2018 Annual Report

The Community Development Partnership (CDP) nurtures a vibrant Lower Cape region by promoting environmental and economic sustainability, expanding opportunities for low- and moderate-income residents, and preserving our unique cultural and historic character.

Thanks to your support, 2018 marked an impressive year of accomplishments. In this Annual Report, you’ll read about just some of the many Lower Cape residents who have been helped through our work.

Last year we provided housing for 72 families and joined forces with the Town of Provincetown to open 28 rental units for middle income families in 2019. We renovated the homes of 31 of our low- to moderate-income neighbors, made 12 loans totaling over $239,000 to local small businesses, and provided training and mentoring to 188 business owners. All of this work was made possible by $333,000 in contributions from individuals, businesses and foundations using the Community Investment Tax Credit.

Our Cape Community Housing Partnership — an innovative strategy to build the capacity of our communities to take bold action to address the Cape’s affordable housing crisis — boasted impressive results in its second year. We trained another 50 municipal officials in housing production and saw the eight Lower Cape towns approve nearly $5M in local funding for affordable housing initiatives, adopt zoning changes and acquire properties for affordable housing development.

Providing safe, stable and affordable homes; strengthening local businesses and protecting our fragile natural environment requires resources along with guidance to ensure that our programs are grounded in our community and focused on meeting the needs of our low- to moderate-income neighbors. Fortunately, our diverse Board of Directors and Advisory Council play a key role in our successes and we are grateful to them and our many volunteers who make us stronger and more effective.

And we are even more excited about 2019! We will provide more housing consulting services to Lower Cape towns and launch a public media campaign to put a face on the vital members of our community who struggle to afford to live here. Please stay connected with us through newsletters, our website and follow us on Facebook.

Most importantly, thank you for helping us create opportunities for people to live, work, and thrive on the Lower Cape!

Ben deRuyter
President – Board of Directors

Jay Coburn
Chief Executive Officer
Courtney Mills, Director of Operations and Admissions, had heard about the CDP’s Cape & Islands Green certification program and saw it as a great opportunity for the school to prioritize what needed to get done. The training highlighted what they were doing well and the various opportunities that existed for improvement.

Teachers and students alike began by focusing on basic recycling, composting and turning off lights, and as the year progressed their efforts expanded. In pre-K, they chose to focus on using paper bags for trash, with the goal of reducing the quantity of trash to one full bag per week. One teacher, who noticed that children were pulling out large amounts of paper towels to dry their small hands, placed a green line below the dispenser to provide the children with a visual aid to limit the number of towels used.

The school implemented a number of “green” business practices, including the purchase of an energy-efficient printer/copier, switching to an all-natural cleaning service, and selecting commercial vendors who use minimal packaging. The K-cups in the teacher’s breakroom were replaced with recycled containers which could be emptied of grinds and composted. New lights, thermostats and motion sensors were all installed.

The curriculum was adapted to reflect the focus on recycling and being good stewards of the environment. An art and literature fair incorporated items found in the trash and composting efforts were increased to support the school’s greenhouse horticulture program. Students studied the impact of plastics in the ocean and supported a local non-profit that did marine mammal rescue. To reduce the amount of plastic in school, a new water fountain was installed that now allows the students to refill their own water bottles. A counter on the fountain that shows how many bottles the students prevent from ending up in the landfill and our oceans reveals that, on average, the students are using 223 fewer plastic bottles a month!

The goal of being thoughtful environmentalists now pervades the school’s culture. “We are so excited about the program. It’s one of the best things that we have done,” says Mills, who shared that the school plans to pursue its Level II Cape & Islands Green certification in the upcoming year. “It is such a wonderful experience for students and teachers alike — we would love to see other schools do this.”

{Laurel School}

Sustainability

The Laurel School, an innovative learning center located in Brewster serving approximately 115 students ranging from pre-school to 4th grade, was looking to do more to support their mission of “...helping students to become responsible architects of positive change in the world.” They wanted to improve not only their recycling efforts but also enhance their business practices in order to reduce their environmental impact.

“Recycling is important because it helps keep the earth alive.”

ELLA, 6
Laurel School

$239,635
Loaned to 12 local businesses

31
Homes rehabilitated, resulting in $1,230,093 to local contractors

$4,973,035
Amount allocated to Lower Cape housing initiatives through town meetings

58
Individuals from across the Cape participated in advocacy training through the Cape Community Housing Partnership

20
Individuals served at Canal House, our sober living facility

55
Municipal leaders from 8 towns received training in housing production through the Lower Cape Community Housing Institute

$8,253
Provided in technical assistance grants to 5 businesses
A Young Entrepreneur Realizes His Dream

Sam Bennison, a graduate of Cape Cod Regional Technical High School, honed his cooking and management skills in their culinary program and dreamed of owning his own restaurant.

