



TECHNICAL ASSISTANCE  
CHAMPLAIN HOUSING TRUST

# Comprehensive Support to Community-Based Organizations Working for Social Change

~ EXPERTISE IN ~

Community Land Trusts » Co-operatives and Resident-led Housing Models » Mergers » Collaborations  
Strategic Partnerships » Executive Transitions » Fundraising » Capital Campaigns



With 35 years of hands-on experience, **BRENDA TORPY** has advanced the community land trust model at the local, national and international levels. She established and has led CHT, the largest CLT in the nation which has originated many of the legal, financial and programmatic elements widely used by the sector today. She advanced the model nationally as an active founding member and board chair of the National CLT Network, board member of its successor, Grounded Solutions Network and since 2005, has exported the model to England, Canada, Belgium and France through direct TA and trainings.

As Lead Consultant to Champlain Housing Trust's new Technical Assistance Arm, **TA\|CHT**, Brenda offers comprehensive training and support services in these areas:

## Community Land Trust Start-up »

- Feasibility scan including stakeholders and potential partners, resource opportunities/challenges, local government and community support
- Building local support and partnerships
- Board governance, representation and resident engagement
- Model legal documents
- Creating the equity formula and program design
- Securing seed money, operating support and capital
- Homebuyer education and program orientation
- Sales, resales and stewardship

## Community Land Trust Growth and Sustainability »

- Portfolio assessment
- Stewardship plans
- Facilitating peer-to-peer support
- Resource development and fundraising
- Evaluation and Problem Solving
- Exploring strategic partnerships for growth or sustainably

(over)

# Effective Non-Profit Strategies

Brenda's work in the CLT sector deepened her conviction that enduring social change requires sustainable, mission-focused institutions. CLTs commit to preserving affordable housing and land for the benefit of their communities in perpetuity. Such a mission demands a strong, self-perpetuating social infrastructure to uphold it. Brenda applies her experience building effective and enduring non-profit organizations to trainings and TA in these areas:

## Governance for Good »

- Board Basics: Building a Strong Foundation
- Planning for results: Board-specific Strategic planning and performance benchmarking
- Succession planning: the changing leadership needs of dynamic organizations
- Productive Board Retreats
- Board self-improvement: overcoming challenges of participation, conflict, apathy
- Every board a fundraising board: the very short step from telling your story to bringing in money
- Getting up on the balcony: generative thinking to truly lead
- Leading through change – board and staff successions, mergers and strategic partnerships

## Transformational Leadership: Executive Support »

- Mergers and Strategic Partnerships
- Succession planning and executive transitions
- Scaling up: Risks and opportunities
- Restructuring for growth and sustainability
- Strengthening board-staff partnership
- Assessing diversity and equity- where to start
- Effective management: team building and Leadership training
- Facilitating courageous conversations- building trust
- Executive coaching for professional growth and development

## Building Community Assets: Fundraising for Social Change »

- Creating and supporting a fundraising board
- Annual campaign strategies
- Membership as a funding strategy
- Capital campaigns
- Rating, screening, cultivating and retaining a loyal donor base
- Collaborative program fundraising and collaborative capital campaigns
- Case statement development
- Campaign planning and feasibility strategies- what do we need.
- Fundraising trainings and evaluation

**Brenda Torpy (she, her)**

*Lead Consultant*

email » [btorpyTA@champlainhousingtrust.org](mailto:btorpyTA@champlainhousingtrust.org)

phone » (802) 578-0834



**TECHNICAL ASSISTANCE**  
CHAMPLAIN HOUSING TRUST