



**Request for Qualifications:  
Development Consultant for Movement-Oriented Community Land Trust**

**Overview**

The East Harlem El Barrio Community Land Trust (EHEBCLT) works to develop and preserve community-controlled, truly and permanently affordable housing, commercial, green and cultural spaces in East Harlem/El Barrio that prioritize households of extremely low to low incomes. EHEBCLT formed in 2014 as a pilot project of the NYC Community Land Initiative (NYCCLI), with organizing support from Picture the Homeless. In November 2020, we acquired our first four properties from the City of New York, and are partnering with two nonprofit developers to rehabilitate the buildings and convert them into tenant-run, permanently affordable housing via a Mutual Housing Association (MHA). Only the second CLT in NYC to acquire city-owned land, EHEBCLT's historic deal represents a major victory for NYC's growing CLT movement and proves the viability of alternative housing models at an especially critical moment.

To build on this momentum, EHEBCLT seeks a temporary development consultant to help us develop sustainable fundraising infrastructure and secure resources to expand our work developing deeply affordable, community-controlled housing and organizing community residents.

**Scope of Work:**

- Establish relationships with new funders, including private foundations and potential donors
- Identify grant opportunities that are aligned with our organizational values
- Write and submit grant proposals on behalf of the organization, in collaboration with EHEBCLT staff and board, and maintain organizational grants calendar
- Develop a proposal for a sustainable funding structure for the CLT, including potential alternate sources of funding and staffing needs
- Meet regularly with the Project Director and CLT board members

**Requirements:**

- Excellent writing skills
- Demonstrated success securing grants and direct donations for emerging organizations
- Ability to write about the contributions of community land trusts, cooperative ownership, and social housing to broader racial, housing, and economic justice and social change movements
- Experience maintaining grant and reporting calendars

- Training in anti-oppression analysis and practice

**Desired qualifications include:**

- Familiarity with community land trusts and the Solidarity Economy framework
- Familiarity with the CLT/social housing landscape in New York City
- Knowledge of NYC philanthropy and experience with family philanthropy
- Familiarity with government funding to nonprofits

**Compensation and Structure**

- East Harlem El Barrio CLT has budgeted \$25,000 for this project. We anticipate work on this project will begin August 2021 and continue through January 2022. The work can be conducted remotely but will require weekly communication with East Harlem El Barrio CLT staff and board.

In order to apply please send a resume, cover letter that indicates your availability and rate for this type of work, and a grant writing sample to [abernkopf@ehbclt.nyc](mailto:abernkopf@ehbclt.nyc). East Harlem El Barrio CLT actively recruits people of color, women, people with disabilities, LGBTQ+ people, immigrants, and people from low-income backgrounds. We strongly encourage applications from people with lived experiences in the communities with which we work.