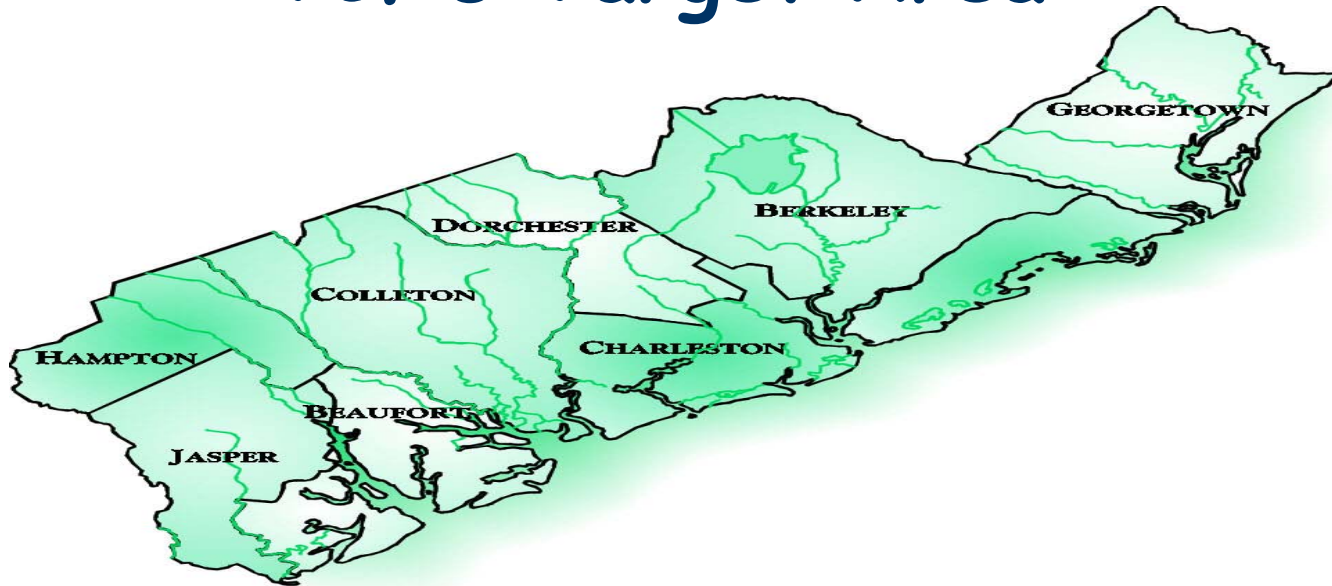


TCF's Introduction

TCF's Target Area



TCF's Introduction

◆ HEIRS' PROPERTY

- Land that is owned by several heirs of an individual who died without a will. (Mainly affects African-Americans or indigenous people)

◆ CHALLENGES-

- HP holders have ownership in their land, but identifying the value of an heir's share is difficult because all heirs must be determined.



