

# NCALL News

Winter 2007 / 2008

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*Joe L. Myer, Executive Director*

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*www.ncall.org*



## Executive Director, Joe Myer, Testifies for a National Housing Trust Fund



Joe Myer was asked to appear before the House of Representatives Financial Services Committee on July 9, 2007 to provide testimony regarding legislation to establish a National Housing Trust Fund. Myer spoke on behalf of the National Rural Housing Coalition and

NCALL in support of the resources this financial vehicle could bring to affordable housing in rural America.

Introduced by Delaware Congressman Michael Castle, Myer shared how rural communities are often forgotten when it comes to federal housing assistance citing decreasing federal resources and low per-capita resources to rural areas from federal housing agencies. This is the case despite the substantial rates of poverty, substandard housing, cost burden, and lower incomes across the nation in rural communities. He shared the substantial need for new resources for affordable housing and noted that this legislation could help fill the financial gaps and leverage additional resources necessary to make progress on the affordable housing issue. Myer suggested the very factors which impact rural America so greatly be part of the formula determining the rural set-aside.

With the general reduction in federal housing aid over the past decade, it is heartening to see this national approach being considered. Myer, a previous president of the National Rural Housing Coalition, now serves on the Board of Directors and Executive Committee.

*First in Housing Services, Because We Care*

## Revised Mission, Vision and Values

NCALL's Board of Directors held a Planning Retreat on September 27-28 to have strategic discussions about the lines of business. Coupled with this, Board members updated the Mission and adopted a corporate Vision. Finally, they adopted corporate Values which define how NCALL does business and makes decisions.

A new marketing piece has just been developed which sets forth these new definitions. Look for it on our website!



NCALL's Board of Directors: Pictured from Left to Right. Back Row: William Hughes, Harold Truxon, Helen Stewart, James McGiffin, Daniel Kuennen, Jeanine Kleimo, Roland Ridgeway and Hal Wilson. Front row: Maria Isabel Torres and Marilyn Morris.



## NCALL's Loan Fund

The NCALL Loan Fund recently concluded a very productive quarter. The Fund was pleased to reach a milestone of having more than \$3 million of its own capital involved in many deserving affordable housing and community development projects. This included a new relationship with Milford Housing Development Corporation (MHDC). The Fund provided financing for nine Self-Help lots in Laurel and a 3-unit apartment building in Milford.

The Loan Fund continued its successful relationship with Interfaith Community Housing of Delaware. The Fund approved the financing for a 5-unit town home project in the West Center City section of Wilmington.

This section is one of several designated RISE (Residential Improvement and Stabilization Effort) areas in the city, and NCALL is proud to be involved in that tremendous initiative. As both NCALL and Interfaith are NeighborWorks organizations, this project presented an excellent opportunity for the Fund to partner with Neighborhood Housing Services of America (NHS-A-CDFI) for the financing.

Capitalization efforts continued at the Loan Fund as well. The demand for financing of affordable housing and community development projects is strong, and the Loan Fund continues to seek capital to fulfill these worthy requests.

The continued growth and success of the Loan Fund is extremely gratifying. The Fund is proud to continue NCALL's tradition of leadership in the community.

### *NCALL's Loan Fund Committee*

*Jeanine Kleimo, Chairperson*

*Joe Belden*

*Doug Hazelton*

*Roland Ridgeway*

*Helen Stewart*

*Hal Wilson*

## NCALL Purchases Georgetown, Delaware Office

NCALL has offered its homeownership education and Rural Development mortgage packaging services directly to Sussex Counties by having an office in Georgetown for the



past 19 years. More recently, NCALL rented space at 110 S. Bedford Street just off the Georgetown Circle. This year the owner decided to sell the property and gave NCALL first opportunity to purchase. The Board of Directors reviewed the research and costs and gave the go ahead to negotiate and purchase.

The property's location is perfect and it offers sufficient office space and a training room ideal for the expanded services offered there which now include Growing Your Money financial literacy classes. Even with the purchase, occupancy costs are less than they would be at other market rate locations. Office space within the building is also rented to the Salvation Army and the YMCA. The property became NCALL's after a July 2007 settlement.

## Myer Appointed to Foreclosure Task Force

Delaware Lt. Governor, John Carney, has appointed a task force of professionals from various parts of the housing sector to examine Delaware's worsening situation and offer recommendations for action. Joe Myer representing housing counseling, joins members from real estate, mortgage, banking, state HFA, and advocate organizations. The goal is to help prevent and ameliorate the affects of foreclosures on families, neighborhoods, and communities. The task force met several times in November and will issue interim recommendations in December. Longer-term policy initiatives will be forthcoming from the task force early 2008.

## NeighborWorks America Resources to Bring Homeownership Aid to Virginia's Eastern Shore



In an effort to reach out to underserved areas, NeighborWorks America (NWA) requested proposals last summer to provide resources to existing NeighborWorks Organizations to expand services or geography. Knowing the difficulties faced on the Eastern Shore of Virginia, NCALL sought a local based partnership with Accomack-Northampton Housing & Redevelopment Corporation towards the goal of implementing a pre-purchase

homeownership education effort in the two county area. NCALL's expansion request was one of only 22 proposals of the 89 submitted to be funded for this three-year effort.

