



# Laconia Area Community Land Trust

## June 25 - Hold this Date for Harriman Hill Ribbon Cutting



Mark your calendar today! The Eastern Lakes Region Housing Coalition and Laconia Area Community Land Trust will be hosting a ribbon cutting celebration at Harriman Hill in Wolfeboro on Monday, June 25, 2012, at noon. Please plan to join us as we celebrate the opening of Phase 1 of this permanently affordable housing development. More details will follow.

Harriman Hill is located on a 35-acre site off Pine Hill Road (Rt. 109A) one mile from downtown Wolfeboro.

The 24 apartments, ranging in size from 1-3 bedrooms, are filling quickly. A rental application is available on our web site, [www.lact.org](http://www.lact.org). For more information about rental opportunities, please contact our property management company, Hodges, at 1-800-742-4686; ask for Rick.

## Lochmere Meadows Goes Solar

The Plymouth Area Renewable Energy Initiative (PAREI) will begin work this month to install renewable energy systems at our Lochmere Meadows affordable housing development in Tilton. Evacuated tube solar hot water systems will be installed on each of the 4 buildings to preheat water, and a photovoltaic array will be installed to provide electricity for the common areas. PAREI has coordinated the installation of over 150 solar energy systems in central NH, including the systems at our Pinecrest Apartments in Meredith.

We are grateful to TD Charitable Foundation and NeighborWorks America for providing grant funds for this renewable energy project. See Page 2 for anticipated cost savings.



Pictured above: Solar installation at Pinecrest Apartments in Meredith

## Projected Energy Savings at Lochmere Meadows

The solar hot water system is projected to save 988 gallons of propane per year for an estimated savings of \$3,500 per year based on today's propane prices.



The photovoltaic array is projected to produce 50,400 KWH or 92%-100% of the common area electric needs. The projected annual savings will be \$8,263.68 per year based on today's rates.

The Land Trust will own these units in perpetuity; they are permanent community assets. The installations will save energy, reduce operating costs, lower the property's carbon footprint, and keep rents lower.

From our values and principles statement:

*The Land Trust is committed to being good stewards of the environment and will incorporate renewable energy, energy efficiencies, and green practices wherever practical and within funding limitations.*

## Milestone Reached 100 Homes Saved from Foreclosure

In March, we reached the milestone of having helped 100 local families save their homes from foreclosure. That number has now climbed to 106. The Land Trust is a HUD housing counseling agency. Foreclosure education and counseling are offered free of charge as part of our Homeownership and Financial Success Program.

According to Homeownership Director, Debra Drake, most of the homeowners have had their mortgages modified through the Home Affordable Modification Program (HAMP). Deb reviews all available options with her clients, guides them through the process, and assists with paperwork and communications with the lender or loan servicer. She also helps clients prepare a crisis budget.

Those facing foreclosure should seek help as soon as they begin having difficulty paying their mortgage and should be wary of possible loan modification scams. Scam artists prey on homeowners who are facing foreclosure. Homeowners are losing thousands of dollars and their homes. More information about foreclosure scams is available at [loanscamalert.org](http://loanscamalert.org).

For foreclosure prevention assistance, please contact LACLT's Homeownership Director, Debra Drake, at 524-0747.



### FREE Seminar & Workshop Schedule

*Let us unlock the door to homeownership & financial success for you!*

#### First-Time HomeBuyer Seminars:

June 23 (Saturday) 8:00 AM to 4:00 PM, in Laconia, sponsored by TD Bank

July 21 (Saturday) 8:00 AM to 4:00 PM, in Laconia, sponsored by TD Bank

August 25 (Saturday) 8:00 AM to 4:00 PM, in Meredith, sponsored by Meredith Village Savings Bank

#### Financial Fitness Seminar:

May 29-June 26 (Tuesday Evenings) 6:00 PM to 8:00 PM in Laconia, sponsored by Bank of NH

#### Debt Triage Workshop:

June 28 (Thursday) 6:00 PM to 8:00 PM in Laconia, sponsored by Franklin Savings Bank

Classes are scheduled based on demand. Information is available at [www.laclt.org](http://www.laclt.org). To register for a class, or for more information, call or e-mail Homeownership Director, Deb Drake at 524-0747 or [ddrake@laclt.org](mailto:ddrake@laclt.org).

## Staffing Changes Announced



Nancy McCurry

**Nancy McCurry Relocates to Florida** - Off to sunny skies, warm weather, sandy beaches, and new opportunities, Deputy Director and Resource Development Director, Nancy McCurry, recently resigned from her position at the Land Trust to relocate to Florida. Nancy proudly and professionally served the Land Trust for more than eight years.

Said Nancy, “My husband and I are so excited about this move. It has been a dream of ours for a long time. Unfortunately, it means leaving a job I love and the Land Trust behind. I remain deeply committed to the work and mission of the Land Trust and have made arrangements for a planned gift to the Land Trust in my will. Ever the fundraiser, I would be very honored if anyone were to make a donation to the Land Trust in my name. I have been privileged to work for such a wonderful organization and with great co-workers and colleagues.”

The search is underway for a new Resource Development Director.

**Stuart LaSalle Promoted and Assumes Deputy Director Duties** - Finance Director, Stuart LaSalle, has been promoted to assume the Deputy Director responsibilities of overseeing the staff and daily operations. Stuart has served as the Land Trust’s Finance Director for more than 5 years and has been a key member of the management team.

Plans were already underway to increase our accounting capacity to give Stuart more time to elevate our asset management efforts. With additional accounting capacity, Stuart will be able to focus on higher level analysis and forecasting in financial and asset management. The timing has worked out well to add this new role for Stuart and bring on a new support staff.



Stuart LaSalle



Joan Cellupica

**Joan Cellupica Joins the Land Trust as Bookkeeper/Office Manager** - Please join us in welcoming Joan to the Land Trust. Joan will be assuming some office management functions and some of Stuart’s finance-related duties. Joan has a BS in Accounting from Southern New Hampshire University. She worked as a staff accountant for Polyclad for 10 years, at Lutheran Social Services, and most recently as the accountant at the New Hampshire Historical Society. With her strong accounting skills, Joan will provide significant financial and asset management support. Her experience with project management and fixed assets will also be utilized to support our development activities. Welcome Joan!

**Smooth Transitions with Good Planning** - As part of our strong business planning, the Land Trust has long had a succession plan in place for the Executive Director to cover both planned and unplanned absences for both temporary and permanent coverage. This planning process included careful analysis, detailed documents, and cross training and mentoring of management staff. The plan is reviewed and updated regularly to provide for current and dynamic information for the Board and staff. Two years ago, the Land Trust also developed succession plans for the management staff. These succession plans, coupled with rigorous and current policies and procedures, have provided for all the elements of a successful and smooth transition.

IF YOU WOULD PREFER TO RECEIVE OUR NEWSLETTER BY EMAIL,  
PLEASE CONTACT JOAN AT 524-0747 or jcellipica@lactl.org.

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## Board of Directors

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## Executive Director

Linda L. Harvey



## HAPPY CAMPERS



These Land Trust children were thrilled and very grateful to have the opportunity to attend Prescott Farm WildQuest Camp during their February school vacation. This experience was made possible thanks to the generosity of Prescott Farm and a private Land Trust donor.

**Our Mission: To assist low and moderate income households achieve economic self-sufficiency through the development of permanently affordable housing opportunities and associated support programs.**