TCF's Introduction

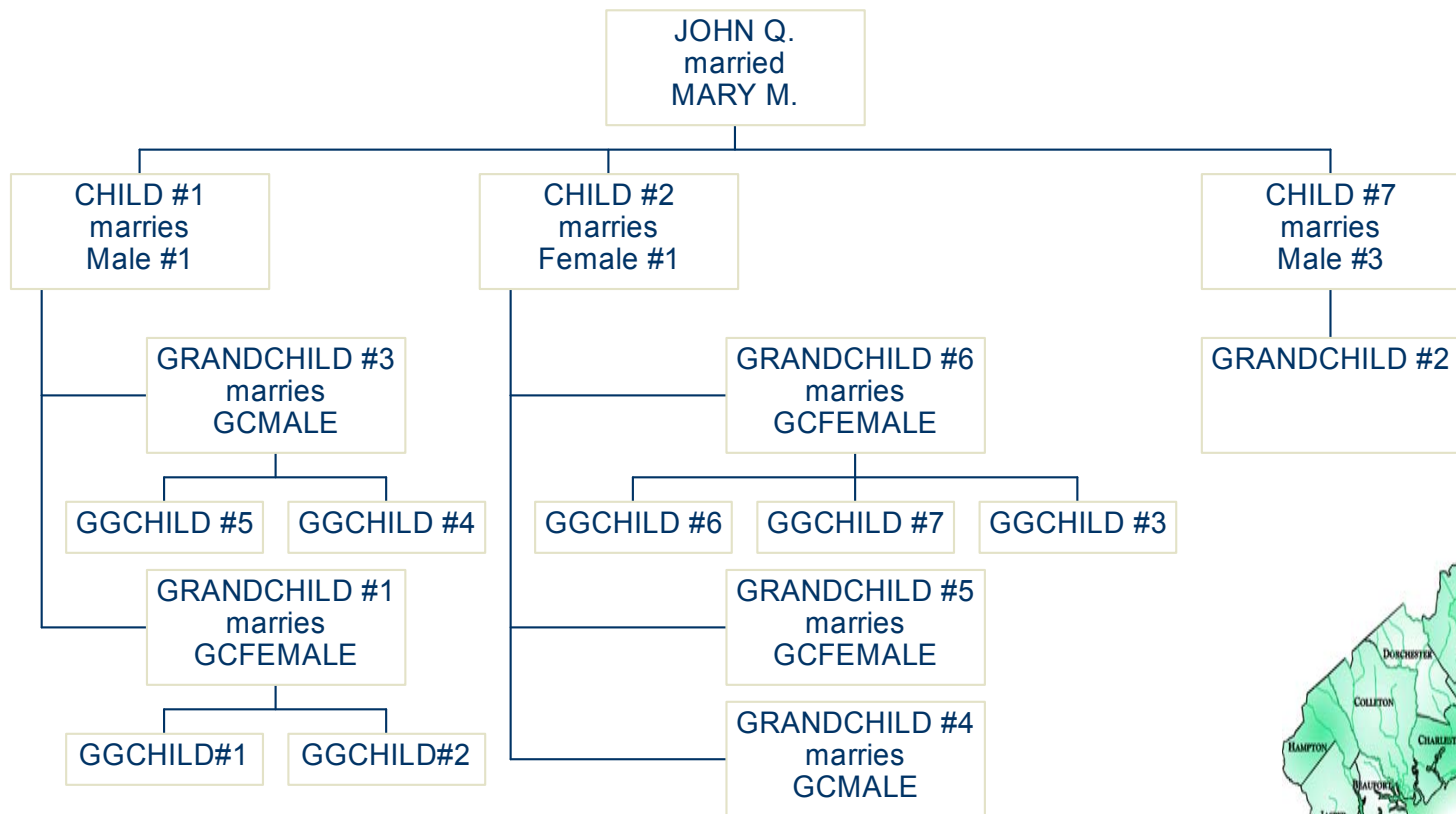
◆ CHALLENGES

- HP holders have ownership in their land, but identifying the value of an heir's share is difficult because all heirs must be determined.



TCF's Introduction

Partial Family Tree of the Q's



TCF's Introduction

◆ CHALLENGES-

- The development of HP owners' land is very limited
- Heirs' Property is vulnerable to dispossession



TCF's Introduction

◆ QUOTES

■ Board Member

- We didn't know we were getting into all of this. This project only serves a small number of people.

■ Project Participant

- "We used to own all of this land from the river to the road."



TCF's Introduction

◆ QUOTES

■ Consultant

- All of the treks to the Island in 100 degree plus heat, all of the interviews, searching for information, all the many hours of research, analysis, and meetings, suddenly had a meaning far beyond the creation of a model...



TCF's Introduction

◆ TIMEFRAME

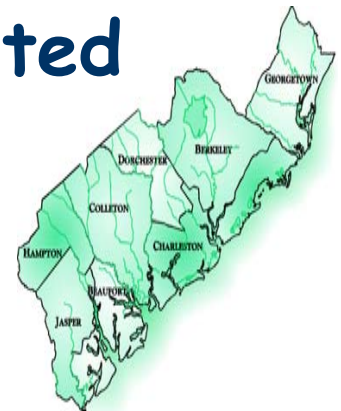
- Begin working on the issue in 1997 and have worked on it consistently since



KNOW YOURSELF FIRST:

◆ RURAL CAPACITY

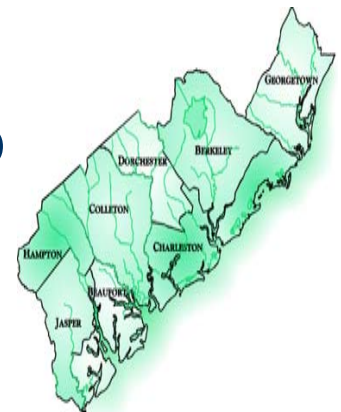
- Had worked with rural Tri-County neighborhood groups for 5 years
- Had gained selected rural communities input about the issues that affected their communities



KNOW YOURSELF FIRST:

