

### Financial Reports

2020 UNREVIEWED FINANCIALS		2019 REVIEWED FINANCIALS	
<b>Assets</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	\$ 80,728	Cash and cash equivalents	\$ 71,239
Accounts Receivable	\$ 4,465	Accounts Receivable	\$ 4,535
Construction in progress and housing inventory	\$ 649,185	Construction in progress and housing inventory	\$ 17,972
<b>TOTAL CURRENT ASSETS</b>	<b>\$ 734,378</b>	<b>TOTAL CURRENT ASSETS</b>	<b>\$ 193,836</b>
<b>PROPERTY AND EQUIPMENT</b>			
Furniture and equipment	\$ 25,114	Furniture and equipment	\$ 25,114
land	\$ 2,342,741	land	\$ 2,401,491
Less: accumulated depreciation	\$ (22,630)	Less: accumulated depreciation	\$ (25,114)
<b>TOTAL PROPERTY AND EQUIPMENT NET</b>	<b>\$ 2,345,225</b>	<b>TOTAL PROPERTY AND EQUIPMENT NET</b>	<b>\$ 2,401,491</b>
		Note Receivable	\$ 3,000
<b>TOTAL ASSETS</b>	<b>\$ 3,013,464</b>	<b>TOTAL ASSETS</b>	<b>\$ 2,598,327</b>
<b>Liabilities and Net Assets</b>			
<b>CURRENT LIABILITIES</b>			
Accounts payable and accrued expenses	\$ 6,272	Accounts payable and accrued	\$ 0
Loan 607 3rd + 6547 2nd	\$ 354,060	Accrued Expenses	\$ 4,236
PPP	\$ 18,767	<b>TOTAL CURRENT LIABILITIES</b>	<b>\$ 4,236</b>
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$ 379,099</b>	<b>CONSTRUCTION LOANS</b>	<b>\$ 285,600</b>
<b>CONSTRUCTION LOANS</b>	<b>\$ 285,600</b>	<b>TOTAL LIABILITIES</b>	<b>\$ 289,836</b>
<b>TOTAL LIABILITIES</b>	<b>\$ 658,427</b>	<b>NET ASSETS</b>	
<b>NET ASSETS</b>			
Without donor restrictions		Without donor restrictions	
Undesignated	\$ 2,469,054	Undesignated	\$ 2,304,597
Board designated - contingency fund	\$ 3,894	Board designated - contingency fund	\$ 3,894
<b>TOTAL NET ASSETS</b>	<b>\$ 2,472,948</b>	<b>TOTAL NET ASSETS</b>	<b>\$ 2,308,491</b>
		<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 2,598,327</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 3,131,375</b>	<i>Note: The construction loan for \$285,600, per grantee stipulations, will be carried on the books as a loan until the 30 year period of affordability expires.</i>	

### TRCLT by the Numbers

Total families served by TRCLT	80
Total children served	79
TRCLT homeowners of color served	38.6%
Single head of households served	22
Total number of resales	20



# TWO RIVERS Community Land Trust

## 2020 Annual Report

Providing permanently affordable homeownership options for low- and moderate-income families in Washington County



Sherry Timmermann Goodpaster

### Greetings from the Executive Director

Another year gone by! It has been a year of isolation and missing seeing your smiling faces out in our communities. I must say, however, it's been far from quiet. In fact, it's been an exciting year of development for Two Rivers! We've persevered with purchasing and rehabbing homes this past year, setting aggressive timelines to meet the ongoing need for affordable housing. The market remains competitive and options are few but with the yearend looming, we will top 60 homes in our portfolio of permanently affordable homes. Three new homes were already added this year and by the time this is published, we may have a 4th home under contract. Two new owners are in homes with buyers lined up for the third and fourth homes, making great use of our wait list of applicants.

In response to the pandemic, Two Rivers conducted a homeowner survey early on to measure the impact of COVID on our owners. Many owners are in occupations particularly hard hit by the economic impact of the pandemic. 40% of TRCLT homeowners fear they will be less financially strong in the next 12 months. This caused the Board and myself to

consider what kind of meaningful support we can provide our owners. After all, we spend inordinate amounts of time and effort matching buyers with homes and house payments that will foster successful homeownership. Now, suddenly, through no fault of their own, some may be in fear of losing their homes in the coming year.

This year, the pandemic crisis caused us to reconsider what it really means to support homeownership. In keeping with our core values and strategic goals, the "Safekeeping Initiative" was developed. The idea is to provide a menu of options to assist homeowners experiencing temporary financial crisis or setbacks with a revolving loan concept. Homeowners need support to get their keys but they sometimes also need help weathering a temporary financial crisis, be it a pandemic or a personal health emergency, job loss, etc. Two Rivers had already begun allocating funds to help address deferred maintenance, but the Safekeeping Initiative will also provide financial support for foreclosure prevention and other crises. We will be looking for local support, heartfelt donations, and a bright new year to continue this important work to ensure the stability of our homeowners. If you want your donation to go to this important initiative— designate it for "Safekeeping"!

### Contents:

- Greetings from the ED..... 1
- Own Sweet Home ..... 2
- Volunteer Highlight..... 2
- Strategic Plan Goals..... 2
- Recognition of Support..... 3
- Capital Improvements..... 3
- Financial Reports..... 4
- TRCLT by the Numbers..... 4

### Board of Directors

- Sunny Bjorklund Schultz (Chair)
- Mike Meis (Vice Chair)
- Alison DeNoma (Treasurer)
- Gene Aho (Secretary)
- Tanner Johnson
- Elizabeth Juelich
- Linnea Graffunder-Bartels
- David White

### Staff

- Sherry Timmermann Goodpaster



### Strategic Plan Goals

The TRCLT strategic plan establishes six overall goals in response to key strategic issues identified by TRCLT.

