

Please join us for a

Lenders Forum

Lending & Financing on Community Land Trusts

June 8, 2016

2:00 PM – 4:00 PM

The Salvation Army/Kroc Community Center
650 Dudley Street, Dorchester, MA 02125

Panelists Include:

Esther Schlorholtz

Senior V.P. and Director of Community Investment, Boston Private Bank

Marcia Barry-Smith

President and CEO, MBS Consulting Services, Inc.

Rob Crowner

Manager, Equity Trust Fund, Amherst, MA

Register:

<https://gbcltnetworklendersforum.eventbrite.com>

Co-sponsors include the:

GREATER BOSTON CLT NETWORK

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Massachusetts Community & Banking Council



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This forum will provide attendees with:

- An overview of community land trust (CLT) structure and local examples of established and burgeoning housing, farm, and commercial CLTs
- How lending institutions are currently serving home purchase, home refinance, acquisition and construction financing needs on land trusts (both local and national examples)
- How lending institutions can expand their markets/lending onto CLTs & gain CRA credit for doing so
- Explanations of current underwriting platforms for CLTs and best practices related to appraisals, ground leases, etc.
- The forum is intended for professionals from lending institutions who can make decisions about market expansion into CLTs and burgeoning and/or established CLT organizations and partners.

Esther Schlorholtz is Director of Community Investment and Senior Vice President of Boston Private Bank & Trust Company. Ms. Schlorholtz is responsible for managing the bank's Community Reinvestment Act (CRA) programs, overseeing residential, small business and commercial community development products and services, originating affordable housing and community development loans, and managing CRA investment, volunteerism and charitable giving for the Bank's regional markets in Greater Boston, San Francisco Bay and Greater Los Angeles. The Bank has achieved "Outstanding" CRA ratings in Massachusetts since 2000. Ms. Schlorholtz serves on the Board of Directors of the Massachusetts Growth Capital Corporation (MGCC), Metropolitan Boston Housing Partnership (MBHP), and Citizens' Housing and Planning Association (CHAPA).

Marcia Barry-Smith has more than 25 years in banking experience. Barry-Smith previously served as BankAtlantic Senior Vice President and CRA Officer, charged with residential mortgage loan origination, operations and compliance responsibilities; accountable to executive management and the board of directors for success of CRA examination in lending, investment and service. She is now President & CEO of MBS Consulting Services Inc. (MBSCS Inc.) - a consulting firm specializing in creative approaches to increasing resources and capacity for community based organizations as well as providing complex and innovative methods of delivery of housing, homeownership and qualified bankable buyers to financial institutions. As its core strategy, MBSCS Inc. deploys multi levels of collaboration with organizations serving low and moderate income households, thus creating outcomes that defy traditional methods while being compliant with safe and sound practices and sustainability.

Rob Crowner is the Manager of the Equity Trust Fund, a revolving loan fund operated by the nonprofit Equity Trust, Inc. to support its work promoting alternative ownership structures for property, such as the community land trust. He maintains relationships with the loan fund's lenders and borrowers, performs loan underwriting, and also serves as the organization's bookkeeper. Before coming to Equity Trust in 2012, Rob managed the Hampshire College Bookstore. He lives in Amherst, Massachusetts, where he serves on the Planning Board and volunteers with the Amherst Community Land Trust and Holyoke Community Land Trust. He likes to ride his bike in the hills and back roads of the Pioneer Valley.