◆ MOTIVATION

- The project was staff driven-rural grantmaking was not on our agenda
- There were few to no agencies addressing the issue
- Received a grant from The Ford Foundation- now had resources to address the issue



KNOW YOURSELF FIRST:

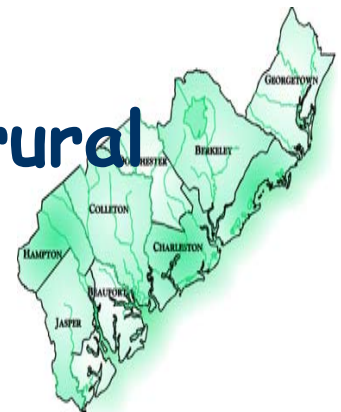
◆ MOJO

- “The People” wanted and needed it
- The social justice tendencies of TCF staff



KNOW YOURSELF FIRST:

- ◆ TCF's Image with Rural Customers
 - Our exposure to rural customers was mostly limited to the leaders of the rural low-income neighborhood groups
 - Participation on committees with service providers who worked in rural areas



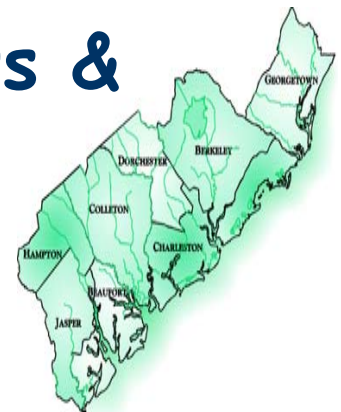
KNOW YOURSELF FIRST:

- ◆ TCF's Knowledge of our Rural Regions & Issues
 - Reviewed statistics about our rural service areas
 - Had begun to scope out our new Southern Four Counties
 - Conducted site visits to rural neighborhood groups



KNOW YOURSELF FIRST:

- ◆ TCF's Knowledge of our Rural Organizations
 - Spent 5 years working with rural grassroots organizations
 - Knew they needed TA, along with \$
 - Knew there was a dearth of NPOs & capacity needed to be improved



KNOW YOURSELF FIRST:

- ◆ TCF's Knowledge of our Rural People
 - Spent 5 years working with rural leaders
 - Knew needed to ask the people what they thought were the solutions for their communities
 - Had to learn to work "with" rural people and not "serve" them



KNOW YOURSELF FIRST:

- ◆ TCF's Rationale for Going Rural
 - Allowed TCF to better meet the needs of all our "community"
 - Had \$ and TA from Ford to support our efforts
 - Received \$9 million from anonymous donors



TCF'S Catalysts

◆ External

- Input gathered from community residents at community meetings
- The Ford Foundation

◆ Internal

- Staff



TCF'S Catalysts

- ◆ **Catalyst's Relationship to RDP**
 - **Community Residents cared about:**
 - Being able to fully utilize and protect their property and their culture
 - **TCF Staff cared about:**
 - What the people cared about
 - The unfairness of the issue



TCF'S Catalysts

- ◆ Catalyst's Relationship to RDP
 - The Ford Foundation cared about:
 - Growing endowments for strengthening the capacity of statewide and regional CFs so that they assume a more active role as advocates, partners and grantmakers in support of community-based rural development



TCF'S Catalysts

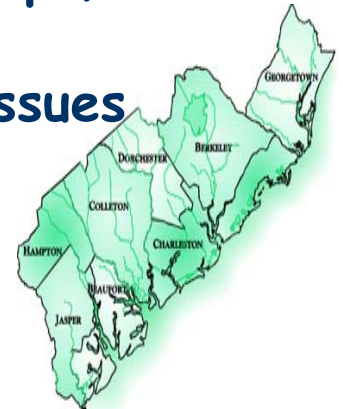
◆ Actions Catalysts Took

■ The People:

- Eagerly participated in convenings and provided input on developing an HP Preservation Project

■ The Staff:

- Convened NPOs, HP owners, governmental reps, attorneys, judges, etc.
- Plowed through philosophical and “turfism” issues among collaborating organizations

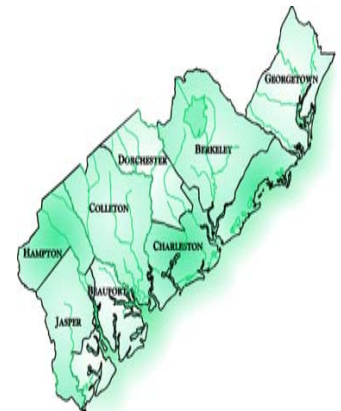


TCF'S Catalysts

◆ Actions Catalysts Took

■ The Ford Foundation:

- Provided a \$500,000 matching challenge grant
- Provided TA through The Aspen Institute and an opportunity to network with CFs similar to ourselves



TCF'S Catalysts

- ◆ Ensuring Circle Question Affected
 - The catalysts helped TCF decide on the type of program or grantmaking activity it would conduct.