The six goals are:

1. TRCLT homeowners shall benefit from stable, affordable homeownership in a supportive community organization, leaving the land trust on their own terms when they are ready.
2. There will be more low-and moderate-income households owning homes in Washington County through TRCLT.
3. TRCLT will rebuild awareness of its work, its beneficial role in the community, and the advancement of its mission.
4. TRCLT will increase organizational stability and internal leadership (leadership includes executive staff and Board)
5. TRCLT will strengthen the long-term financial sustainability of the organization.
6. TRCLT will be a leader in the Land Trust industry, both in expertise and in innovation of development.

### Own Sweet Home– A Busy Year of Development

Own Sweet Home was a reality for six new households in 2020. Four existing owners decided to resell their home. With each resale, new buyers are income-qualified; thus continuing the affordability of these homes. Happy faces at closing and excitement about owning a home permeated the atmosphere despite a year fraught with the ups and downs of the pandemic. Resales, however, are only part of the development story for 2020.

Two Rivers was also busy acquiring and rehabbing four homes. These homes get energy and safety updates. Some examples include energy saver toilets, attic insulation, energy efficient appliances, and direct vent water heaters. Two Rivers also mitigates any lead based paint and fixes code issues before the homes are sold.

Two of the new homes already have new owner-occupants, while the third and fourth are in the rehab stage. “Keeping a brisk pace on the addition of new homes makes having a wait list of buyers more meaningful” says Executive Director Sherry

Timmermann. “We can pull from our list of potential buyers as opposed to listing the property in the MLS.” She further added that listing a property generates an enormous response because the land trust homes are favorably priced. “We provide a supplement to help Realtors screen their clients with each property listed and that helps with showings of properties to stronger candidates and weeds out investors,” adds Sherry. Not missing a beat, Two Rivers is looking forward to a strong 2021 adding another 3-4 homes to the land trust.



“I wouldn’t be able to own a home if it wasn’t for Two Rivers!” explained Bridget, owner of a home added this year by Two Rivers.

### Volunteer Highlight: the Selection Committee

For prospective TRCLT homebuyers, the final step in the application process is review by the Selection Committee. This committee screens candidates for compliance with TRCLT policies. The committee is comprised of two representatives from the Board of Directors as well as several community members with specific expertise. Currently serving from the Two Rivers Board are Tanner Johnson with a banking background and Alison DeNoma, an accountant with a title firm.

Four community members currently share their expertise on the committee. Laurie Demos has worked in mortgage lending for over 30 years and uses her mortgage expertise to review applicants. Linda Humburg uses her 27.5 years of experience overseeing consumer

budgeting and debt repayment programs at FamilyMeans to make sure the applicant meets standards for financial stability. Teresa Howard has worked in housing for 17 years, currently working with housing and homeless programs to use data to better service those experiencing homelessness. Luke Avery is the Director of Fund Development at Minnesota Housing Partnership (MHP) which builds community support, policy advocacy, and public awareness related to affordable housing, and community economic development.

All Selection Committee members volunteer their time, giving a final look at the application for both compliance and a good fit. Thank you Selection Committee members for your work to support successful homeownership!

### Recognition of Support

Two Rivers Community Land Trust is only able to achieve its mission with the support of community partners and donors. Thank you to all who help us create new opportunities for affordable homeownership!

#### Major Funders

- |                               |  |
|-------------------------------|--|
| Otto Bremer Trust             | Fred C. and Katherine B. Andersen Foundation   |
| Andersen Corporate Foundation | Hugh J. Andersen Foundation                    |
| Metropolitan Council          | Washington County Community Development Agency |
| Minnesota Housing             | Quazar Capital                                 |

#### Organizational Donors

- |                              |                      |
|------------------------------|----------------------|
| First State Bank             | Vital Systems        |
| Kyle Johnson Law             | Carriage Realty      |
| James J Goodpaster Homes LLC | Platinum Bank        |
| US Bank                      | 3M Volunteer Program |
| Lake Elmo Bank               |                      |

#### Individual Donors

- |                    |                                     |
|--------------------|-------------------------------------|
| David White        | Mike Meis                           |
| Alison DeNoma      | Sunny Bjorklund Schultz             |
| Gene Aho           | Teresa VanderBent                   |
| Elizabeth Juelich  | Linnea and Chris Graffunder-Bartels |
| Tanner Johnson     | Kevin and Julia Olson               |
| Corinne Ollman     | Lori and Arthur Bartels             |
| Sherry Timmermann  | Muriel Timmermann                   |
| Christy Dockendorf | Luke Carlson and Claire Lukens      |
| Teresa Howard      | Andrea or Max Date                  |

### Capital Improvement Policy Updated



The Capital Improvement Policy is intended to encourage homeowners to make improvements to their homes through incentives with shared home value appreciation. This policy was revised in 2020 to broaden the options for incentive. Previously, only improvements that added market value to the home were eligible for sharing in value appreciation. Homeowners often had questions about whether larger maintenance items, such as a roofs, were eligible for sharing in the appreciation of their home.

This prompted Two Rivers to research other policies adopted within the land trust community. As a result, TRCLT revised its policy to incorporate strategies used by other land trusts. Now in addition to items that add market value, there are provisions for items that add useful life to the home. For more information, check out the full policy document on our website.
