplish its stated outcomes; and (3) I will be accountable for compliance with all CRA requirements for operation, evaluation, and reporting.

Executive Leader Name and Title Evelyn S. Dobson-CEO

5/a0 2021 Date Submitted