TCF'S What?

- ◆ RDP Strategy Selected
 - Based upon TCF's history- we were good at 2 things- grantmaking and convening
 - Community Meetings and the development of a comprehensive plan in Charleston County led us to mobilize the rural citizenry



TCF'S What?

- ◆ **Specific Tactic**
 - **Convene resource stakeholders**
 - **Preserve and nurture traditional and indigenous cultures**
 - **Host community conversations about resource development values and tensions**



TCF'S What?

- ◆ **Attention to Strategy 6**
 - Discussed the need to look at the laws and policies (interpretation) that affected this issue
 - Met with local attorneys and probate judges involved in interpreting the laws



TCF'S What?

- ◆ **Attention to Strategy 6**
 - Spoke with statewide advocacy agencies who affected policy at the state level

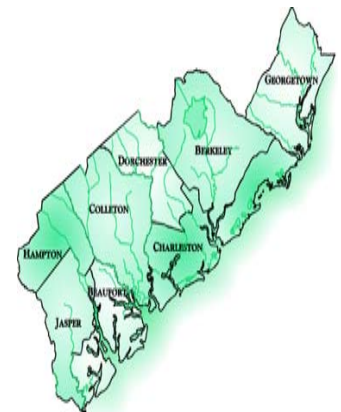
- ◆ **Ensuing Circle Question**
 - Whom do we work with to address this issue?



TCF'S With Whom

◆ Partners

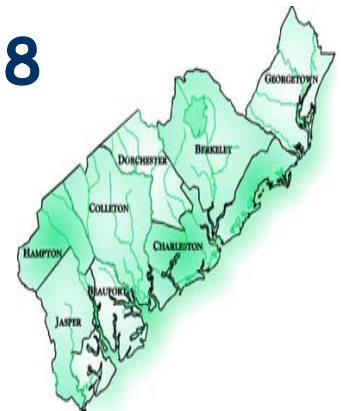
- 1st step- worked with HP owners, neighborhood groups, governmental agencies, financial institutions, state rural agencies, extension programs of colleges... to develop a “plan” to learn the extent of the HP problem



TCF'S With Whom

◆ Partners

- 2nd step- TCF staff, along with a few board members, convened NPOs, judges, attorneys, HP owners around the issue of HP- resulted in a Planning Committee who would develop an HP Preservation Project
- 3rd step- Planning Committee met over 8 months & developed a skeleton for the Preservation Project



TCF'S With Whom

◆ Partners

- 4th step- Too much work for volunteers and TCF staff, a consultant engaged based upon experience in working with funders and researching community issues
- 5th step- TCF, along with 4 organizations finalized the development of an HP Preservation Project



TCF'S With Whom

◆ Selecting Partners

- TCF staff and Advisory Committee members about:
 - Individuals who were personally affected by the issue
 - Organizations who had a stake in the issue
- TCF wanted to build the long-term capacity of existing region-wide institutions to better address the issue



TCF'S With Whom

◆ Ensuing Question

- Who is going to do all of this, how will we find the \$ and whom can we serve most effectively with limited resources?



TCF'S For Whom

- ◆ Target Rural Population
 - Low-wealth land/parcel owners
 - Risk of imminent danger of losing ownership of property
 - Benefit to low-wealth property owners with chances to improve their property



TCF'S For Whom

- ◆ Ensuing Question
 - Where will we work?



TCF'S Where

◆ Target Area

- Initially selected one rural community-
Charleston
- But to increase community buy-in,
later selected areas in three diverse
counties- Beaufort, Charleston, and
Berkeley



TCF'S Where

◆ Ensuing Circle Question

- How long will it take us to do this?



TCF'S How Long

- ◆ Length of Time Committed
 - Did not set a particular time upfront
 - Did not anticipate it would take this long; have been involved for 5 years
 - Now that design has been created have committed an additional 3 years to help solicit funding and serve on the advisory committee



TCF'S How Long

- ◆ Timeframe Issues

- How will participation in this initiative affect our involvement in others? We have limited resources- staff time & \$

- ◆ Ensuing Circle Question

- How much will it cost to operate this project?