That opportunity arrived in 2016 when Sam went to work for JoMama’s, a popular coffee and bagel eatery in Orleans, and was quickly promoted to management. When owners Ricky and Christy Bourgeau decided to grow their business by offering franchises, they knew Sam had the skills and drive to succeed.

After negotiating a payment plan with the Bourgeaus, Sam reached out to the CDP to secure the capital he needed to take on ownership through a micro-loan. The CDP provides small business loans up to $40,000. These loans also come with the requirement that clients participate in regular one-on-one coaching sessions that are designed to help entrepreneurs get started and stay on track. On June 1, 2018 Sam became the first franchisee of JoMamas, and took over the store in Chatham.

Sam notes that kicking off the business at the start of the summer season was a challenge. “I had to hire a lot of people quickly and had a lot of upfront costs.” While the summer was a success, Sam admits that his first winter was a challenge. Like small business owners on the Lower Cape have learned, Sam realized how important it is to have a cushion for the lean times. “You really need to plan ahead so that you have the money needed to get through the winter. You need to be prepared ‘cause anything can happen.”

Now, with almost a full year behind him, Sam has taken the time to reflect on what he has learned. “I know what my expenses will be during the lean months and will plan so that I have what I need ahead of time,” he says. And unlike his first season, when he had to hit the ground sprinting, Sam is now in a position to build his staff slowly and be more careful in the selection process.

If he could go back to opening day and give himself advice, Sam says that in addition to budgeting a cushion, “It’s important not to stress too much and to make sure that you find the balance. As the owner and manager, it’s really important that I don’t let my stress affect my staff, because that will get passed onto the customer. We want people to leave with a good feeling.”

Sam’s passion and work ethic are inspiring. And the CDP’s staff is excited to be part of his success. We can’t wait to see what the future holds for this locally grown entrepreneur!

“Owning a restaurant was something I could only fantasize about. I turned to the help of the CDP. I am grateful to be able to say that with their help and expertise, I was able to accomplish that goal...I became the first owner of a JoMama’s franchise. The CDP is definitely a great group of people with an even greater mission, helping everyday people accomplish amazing goals.”

SAM BENNISON
Owner, JoMama’s, Chatham

Strategic Alliance for a Stronger Lower Cape

In November we announced a new strategic alliance between the Community Development Partnership (CDP), Cape Cod Children’s Place (CCCP) and Homeless Prevention Council (HPC).

The alliance was created to enhance the services and support provided to low- and moderate-income families on the Lower and Outer Cape — allowing for more efficient service delivery, ease of access, and potential new program opportunities. There are a number of programs that the CDP, CCCP and HPC have identified as ripe for potential collaborative initiatives, including — homelessness prevention, family support services, resident support services, First Time Home Buyer education, early education and care, and job training. According to CDP Board Vice President, Fran McClennen, “Working collaboratively to offer a menu of services and a coordinated plan to get people what they need is much more effective and efficient. Altogether, we anticipate serving our community more successfully as a result of this formal partnership.”
2018 was a big year for the Cape Community Housing Partnership (CCHP). On the heels of the Cape Housing Institute and Advocacy Training, affordable housing initiatives were front and center at spring Town Meetings across the Lower Cape.

To spur more municipal action in addressing our region’s housing crisis, the Outer Cape and Lower Cape Municipal Peer Groups were established and met for the first time in early April of 2018 to review Town Meeting articles and collaborate on strategies to get new initiatives and funding approved. In total, 28 people participated, representing all 8 Lower Cape towns and the meetings marked one of the first opportunities for town officials to gather on a sub-regional level.

Also in preparation for Town Meetings, over 53 residents attended the Advocacy Training, where everyday citizens became more knowledgeable about housing issues and solutions so that they could be more effective advocates. Helping people overcome their fear of speaking publicly helped participants speak out at meetings and put a human face on the housing crisis.

One thing seems clear; over the past year the CCHP has galvanized both municipal leaders and citizens who have made the issue of affordable housing a top regional priority. The impact of our efforts was overwhelming. In the Spring of 2018, nearly $5 million was dedicated to various housing initiatives. Truro residents voted to put $200,000 into their Affordable Housing Trust and voted to allow condos in Truro to be occupied year round; Wellfleet voted to use $100,000 of its Community Preservation Act funds to help build a 65 unit rental housing development in Eastham. Orleans’ voters were asked to dedicate 1% of their budget for housing, and all eight towns approved funding for staff and consultants dedicated to advancing solutions to the housing crisis.