Challenges on the Eastern Shore include very low incomes, limited employment opportunities, the remote location, and very little CRA first-time homebuyer activity. NCALL will not physically expand its homeownership counseling services to Virginia, rather by partnering with A-

NHRC will be providing technical assistance, training, capacity building, resources, and oversight to help establish quality homebuyer education services.

## Growing Your Money Continues to Grow



NCALL's Growing Your Money classes for households facing financial challenges related to homeownership has been a highly successful financial management training tool. The five-week classes are held in each county with participants giving

very positive feedback. 179 new participants took part in the Growing Your Money program at NCALL in FY'2007 with 136 graduates.

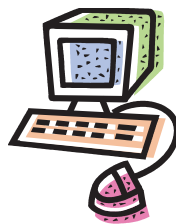
## Self-Help Housing Department Adds New Material to Website

### Self-Help Housing Links and Publications

The Self-Help team has spent the last several months creating new training materials and updating their previous materials. All of these new items are now on NCALL's website.

By visiting [www.ncall.org](http://www.ncall.org) and going to the self-help page visitors can access the "training guides, downloads and links" section of the website. There, guests will be able to see the long list of materials that are avail-

able. Some of the training items are all-new PowerPoint presentations that highlight NCALL's recommended best practices in different areas of operating a self-help program. More items will be coming soon, so check back often!



## NCALL Offers Default & Foreclosure Counseling

NCALL is well known for its high quality pre-purchase homeownership education and counseling program serving Delaware. With foreclosure filings increasing at a substantial rate in all counties, Delaware households are facing difficulties sustaining their homes. Whether it be due to current economic times, not receiving homeownership education, opting for undesirable mortgage products, or experiencing hardships beyond their control, NCALL wants to be responsive to the Delaware community and therefore began addressing default and foreclosure needs in 2007. An experienced and skilled Homeownership Counselor has been assigned this task.

As a NeighborWorks America organization, people calling various foreclosure hotlines are now referred to NCALL. We have also been working diligently with the Delaware Bank Commissioner's Office by attending and staffing public meetings and workshops to encourage people who may be in trouble to come forward. NCALL also signed up for the Delaware State Housing Authority's DEMAP foreclosure prevention loan program and offers this option to families in need.

Contacts and requests have been growing at a very high rate since mid-2007 with the full weight of the problem not expected until 2008.

## Old Landing II Complete

Millsboro Housing for Progress, Inc. (MHP) has completed its first Low Income Housing Tax Credit (LIHTC) complex named Old Landing II L.P. The permanent loan closing for this affordable family housing complex was held on November 7, 2007 and the development was 100% occupied as of July 2007.



Old Landing II L.P. is a 30-unit complex, which consists of 6 one-bedroom units, 12 two-bedroom units, and 12 three-bedroom units. It also has a community building which offers services to residents.

Old Landing II L.P. permanent financing was through NCALL's Loan Fund and deferred loans from Delaware State Housing Authority and Millsboro Housing for Progress, Inc. The Enterprise Community Investment provided

the equity for this complex. Delaware State Housing Authority is also providing 6-units of rental assistance.

NCALL provided technical assistance for this project. Congratulations MHP!

## Chandler Heights I L.P. Completed

Better Homes of Seaford, Inc. (BHS) has just completed its first Low Income Housing Tax Credit preservation project, Chandler Heights I L.P.

Chandler Heights was built in the mid 70's and was the first affordable housing complex in Seaford, Delaware. Structurally, the Chandler Heights

complex was sound, but all of its' systems were outdated. The preservation has resulted in 88 standard units of affordable family housing.



This complex has twelve buildings, which consist of 31 one-bedroom units, 41 two-bedroom units, 16 three-bedroom units along with a community building. Chandler Heights is 100% occupied and has 100% rental assistance. It was funded by Low Income Housing Tax Credits, HOME, and the Housing Development Fund from the Delaware State Housing Authority. It received its permanent financing loan from Delaware Community Investment Corporation. NCALL provided technical assistance for this project.

Great job BHS!



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*NCALL is an affiliate of the United Way of Delaware*



## Progress in the Knollwood Community



In May and June of 2007, New Knollwood Civic Association, Inc. (NKCA) completed renovation on two single-family homes located on Colby and Denham Avenues in Claymont, Delaware. Both homes have

been sold to first-time low-income homebuyers. This project was funded by HOME and HOME/CHDO funds from the New Castle County, Department of Community Services, a Housing Development Fund Grant

from the Delaware State Housing Authority, an AHP grant from the Federal Home Loan Bank of Pittsburgh and a construction loan from First State Community Loan Fund. NCALL was the technical assistance provider through our HUD CHDO agreement.

Knollwood is also moving forward with the completion of plans for Phase II of its Neighborhood Revitalization. Toward that end, two homes are currently under contract and acquisition is expected to happen in late December 2007. NKCA is also preparing for Phase III of its neighborhood revitalization plan which will consist of new construction and a continuation of its renovation plans for the Knollwood community.

Good job NKCA! Keep up the great work!



# Happy Holidays!!!