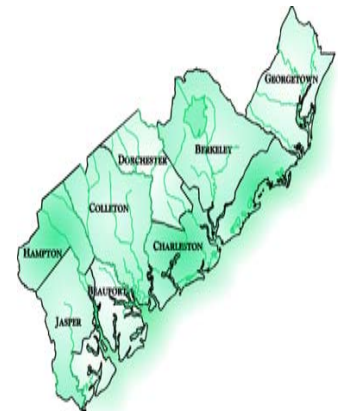
TCF'S Resources & How Much

- ◆ Staff, Board, Program, Etc. Resources
 - An “awful” lot of staff, board, and partner's time in convenings/meetings, meeting preparations, developing relationships, etc.



TCF'S Resources & How Much

- ◆ Staff, Board, Program, Etc. Resources
 - Approximately \$120,000 from our Ford Rural grants
 - Partners are shifting budgets to partially staff the HP Preservation Project

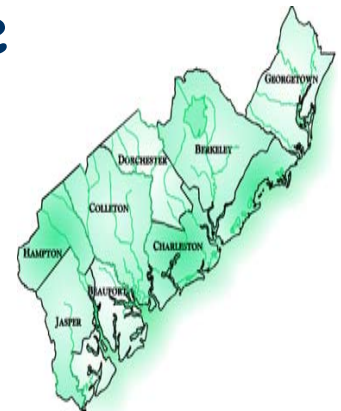


TCF'S Resources & How Much

◆ Ensuing Question

- This is not a question, but a statement-
All of this work better pay off and lives better be changed and land protected from all of our efforts.

- And... Let's not offend donors in the process



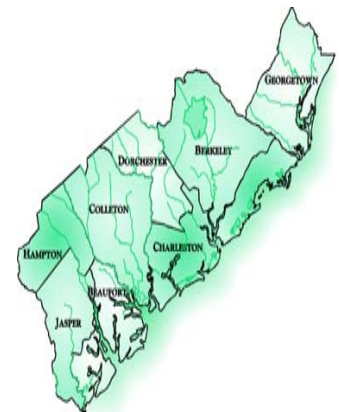
TCF'S How Will We Know

- ◆ Short-Term Outcomes
 - Partners: Infrastructure established to provide HP owners with the services necessary to resolve HP matters and preserve their land



TCF'S How Will We Know

- ◆ Short-Term Outcomes
 - Communities and families: The understanding of HP owners, their families, local community leaders, lawyers, and judges will be increased regarding HP issues and land preservation options



TCF'S How Will We Know

◆ Indicators

- Relationships developed with private attorneys through the *Pro Bono* Program
- Increased dialogue between legal aid and private attorneys



TCF'S How Will We Know

◆ Indicators

- Individuals' knowledge of legal issues will be increased through the use of booklets and videos
- One family's title will be cleared



TCF'S How Will We Improve

- ◆ Reflection Process & Frequency
 - An advisory committee will initially meet bi-monthly, then quarterly monitor the progress of the initiative
 - TCF will receive quarterly progress reports from the partners.



TCF'S How Will We Improve

◆ Lessons Learned

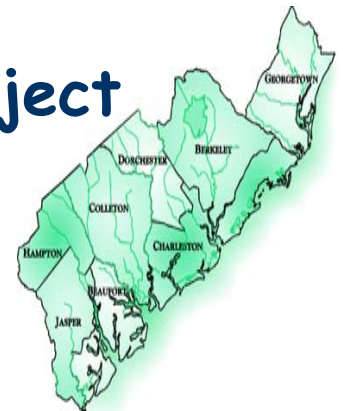
- Develop an exit strategy at the beginning
- Clearly define the role of your CF (who are you and how does this fit with your mission)
- Continue to reintroduce the issue to the new board members who rotate on every year



TCF'S Is It Working?

◆ Best Things

- Relationships have been established with our four partner agencies
- Finally a holistic way of addressing HP has been developed
- Obtaining community buy-in on the project upfront



TCF'S Is It Working?

- ◆ **Toughest Things**
 - **Switching CF staff throughout the development of the initiative**
 - **Obtaining and maintaining board buy-in or commitment**



TCF'S Is It Working?

- ◆ **Toughest Things**
 - **Managing the dialogue process for groups with differing philosophies to develop an initiative that addresses a community issue holistically (a lot of "turfism" issues and I know best about how it should happen)**



TCF'S Is It Working?

◆ “Free” Advice

- Make sure your board is along for the “ride” at the beginning and throughout
- Figure out your CF's role in the initiative
- Know how success will look at the beginning, along with developing an exit strategy