According to Paul Ruchinskas, CDP Board Member and former Affordable Housing Specialist for the Cape Cod Commission, “The Cape Housing Institute has far exceeded our wildest expectations. Since 2001 when I began work at the Commission, I have never seen the level of local involvement and interest and success, especially on the Lower and Outer Cape, as I am seeing now.” Without losing any momentum, Year 2 of the Housing Institute commenced in the fall of 2018. Over 50 municipal officials and employees participated in the 6 week Housing Institute that had been enhanced thanks to feedback from participants of the 2017 Institute. In the spring of 2019 Advocacy Training and Peer Group sessions will be held to again prepare for Town meetings. And look for a new media campaign promoting the message: “We can’t afford to lose the people who can’t afford to live here.”

In 2014 when the CITC program began, 60 donors invested. This past year 122 donors participated — 11 of them for the first time. These gifts support an array of programming that helps create more affordable housing, strengthen local businesses, and protect our valuable natural environment. All of these efforts contribute to the vitality of our Lower Cape community. The CITC Program provides taxpayers, who make donations of at least $1,000, with a State tax credit worth 50% of the contribution. Our CITC donors range from individuals to businesses, non-profit organizations and foundations with gifts ranging from $1,000–$30,000. Their common goal — preserving the character and sustaining the future of this special place we call home. You can learn more about the program on our website: capecdp.org/support-us/community-investment-tax-credit.

“It’s a complete no brainer for individuals and businesses. You’re able to help an organization and get a return from the state. You are helping the community, the organization, and yourself.”

CHRIS WARD
Managing Partner, LaTanzi, Spaulding & Landreth
2018 Donors

Thank you to everyone who supported the CDP during 2018! Your generosity makes our work possible and helps us to build a stronger Lower Cape community.

Government Funders
Barnstable County HOME Program
Cape Cod Cooperative Extension Service
Commonwealth Corporation
Commonwealth of Mass Affordable Housing Trust
Commonwealth of Mass Community Based Housing
Community Economic Development Assistance Corporation
Massachusetts Department of Housing & Community Development
Massachusetts Growth Capital Corporation
Massachusetts Housing Partnership
Massachusetts Office of Business Development
Town of Brewster
Town of Chatham
Town of Dennis
Town of Eastham
Town of Hanwich
Town of Orleans
Town of Provincetown
Town of Truro
Town of Wellfle
US Department of Agriculture Rural Development

Faith Community Support
Am HaYam Cape Cod Havurah
Society of St. Vincent De Paul
The Chapel of St. James the Fisherman

Foundation & Non-Profit Support
$20,000 – $30,000
Cape & Islands United Way*
Sailors’ Snug Harbor of Boston*
The Mary-Louise and Ruth N. Eddy Foundation

$10,000 – $9,999
Cape Cod Five Charitable Foundation Trust*
Green Family Charitable Foundation
The Cape Cod Foundation through the Worthington Campbell, Jr. Fund*

$5,000 – $9,999
Eastern Bank Charitable Foundation*
Polhemus Savery DaSilva Fund for Working Families*
The Kelley Foundation*
The Live for Lou Fund of the Cape Cod Foundation*

$2,500 – $4,999
Seamen’s Bank Long Point Charitable Foundation*

$1,000 – $2,499
TD Charitable Foundation*
The Phillips-Green Foundation, Inc.*
The Toop Family Fund of The Cape Cod Foundation*

UP TO $1,000
Harper Family Foundation

Business Support
COMMUNITY INVESTOR
$10,000+
Cape Air*
Santander Bank – Boston Headquarters

$5,000 – $9,999
Atlantic Bay Sotheby’s International Realty*
Cape Associates, Inc.*
Chatham Wayside Inn*
The Cooperative Bank of Cape Cod*
Truro Vineyards of Cape Cod and South Hollow Spirits*

$2,500 – $4,999
Chatham Sheetmetal, Inc*
Cove Road Real Estate*
Kerry Insurance Agency, Inc.
Nautex Disposal*
Seamen’s Bank*
Wells Fargo
W. Vernon Whiteley Plumbing, Inc.*

$1,000 – $2,499
1620 Brewhouse*
3Harbors Realty*
Aqua Bar*
Bay State Cruise Company
Cape Cod Five Cents Savings Bank*
Coastal Engineering Company, Inc.*
Delphi Construction, Inc.*
Fran Schofield, Rea tor, Robert Paul Properties*
J.M. O’Reilly & Associates*
Land Ho!*
LaTanzi, Spaulding & Landreth*
Long Point Electric*
Mid-Cape Home Centers – Dennis*
Moby Dick’s Restaurant

Nor’east Beer Garden*
Orleans Marketplace, LLC*
Savory & the Sweet Escape*
Secure Networks*
Shepley Wood Products, Inc.*
Snowy Owl Coffee Roasters*

VISIONARY
$500 – $999
Fanizzi, Inc.
Lobster Pot Restaurant
Wellfleet Beachcomber

CHAMPION
$250 – $499
JB’s Pizza Bar and Grill
Kaplansky Insurance Agencies
Montano’s Italian Restaurant
PJ’s Family Restaurant
Seaside Liquors
The Valle Group
Wellfleet Bookstore & Restaurant
Wellfleet Marketplace
Wellfleet Motel & Lodge

BUILDER
UP TO $249
Atlantic Spice Co.
Back to Nature Rentals
Donna Mahan Studios
Frank A. Days & Sons, Inc.
Harwich Paint & Decorating Center
Law Office of Singer and Singe, LLC
Mark T. Vokey Insurance Agency
N.Y. Hair Co.
Orleans Eastham Elks #2572
Red Barn Pizza
The Friendly Fisherman
Victory Fisheries
Yankee Ingenuity
Community Support (Individuals)

$10,000 – $24,999
Benjamin and Jackie deRuyter*
Alison and John Ferring*
Beth and Doug Freeman*
David and Gail Oppenheim*
Janet Taylor*

$5,000 – $9,999
Barry Bluestone*
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Fran and Alan McClennen*
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Karen O'Connor and Bruce MacGregor*
Robert Panesiti*
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Sara Whiteley*
Barbara Wood and Jay Vivian*

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Jon and Barbara Holt*
Carol MacDonald*
Stephanie and Jamie McClennen*
Sally and Bob Roda*
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$1,000 – $2,499
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Lisa Westervelt*
Daniel Wolf and Heidi Schuettz*
John and Monique Yingling*

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$500 – $999
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Liza Cox and Philippe Rispoli
Christine and Chris McGrath
Wil Rhymier and Bert Jackson
Anita and Ernest Rogers
J. Michael and Kathy Schell
Sidney and Donna Snow
Stephanie and Albert Wolf

CHAMPION

$250 – $499
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Eileen and Paul LeFort
Joan Lenane and Sally Rose
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Stella Wolf

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Donations listed are for the period of January 1, 2018 to December 31, 2018. Although we have made every effort to ensure the accuracy of the list of donors, we apologize in advance for any misspellings, omissions or other errors. Please inform us of any errors by calling Britt Beedenbender at 508.240.7873 x 25 so we can correct our records. Thank you for your understanding and your generous support of the CDP.
The 2018 Annual Report is dedicated to the memory of our dear friend, supporter, colleague, and founding board member, Susan Lindquist. She was a rare intelligent, thoughtful, and witty person who freely spoke her mind and fought to achieve seemingly unattainable goals. Susan was a founding Board Member of the CDP and rejoined the Board in 2013. For many years, she was the voice of the CDP, serving as host of our weekly radio show on WOMR-FM. We will miss her presence, but her spirit will live on in the work we continue to do in and for the community.

2018 Financials
The charts below contain a summary of the consolidated financial statements of the Community Development Partnership and Thankful Chases Pathway. Please visit our website for the complete FY18 finances: www.capecdp.org/news/annual-reports.

**REVENUE**
$3,325,793
- Government Grants: $1,980,703
- Program Income: $828,308
- Contributions: $490,108
- Other: $26,674

**EXPENSES**
$3,049,045
- Program Services: $2,863,702
- Fundraising: $157,813
- General & Administrative: $27,530

*Expenses do not include $323,352 in depreciation for the CDP’s Affordable Housing Properties

Our Program Partners
Cape Cod Chamber of Commerce
Cape Cod Children’s Place
Cape Cod Commercial Fisherman’s Alliance
Cape Cod Commission
Cape Cod Fisheries Trust
Cape Cod and the Islands SCORE
Cape Light Compact
Community Housing Resource
Eastham Affordable Housing Trust
Gosnold on Cape Cod
Highland Affordable Housing (Truro)
Homeless Prevention Council
Housing Assistance Corporation on Cape Cod
Lower Cape Outreach Council
Mass Housing Partnership
The Family Pantry of Cape Cod
WE CAN
Wellfleet Seafood Promotion and Tasting, Inc. (SPAT)

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Housing Rehab Program Manager
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Maintenance Technician
Ray Przygocki
Maintenance Technician

As of December 31, 2018

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As of April 1, 2019

CDP ANNUAL REPORT CREDITS
Writer: Britt Beedenbender  Design: Vervaine Design Studio, Inc.